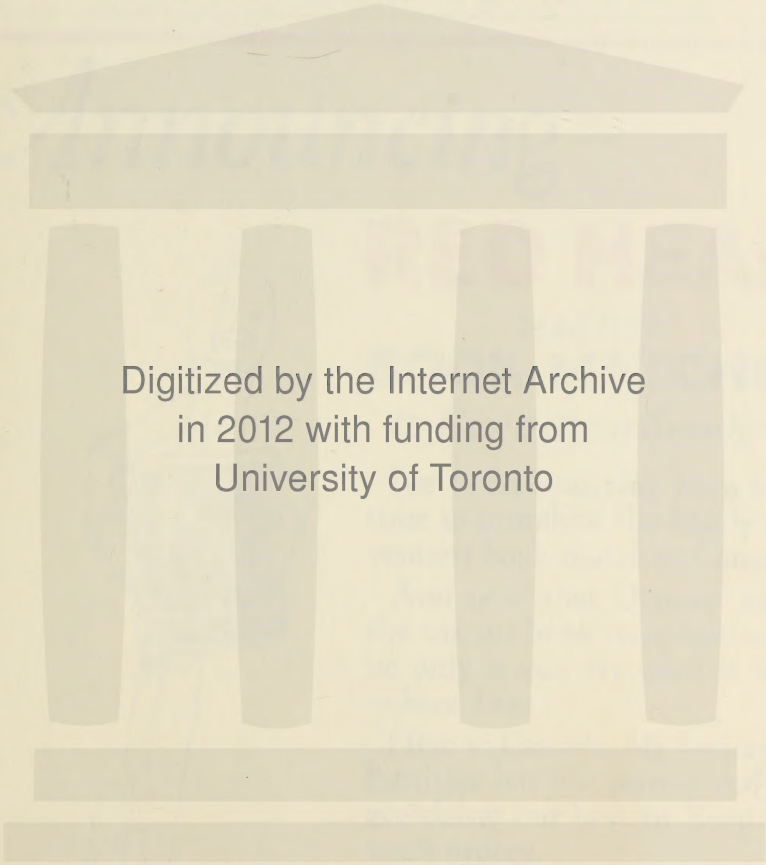


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CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

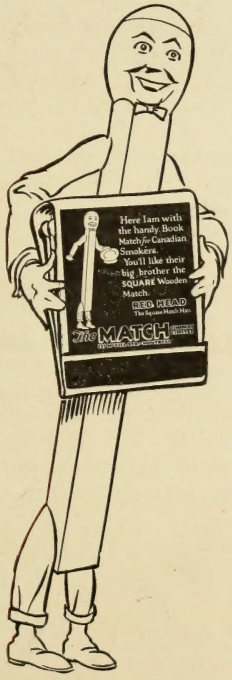
THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., JULY 7, 1922 No. 27

Announcing—

RED HEAD

HANDY
BOOK MATCHES
to Canadian Smokers



I've been wanting for a long time to introduce the handy convenient book match to Canada.

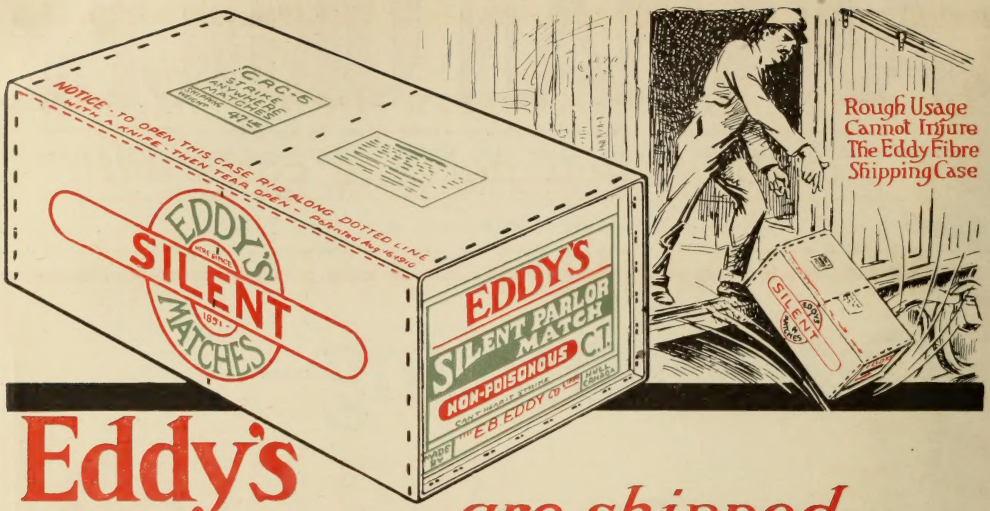
And now that Ottawa says the tax on book matches will be only a quarter what it was *—here I am.*

I live in Canada. My factory at Berthier has just started and we are doing our best to keep up with orders.

RED HEAD
The Square Match Man

The MATCH COMPANY LIMITED
137 McGILL STR. ~ MONTREAL

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.



Eddy's Matches *are shipped in Fibre cases*

Fibre Cases

are

stronger, lighter, easier to handle, pilfer-proof, damp-proof, air-tight.

Approved by Canadian Railway Commission.

The Wooden Shipping Case is easily damaged. It is insecure and antiquated and permits pilfering.

Damp-proof, air-tight fibre cases that will withstand very rough usage in transit.

Fibre cases that are manufactured in accordance with specifications formulated and approved by the Canadian Railway Commission.

Fibre Cases that bring you your order undamaged and complete.

Moisture cannot penetrate the Eddy Fibre Case. Nor can the pilferer extract a box or two and nail it up again as with the wooden case. **An Eddy Fibre Case can only be opened by cutting a hole with a knife, or other sharp instrument.**

Protect yourself against annoyance and loss—give your customers perfect matches in perfect condition.

Tell your wholesaler you want EDDY'S—The best and safest matches which are shipped in the best and safest way.



THE
E. B. Eddy Co., Limited
HULL, CANADA

Branches at MONTREAL, TORONTO, HALIFAX, LONDON, Ont.
AGENTS:

Schofield Paper Co., Limited, St. John, N.B.
Jos. Emond, 2 & 4 St. Joseph St., Quebec.
J. Lumley, Ottawa.
J. E. McEathron, Brockville.
T. H. Stewart, Kingston.
Alfred Powis & Son, Hamilton.
Tees & Persse Limited, Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw Saskatoon.
Tees & Persse of Alberta, Limited—Calgary and Edmonton.
Mitchell Bros., Victoria and Vancouver.

Leading Manufacturers the world over are cutting their packing costs with

MONO SERVICE CONTAINERS







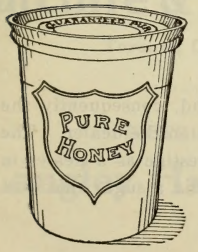
Mono Service Containers offer manufacturers and packers of foodstuffs, confectionery, etc., an ideal, and economical solution to present high packing and carriage costs. These hygienic containers are strong and durable yet their compactness and light weight enables them to be packed in much lighter cases thereby materially reducing carriage costs.

They also eliminate expensive breakage losses common to glass and stone containers and all costly and time-wasting, re-handling of returned containers for washing, labelling, etc.

Over 20,000,000 Mono Service containers are in use by leading packers the world over.

Wholesale grocers and retailers find them just the thing for peanut butter, honey, molasses, etc.

Write for full details and price list.



Agents:

BRADSHAWS LIMITED

107 Atlantic Avenue

TORONTO - CANADA

Big Business is Built On Reliable Goods

THERE is no surer way of gaining and keeping the confidence of customers than recommending a product which YOU KNOW and THEY PROVE to be thoroughly satisfactory.



Note : A series of unique and attractive show cards will be gladly supplied to dealers or others interested on application to the Canadian Selling Agents, Harold F. Ritchie, & Co., Limited.

ENO's FRUIT SALT

has won its reputation by fifty years of use in all corners of the globe. It is a valuable and medically approved corrective for digestive and eliminative troubles. A spoonful in a glass of cold water provides a palatable, refreshing and health-giving drink. Spring and summer bring a natural increase in the demand for Eno's. See that you get your fair share of the sales.

Prepared only by J. C. ENO, Limited, "Fruit Salt" Works, London, England

Agents for North America :

HAROLD F. RITCHIE & CO., Limited - 10 McCaul St., TORONTO

For Every Sweetening Purpose SELL Acadia Sugar

ROYAL ACADIA SUGAR

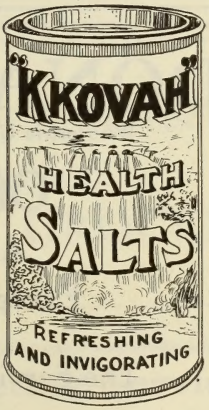
Sugar is seldom asked for by brand, consequently the onus of choosing the right kind rests on the dealer. The merchant who would add to his prestige as a dealer in quality lines will find in Royal Acadia a sugar that will always please the most fastidious.

"KKOVAH"

HEALTH SALTS

Are now in greater demand than ever.

For over 30 years KKOVAH Health Salts have been the family aperient of Canada and Great Britain, and their sales have increased enormously. The refreshing saline properties and the high standard of quality make them a ready seller at all seasons.



MANUFACTURED BY

Sutcliffe & Bingham Limited

Toronto, Ont., and Manchester, Eng.

DISTRIBUTED IN CANADA BY

Langley Harris & Co., Limited

Toronto

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

WAREHOUSING
Is as Important as
Your banking—our resources and financial stability is your guarantee of entire satisfaction in every detail.
Security Cartage & Storage Co. Limited
CALGARY, CANADA

The City Dray Co., Limited
230 Princess St.,
Winnipeg
Storage and Distribution
Insurance Rate 30c

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
501 Confederation Life Bldg., Winnipeg
OFFICES:
St. John Montreal Toronto Vancouver

DONALDSON, PHILLIPS AGENCIES Limited
744 Hastings St. West, VANCOUVER, Cable Address "LIVEWIRE"
EXPORTERS Canned Salmon Seeds, Apples, Flour, Etc. IMPORTERS Nuts, Dates, Cocoa Butter, Spices, Essential Oils, Etc.

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches; Regina, Saskatoon, Edmonton, Calgary, Vancouver, Fort William, Montreal
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

B.S. SAINSBURY

MANUFACTURERS' REPRESENTATIVE

Intensive attention to a few good lines.

Write Me

Interested parties will be referred to present principals for references.

1005 Dominion Bldg., Vancouver B. C.

"A ten year record of successful representation."

When Writing to Advertisers Kindly Mention CANADIAN GROCER



Personal Marketing Service

The "House of Scott-Bathgate" offers manufacturers who are desirous of successfully placing their products in the rich Western field a personal selling organization with an 18-year-old reputation for producing big results.

We have successfully placed such products as Christie's Biscuits, Robertson's Confectionery and Hungerford & Smith's Fountain Supplies and we can do the same for yours. Write us.

Scott-Bathgate Company, Limited

Wholesale Grocery Brokers and Manufacturers' Agents

149 Notre Dame Ave. East, Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

J.R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

F. S. JARVIS & CO.
18 Toronto St. Toronto
MANUFACTURERS' AGENTS
Specializing in all Lines of Food Products

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
Head Office 35 Front St., East, Toronto
OFFICES:
Vancouver Winnipeg Montreal St. John

When Writing Advertisers Please Mention
CANADIAN GROCER



Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6



OAKEY'S
"Wellington"
KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.
Agents:
John B. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves
Importers & Exporters Peas and Beans
Produits Alimentaires Food Products
17 ST. PAUL EAST MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

BRITISH GELATINE
We represent ZIMMERMAN & COMPANY manufacturers of Gelatine. These are of special high quality and low prices. Your enquiries solicited.
J. RUSSELL-MURRAY CO., LIMITED
Coristine Building, MONTREAL

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

HARRIES & CROMWELL
GROCERY BROKERS
IMPORTERS and MANUFACTURERS' AGENTS
11 St. Sacrament St., MONTREAL

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
116 St. Nicholas Bldg., Montreal.
OFFICES:
Vancouver Winnipeg St. John Toronto

LANGLOIS LIMITEE LIMITED
Wholesale Grocers & Manufacturers' Agents
Importers Teas & Coffees
SPECIALTY: FLOUR & GRAIN
113 Rue St-Paul, Quebec
We Solicit Your Representation

When Writing to Advertisers
Kindly Mention this Paper . .



BEER

The Consumer wants the BEST.

The Famous CREAM OF MALT is the BEST.

So give him the BEST.

Canadian Malt Extract Co.
44 Pearl St. Toronto, Ont.
Telephone Adelaide 3304



Made in Canada

FLY TERROR

After years of experimenting, we have succeeded in manufacturing a product that will positively keep Flies, Mosquitoes, etc., away.

This preparation is in great demand by Hunters, Campers, Tourists, Fishermen, Surveyors, etc.

Order your supply NOW for the Spring and Summer Trade. A Big Seller—Showing a nice Profit.

Representatives Wanted

THE FLY TERROR MFG., "Regd."
7 NOTRE DAME SQUARE - - QUEBEC

***Now* is the Time to Buy—don't wait.**
Consult these Advertising Pages.
Our Advertisers will *Save* You Money—buy now.

Mr. Grocer—



Put that Eureka Grocer's Refrigerator into your store NOW—and get full SATISFACTION this summer—and for many more summers. Don't waste food by trying to keep it in a poor refrigerator! Don't waste money buying ice for a refrigerator that isn't satisfactory in all respects! In doing so you are simply throwing good money away and getting no returns whatever!

Did you ever think that the money spent in ice in one season for a poor refrigerator that gives you nothing in return but worry and trouble would pay for a guaranteed Eureka Refrigerator that would give you EVERY satisfaction? It will!

Better let our Experts call and show you! Write today for free catalogues.

Eureka Refrigerator Co., Limited
Head Office and Factory:
OWEN SOUND, ONTARIO

STICKNEY & POOR'S PREPARED MUSTARD

Made of the finest mustard, distilled vinegar, spices and salt, its piquant flavor adds a new zest to cold meats and sandwiches.



The satisfaction that it will unfailingly afford each user will create confidence in your good judgment—and build good-will for your store.

Bear this in mind when you are ordering from your jobber, and insist on getting Stickney & Poor's Prepared Mustard.

The mustard that makes repeat sales.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old — Century honored 1922
HALIFAX
Mustard Spices Seasonings

A profitable line that will appeal to your MOTORIST customers

QUICK
HAND CLEANER



—leaves the hands soft, smooth and clean..!

Suggest a tin of this convenient and efficient hand cleaner to each of your customers who have a motor car. Sell them an emergency tin for their car and one for their garage. They'll appreciate your suggestion once they try this excellent cleaner. Quick is made from a base of Real Italian Pumice stone and costs only $1.25 a dozen.

QUICK MANUFACTURING CO.
Hamilton, Ont.

EXHIBITORS
in
Pure Food Building

We are now at work on a number of booths in new building at Toronto Exhibition and can give you real service.

We Specialize
in
Display Fixtures and Alterations

Walter Davidson & Co'y.
LIMITED
186-188 Duke Street MAIN 184 MAIN 185

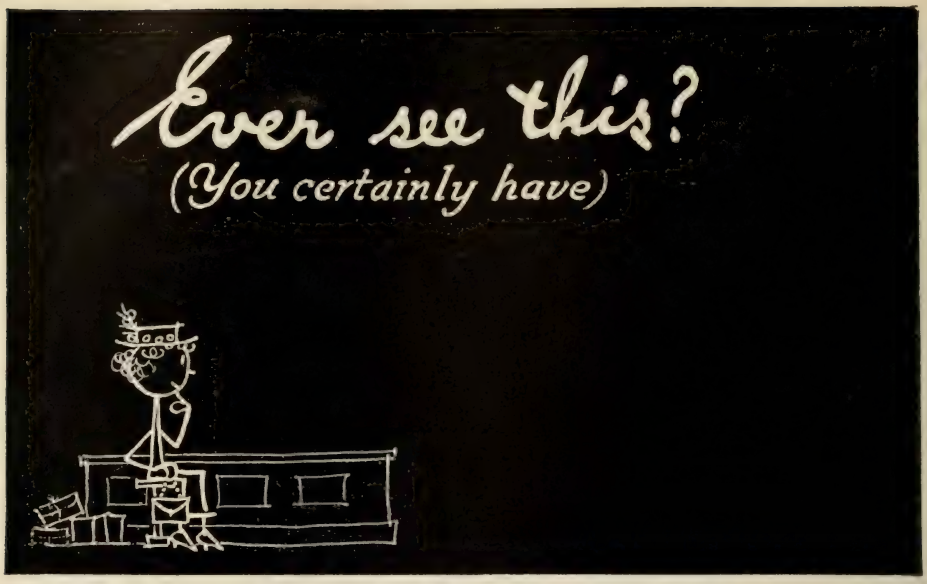


"KILTIE" PINK SALMON

is obtaining its objective

By PURE MERIT

Detach and use with your displays



AN IMPORTANT CUSTOMER. She buys often and a good deal at a time. She sits by the counter a bit undecided. Along comes the clerk with a *well known brand*. Was it good policy to give that important customer something which was sure to satisfy her? We leave it to you.

"The better it's known, the better it sells"

It is this important fact that has caused Procter & Gamble to make their name and brands *known* to people all these years. Eighty million people, living everywhere, get Procter & Gamble advertising all the time.

The Procter & Gamble Distributing Co.
CINCINNATI, OHIO

BRANCHES *Send Mail Orders to Nearest Address:* Atlanta, Baltimore, Boston, Chicago, Cleveland, Dallas, Denver, Detroit, Kansas City, Los Angeles, Memphis, Minneapolis, New Orleans, New York, Philadelphia, Pittsburgh, St. Louis, San Francisco, Seattle, Syracuse, Toronto, Ont.



ROBERTSON'S Marmalades

THE QUALITY LINE THAT BRINGS YOUR PROFITS

Take a Marmalade like Robertson's that everybody knows. When a person comes in to buy Marmalade, he or she will take ROBERTSON'S without question. No "Sales Argument" on your part, no "selling cost", just taking a profit AND THIS HAPPENS many times a day, and many times with Accumulate sales—that's what makes

"ROBERTSON'S" SO PROFITABLE

your profit is secure on "Robertson's."

Order from your Wholesale Grocer

SELLING AGENTS

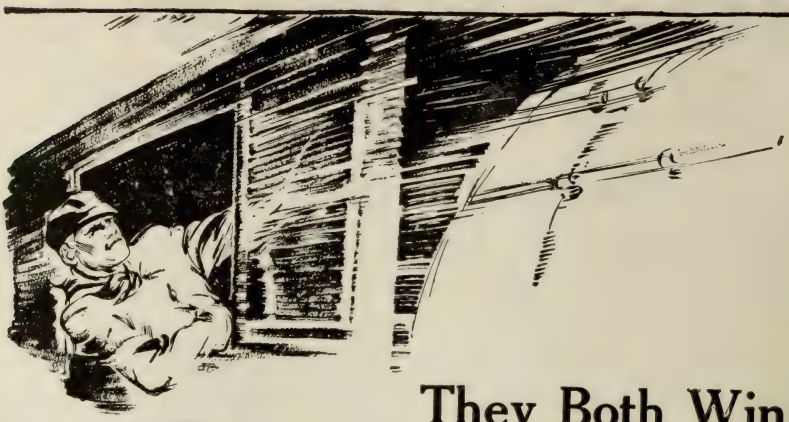
C. L. MARSHALL & Co.,
Gooderham Bldg.,
Front St., Toronto.

L. A. MACNAB & CO.,
City Club Bldgs.,
St. John's, Nfld.

J. W. GORHAM & CO.,
Simpson Bldg.,
Halifax, N.S.

THE SMITH BROKERAGE CO.,
St. John, N.B.

C. & J. JONES, Winnipeg,
Western Agents, including British Columbia



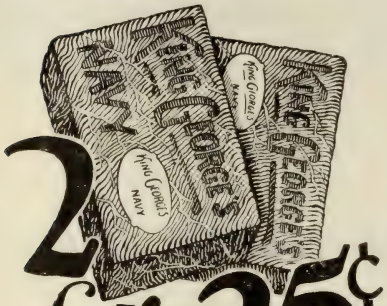
They Both Win!

Men of nerve depend on KING GEORGE'S NAVY for the best chew of their life! Men of business the country over, depend on KING GEORGE'S for permanent, profitable trade.

Both are never disappointed!

Isn't that a good line to get back of?

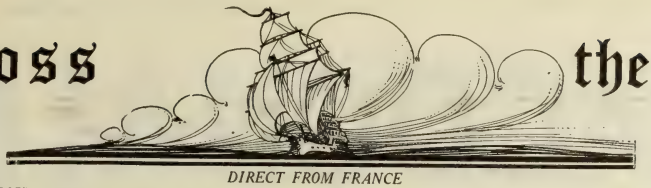
Rock City Tobacco Co., Ltd.
QUEBEC



2 for 25¢

King George's Navy CHEWING TOBACCO

The kind of advertising that's on the job every day—getting more and more KING GEORGE'S business for you.

across  theseas

DIRECT FROM FRANCE

FRENCH CASTILLE SOAP 72% "La Grappe d'Or" in Bars, Squares and Cakes.
BERTRAND'S ALIMENTARY PASTES, Macaroni, Vermicelli, Spaghetti, etc., etc., in sealed pound packets.
HERMANT'S MUSHROOMS, all qualities. The largest packer in the world.

HENRI JONAS & CO.,

ST. PAUL ST., WEST MONTREAL Sole Agents for Canada and the United States



BE IT EVER SO HUMBLE THERE'S NO BREW LIKE HOME.

When Made With SYMO Malted Syrup

Satisfaction Guaranteed

Did you read our special price offer in the last issue. Don't miss this chance to stock up at a low price while it lasts.

Orders are coming in fast and our supply at these prices won't last long.

Write, wire or phone your orders or get our prices before buying elsewhere.

CANADA FOOD PRODUCTS CO. REG'D
273 Fifth Avenue, Maisonneuve, Montreal

How He Got His Man

A merchant in Montreal wanted a man to manage his store. He advertised in the daily papers and secured many replies. He also used an announcement in the Want Ad. page of CANADIAN GROCER and several replies were received. He chose his man from the latter. In fact, the only men who at all suited his purpose, were those who applied through this paper.

CANADIAN GROCER reaches business men in the trade. There are good men scattered all over Canada who read the CANADIAN GROCER and who are interested in such a proposition.

To get the man you want; to secure a position; a partner, to sell some used equipment; to buy second-hand equipment, use the Want Ad page of CANADIAN GROCER. It gets results.

MACDONALD'S

Increased Sales Quicker Turnover More Profit

At the present time, Macdonald's Tobaccos offer the retailer greater inducements than any other commodity. The profit on Macdonald's—always a generous one—is now bigger than ever and constantly increasing.

Macdonald's Tobacco shows you a handsome return on your money. Naturally, this return is multiplied by every turnover. The Macdonald turnovers are unquestionably rapid, and the persistent, extensive Macdonald advertising is creating a still greater demand for these popular tobaccos, speeding your turnover and increasing your profits.

Then, too, there is the extra profit from the four to six plugs overrun in every 10 lb. caddy you buy.

Three sources of **profit** surely make Macdonald's a line worthy your sales efforts.



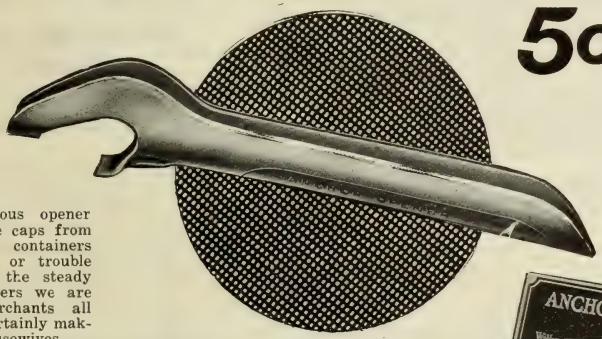


The Tobacco with a heart

Here's a Live Seller that offers you 50 per cent. Profit

ANCHOR OPENER

5c



This handy ingenious opener quickly removes the caps from "Anchor" Sealed containers without fuss muss or trouble and judging from the steady flow of repeat orders we are receiving from merchants all over Canada it is certainly making a hit with housewives.

Anchor openers are packed in attractive display cartons each containing three dozen openers in individual containers. These cartons cost you $1.20 net and you sell each opener for 5c. which gives you a profit of 60c. on each carton.





Scores of live grocers have found that by grouping a number of *Anchor Sealed Products* around a display carton of Anchor Openers that they have not only sold many cartons of this handy opener on each of *which is a 50% profit* but have also greatly increased their sales of all Anchor Sealed Goods.

Write for a display carton of these much needed openers. A similar display on the counter will net the same big double profits.

Anchor Cap & Closure Corporation

of Canada Limited

WALLACE AVE. - - TORONTO

MAIL THIS TODAY

Anchor Cap & Closure Corp.
Toronto

Enclosed please find P.O. money order for which mail or express me..... cartons Anchor Openers.

Name .....

Address .....

"Shooting" the Man from Glengarry

THE Ottawa Valley has witnessed scenes during the past few weeks which have never before greeted the eyes of the dwellers within its limits. Realism—the sinewy log drivers, cleverly and daringly facing the camera; beautiful women rescued from the river's icy waters—terrific raft fights—log jams, where lean river men stepped from the playing of a part into real life—lumbermen armed with peevies and pike-poles, striving to break the menace of locked logs—all these are features of the most stupendous Canadian story yet filmed within the borders of this Dominion.

Ernest W. Shipman has been producing "The Man From Glengarry," Ralph Connor's masterpiece—and filming it with all the fidelity and accuracy which modern ingenuity can command. Those who have been privileged to witness these scenes have watched in action pretty, vivacious Mayme St. Clair, Bully Lenoir and Big MacDonald, reproducing the action contained between the covers of Ralph Connor's dramatic work.

Archie McKishnie has recently spent several days with Mr. Shipman's company and has told the story, in

What Does the League Mean to You?

By

Sir GEORGE E. FOSTER

An account of the activities of the League of Nations during its two years' existence; of the Canadians who have been connected with its work; some cogent reasons why you should be vitally interested.

July 1st issue of MacLean's

Other Fact and Fiction Features

THE MAN WHO COULD NOT GET DRUNK—"Sapper" H. C. McNeile.

AT THE SIGN OF MERCURY—by Maurice LeBlanc.

G SHARP—by Guy Morton.

LONE WOLF OF THE WHEAT PIT—Charles Christopher Jenkins.

OVER THE BORDER—by Bertrand W. Sinclair.

WEASEL CALF'S LAST DANCE—by Nicholas North.

THE UNCONSIDERED ELEMENT—by Charles G. Booth.

OVINGTON'S BANK—by Stanley J. Weyman.

HOW THE MANUFACTURERS MUST DEPEND ON FARMERS—by Prof. G. E. Jackson.

THE GIRL WHO GOES TO BUSINESS—by Gertrude E. S. Pringle.

OUT-OF-DOORS IN CANADA—A Page for Scoutmasters.

A NEW COAT FOR OUR FIFTY-FIFTH BIRTHDAY—Prof. W. T. Allison.

At All News Stands 20c

MACLEAN'S "CANADA'S NATIONAL MAGAZINE"

Get Yours Today 20c

Or send $3.00 for a Year's Subscription to MACLEAN'S MAGAZINE, 143-153 University Ave., Toronto

Sales grow steadily

GOOD increases in sales of RED ROSE TEA were made in Ontario in May and June, while in the Maritime Provinces, January, the biggest month in a year, has been beaten each month since.

Mail orders indicate stocks are moving fast. Write or wire nearest branch if stock low. Shipment same day.



T. H. Estabrooks Company, Limited,
St. John, N.B. Montreal Toronto Winnipeg Calgary



"NONSUCH"

"Made in Canada"
PRODUCTS

—sure selling lines that never Fail to repeat

There is always a worthwhile profit selling "Nonsuch" quality lines. A good supply of the following will enable you to cater to your customers' needs with maximum profit and satisfaction.

"Nonsuch" Liquid Stove Dressing, "Lily White" Shoe Polish, Jumbo Stove Enamel, Nonsuch Black Cat Shoe Dressing.



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STROYAN, DUNWOODY CO.,
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TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*

CANADIAN GROCER

Vol. XXXVI TORONTO, JULY 7, 1922 NO. 27

Increasing Sales in the Summer Months

Merchants Who Are Maintaining Business at Satisfactory Levels During the Hot Weather are Getting Behind Lines That Have a Ready Appeal at This Time—What Some Grocers are Doing With Summer Goods

"MANY grocers maintain that winter business is the best, and look to the summer months as the time, when trade slackens, and there is more or less falling off in turnover," remarked a retailer the other day. The fallacy or truth of such a statement in this man's opinion is largely up to the merchant himself. According to a number of merchants interviewed by a representative of Canadian Grocer recently, it was found that summer trade is to be had, but it requires at times a little going after. It does not come easily is the way one grocer put it, but sale can be maintained and even increased, he asserts, by directing selling efforts to lines that have an instant appeal in the hot weather. True it is, there are a large number of people moving away to summer places, and their trade is sometimes lost in the vacation period, but on the other hand, other people who are in your district are entertaining guests and buying more groceries than ordinarily.

There are any number of lines that the grocer should be getting behind in the hot months, and which are not good sellers at any other time. Taking these goods, and selling them, increasing the turnover of the same and thus counteracting any dull period that might result, for the reason that people are away, is what many are doing these days. Ice cream, soft drinks, fresh fruits, picnic supplies, the latter including canned goods, salad oils and such like are foodstuffs that sell well.

Eight Cases of Lime Juice

R. J. Reynolds, manager of Reynolds & Co., 1410 Queen Street, West, sells big supplies of summer lines, and is doing so these days. "We have sold eight cases of lime juice," Canadian Grocer was informed on the occasion of a visit to this store the other day. "We have averaged five cases of ginger ale each week in the last couple of months, and of course the weather has not been particularly hot. In the very warm season we anticipate even larger sales. Our sales are by the bottle or by the case with the regular orders. We get behind all summer drinks here, and keep them well before the people, both in the way of display in the store, and when taking orders on the telephone. A large portion of our business is done on the 'phone, and we have to suggest these lines in order to get trade."

Fresh fruits and vegetables come in for a lot of attention by Mr. Reynolds and his staff, and during the summer, sales of these lines represent a big turnover. On the day the representative of Canadian Grocer was in the store, just a few hours previous, he had received a special shipment of new celery, and his staff were selling it fast. Every customer who called on the phone to give an order was told about the celery, and almost without exception a sale was made. The result was that the celery was soon disposed of.

Suggestions to Picnics

Special attention is directed towards the sale of foodstuffs suitable for picnics. "That salad dressing is one of the biggest sellers we have in the summer months," one of the clerks remarked, pointing to a certain prepared salad dressing on the shelf. "Potted meats and potted chicken also have a brisk inquiry in our store, and we 'push' the same in the warm weather.

"On the whole we are finding business good at the present time, comparing very favorable with the better months of the year, and it is largely because we are selling the lines that make a ready appeal at this season."

J. Anderson, Queen street, W., Toronto, says there are not the parties to sell high-class specialities for in the summer months, but there are picnics and he goes after this trade. "There are a number of lines that we are constantly suggesting for picnics," Mr. Anderson added, "and we find that suggestions of this kind not only mean increased sales, but they are appreciated by customers, who are a loss to know just what is best to buy."

O. Thompson, 1980 Queen Street, W., Toronto, sells from 20 to 25 bricks of ice cream a day in the hot weather, while the turnover of bulk ice cream amounts to about ten gallons daily. "We have been handling ice cream now for several summers," Mr Thompson told Canadian Grocer, "and it is a big line with us. We are selling it in cones, and the fact that we have the children coming into the store for a cone very frequently means the sale of other things. Mothers come here because their children want a cone, and the kiddies sent to buy groceries come here because we have the cones, and they have been given the money for one. Ice cream is certainly a profitable line, and stimulates the turnover of other foodstuffs."

T. White, Parliament St., Toronto, is finding ice cream a ready seller during the summer months and an article which greatly helps business which otherwise is inclined to be quiet during the hot days. Mr. White has been handling ice cream for several years. He sells in bricks, in bulk and also in cones. Another line upon which sales have been greatly increased in the White store is confectionery. One window is devoted almost entirely to the display of cakes, buns and rolls, and considerable attention is paid to this department.

Cigarettes a Good Side Line

Cigarettes, cigars and tobaccos are also featured. This store is located on a corner and in order to get the attention of people on both streets, Mr. White sets aside the corner window for displaying tobacco.

"Cigarettes are about the best side line we carry. There is no waste. If we buy a thousand we know that we will sell a thousand and get the same price for the last as we did for the first of them," said Mr. White. "Another thing, there is no trouble in selling them. We do not have to wrap them, just pass them out, take the money and the transaction is closed. It is the same with tobacco and cigars." Speaking of window displays, Mr. White is a firm believer in them and said that it would be difficult to build a business on cigarettes and cigars without using them, if only

at periodical intervals. He maintains, however, to get the best results, cigarettes should be shown continuously. "If people did not see them in the window, they would not know we sold them and consequently that sale would be lost."

"Say It with a Brick of Ice Cream"

"Say it with a brick of ice cream" is a sign which greets customers as they enter the store of John Gilbert, Kingston, Ont., "Ice cream is a good line to handle, especially in the summer months." said Mr. Gilbert, "It helps to keep up the volume of sales, during the months when sales are inclined to be slow."

E. H. Crimp, Saskatoon, Sask., has been handling ice cream since 1920 and has found it a profitable line to handle. The store handles ice cream for home consumption, selling in bulk in quantities of pints and quarts.

This is Oil Time

This is naturally oil time for the grocers. With the coming of the fresh green vegetables it is salad-time and for salads there is a good demand for oils of various kinds and a window dressed to feature this line brings trade not only in the oil but in fresh vegetables.

There are many ways of dressing a window for this purpose but the Paquet Co. departmental store in Quebec city had recently for their grocery department a striking window display which illustrated the many uses for making salads for cooking. The window was arranged to represent a corner of a kitchen with cooking utensils in readiness on a kitchen cabinet. Various kinds and brands of oils were arranged about the window with ribbons running from each container to some article of food on the cabinet in which that oil was used. There were a number of salads, cream puffs, doughnuts and biscuits.

Increased Sales

The manager of this department of the store told a Canadian Grocer representative that the display had brought a marked increase in sales for oils and besides, a general increase in the sales of the grocery department. All grocers cannot, on account of space and equipment, dress such a window but there are no less effective ways of dressing a window on the same plan. A blue crepe paper layout in the window with white paper doilies on which plates of salads and various confections are placed make an attractive display and the selling force is aided by placing alongside each dish the can or bottle containing the oil used in that particular item. Little showcards with a few remarks about the oil, also add to the selling force. Such a timely display cannot help but get extra business during the summer months.

Refined Sugar Situation Remains Steady But Raw Sugar Market Gains Strength

One Canadian Refiner Withdraws From the Market and is Not Quoting Any Price in the Meantime—Back Orders and Export Demand the Reason—Retailers Buy Heavily

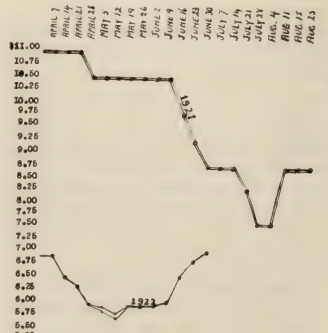
MONTREAL — (Special).— The refined sugar situation offers a particularly interesting aspect just now. The market is gaining strength after the recent advances and according to local wholesalers, another advance would not be surprising. Indeed increased buying, noted locally, is proof of the general view of conditions taken by the grocery trade.

Raw Sugar Advances

Late last week the raw sugar market gained a few more points and Cubas c. t. f. New York went up to 3¼. Recent advances in the raw market have come rapidly and Canadian refiners claim that they are pressed to fill back orders. The market gave fair warning before it started on its way upward from $5.80 a hundred for refined and many wholesalers and retailers took advantage of the warning and bought heavily.

One Refinery Withdraws

The Atlantic Sugar Refineries state that they have withdrawn from the market and are not quoting any price in the meantime, until such a time as they are able to catch up on their back orders. There appears to be also considerable export of refined sugar which very likely plays a big part in putting some of the refineries behind in their deliveries. All the refineries report that they are working full time at full capacity. In view of the advance in the price of refined sugar it is rather peculiar that



Showing comparison of prices of granulated sugar, Montreal basis.

one of the sugar companies should withdraw from the market. The officials of the Atlantic Sugar Refineries decline to make any statement with regard to their position. Their last list price was $5.80 a hundred.

Big Demand for Sugar

There is no disputing the fact that there is a heavy consumer demand for sugar. Many retail grocers bought heavily early last month, anticipating an advance and have not been mistaken. Some are still buying beyond their immediate requirements, confident that the peak has not been reached. The preserving season has only begun and promises to be a heavy one. The prospect of low prices on fruit this year has stimulated this demand.

One retail grocer in telling Canadian Grocer representative his views of the market said, "I bought all the sugar I could take care of when the price was at its lowest point. I am now buying for immediate requirements and a little over, saving what I have in stock for August and September when, I am confident, there will be a higher price on refined sugar."

What the Chart Tells

The accompanying chart shows a comparison of prices of 1921 and this year for the five months beginning April 1st. Prices last year were much higher than they now are but it will be noticed that although the raw market was fairly steady refined sugar reached its lowest point towards the end of July and steadily advanced through August, holding strong in September. Last year there was comparatively little home canning or preserving. Yet the commercial demand was felt and forced the market up.

This year there is promise of much home preserving as well as the commercial demand. Added to this there is a heavy export demand caused by the low point which came in May. With the demand increased in August and September, and in view of the conditions in the raw market there is little likelihood of a break.

THIS FISH WILL BRING 90 CENTS PER POUND

Sault Ste. Marie, Ont., July 4.— A monster sturgeon, weighing 310 pounds, eight feet in length, and a hundred years of age, as near as can be determined by experienced fishermen, was caught at Batchewana Bay on June 29 in the net of Frank Lapointe, a local fisherman. The fish has been cut into two pieces and shipped in ice to New York, where its owner has secured a market for it at a handsome figure. Lapointe figured that the fish should bring him on the average of 90 cents a pound, making a total of $279. With the shipment of the fish to New York without any provision being made for the return of the hide to the Sault for mounting and exhibition, a record of one of the largest catches ever made in Lake Superior is lost to the local municipality.

A New Way To Meet Competition

J. E. Morrissette, Montreal, Makes a Feature of Special Lines —Doubles the Display Space in His Window—Fixtures Play An Important Part in Getting Business—Produce Lines Are Shown in the Front of Store

(Sixth of Series of Articles on Chain Stores)

MONTREAL. — There are other ways of defeating price cutting besides trying to race with it. Joseph Morrissette believes he has found a way to eliminate this competition by dodging it. He has a grocery store at 211 Sherbrooke St. W., that specializes in fancy grocery lines of quality. He told a Canadian Grocer representative that it was absolute foolishness for a grocer to expect that single handed he could meet present day price competition and therefore trade should be sought in another way. Knowing that there has always, and always will be a demand for quality, he has opened a store that features both variety and quality.

An Experienced Grocer

Mr. Morrissette has had fifteen years' experience in the grocery business which he got with his father who for a number of years owned a grocery business on St. Hubert St. in Montreal.

Avoiding Cut Prices

"There is no price cutting on certain lines and the grocer is free to concentrate on such lines which are noted for quality and where price is not a feature. In establishing such a class of trade it is essential that the store itself, the fixtures and the displays be in keeping with the class of goods offered. The highest grade of specialty lines will look cheap in a dark, ill-kept and untidy store. There must be an air of distinction about the store, and this will lend value to the goods displayed. Such a store can well ignore price cutting. In this belief, I have designed and arranged my store and have found my reasoning well grounded," said Mr. Morrissette.

Equipment Helps

In arranging this store Mr. Morissette has laid stress on his fixtures. In the front of the store is a glass front refrigerator counter in which cooked meats, potted meats, cheese, butter and eggs are displayed. This is an innovation in the display of dairy produce for in most stores such a counter finds a place in the rear of the store. In this case however, package goods, cereals and bulk goods take the place at the back of the store.

Neatly Arranged Shelves

The goods displayed on the shelves are all neatly and carefully placed, giving specialty lines prominence. As Mr. Morrissette said "the staple lines will sell themselves. The grocer wastes his space by giving them the preferred place. The goods which have to be 'sold' by the grocer and on which there is for that very reason a better margin of profit, should have the place of prominence. It is to the grocer's own advantage to study the lines he sells and the value of display space in his store and so arrange his goods so as to get the most from what he has to offer in the way of advertising and salesmanship."



Showing the interior of the store of Jos. E. Morrissette in Montreal, where good equipment stimulates sales.

A Good Window

The exterior of the store also speaks of the unusual. The white enamelled lattice work which encases the window lends it and the goods displayed an air of distinction. Narrow shelves attached to the lattice work along the sides and across the back of the window add to the available space and so without the least crowding, more goods can be displayed in this window than in the average window. The white enamel sets off the goods in sharp contrast.

A Good Example

Mr. Morrissette's store stands as a good example of what many hope will be the result of the keen competition in the grocery business. It would seem that the featuring of reduced prices has gone the limit and that a new form of competiion must arise, which will bring a better class of grocery store into the majority with emphasis put on service, efficiency and attractiveness of the store.

Mushrooms and Peas Promise A Light Crop In France

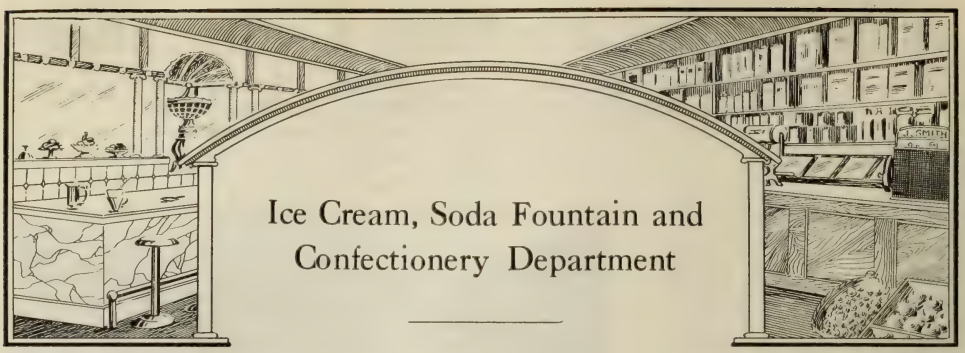
Montreal—(Special).— Henri Jonas returned recently from France and reports that crop conditions in that country are not good. The weather has been against the crops in that early in the season the weather was warm and then heavy rains followed and more heat with the result that the soil became baked.

Since his return he has received letters from firms, these stating that the pack of French peas this year will be late and will be only about one-half that of last year. The price also shows an increase of about 50 per cent. This may go still higher. The same condition exists in the pack of mushrooms, according to the French growers. The weather conditions have been entirely against a good crop and what growth there is, is slow, so that this product will be late in reaching the market.

(From a country weekly.)—Some time Tuesday night George Reynolds, the groceryman, had his chicken coop robbed of ten fine fowls he had for his trade.

(From same paper.)—Wednesday noon the ladies of the Methodist Church gave a delightful chicken dinner.

Of course we don't insinuate anything we just happened to notice it, that's all.



Ice Cream, Soda Fountain and Confectionery Department

Sells Ice Cream By The Pound and Says He Eliminates Loss By Shrinkage

Grocers and Other Dealers Carrying Ice Cream Will Be Interested in the Solution of the Problem of Loss, As Worked Out By This Merchant

GROCERS and other retailers of ice cream who are troubled by the loss which occurs when they dig their scops into the cans and the consequent shrinkage, which eats a considerable proportion of their profit, will be interested in the plan which is proving so successful in a store in the west.

The solution of the problem is simplicity itself, according to Lee M. Pedigo, who operates the store in question. Pedigo sells the cream by weight instead of by the quart or pint and it therefore doesn't matter whether it's tightly packed or loosely wadded. The customer gets full value and the merchant receives the full market price.

"I weighed a large number of cans of ice cream," says Pedigo, "and found that their average net weight is around 400 ounces. The best grade of ice cream, therefore, costs two cents an ounce, and that gives me the basic figure on which to work.

"I weigh my bulk cream and give twenty-five ounces net weight for a quart. Figuring the cream at two cents an ounce, and the carton at one and three-quarter cents, your ice cream costs you fifty-one and three-quarter cents per quart: I have found, however, that most grocers do not weigh their cream, but just put all they can in a quart container, which will hold, packed down, from twenty-eight to thirty-one ounces, according to the condition of the cream.

"If you weigh your cream and only give twenty-five ounces for a quart you can sell it for seventy-five cents, and that is my price for 'New York' and vanilla. For chocolate and strawberry I get eighty-five cents. Bricks are sold at fifty-five cents.

"The easiest way to prove my statement is to sell bulk cream in the usual way from one can, and set the money received for it to one side. I doubt very much if you will have money enough to pay for another can.

"Bricks are cut four to the gallon, and if you put a brick of cream on the scales you will find that it weighs from nineteen to twenty-one ounces. This proves without a doubt that there are only three quarts of bulk cream in a gallon.

"A good friend of mine told me that if he raised the price of his cream to seventy-five cents a quart he would not be able to sell any. That is all tommy-rot. You don't see any one staying away from theatres because the price has gone up. They still eat candy and smoke cigars, don't they? Why is ice cream any different from other products?"

That Mr. Pedigo finds it profitable to adhere to his sales-by-weight policy there does not seem to be any doubt, and he is confident that it is the best method.

These Recipes for Ice Cream Department Should be Popular

Butterscotch Syrup

Sugar, 3 pounds; water to dissolve.

Mix thoroughly and cook to 220 degrees Fahrenheit.

Apricot-Chocolate Sundae

One No. 10 to qt. serving of chocolate ice cream.

One ladleful of rich chocolate syrup

Three apricots

Place chocolate ice cream in sundae glass. Cover with chocolate syrup, and top with three apricots.

Coffee Chocolate Soda

Two ounces each of chocolate and coffee syrup

One-half ounce of vanilla syrup

A No. 24 to qt. serving of vanilla ice cream

Carbonated water enough to fill the soda glass. If the soda glass only holds about eight ounces, this recipe should be cut in half.

Chocolate-Fig Parfait

Into a parfait glas, place alternate layers of chocolate and vanilla ice cream, intermingling with whipped cream. Top with a ladleful of chocolate syrup, and chopped figs, then whipped cream.

Chocolate-Orange Milk

1½ ounces of chocolate syrup

1 ounce orange syrup freshly prepared

1 ounce sweet cream

Milk enough to fill an eight-ounce glass

Almond Sally

One No. 10 to qt. serving of maple ice cream

Five almonds cut into halves

One ladleful chocolate syrup

Topping of whipped cream with chopped dates sprinkled over the almonds, which are arranged in star shape over the chocolate syrup.

Chocolate Cream Puff

Obtain unfilled puff cases from your local baker, and fill these with chocolate ice cream and top with whipped cream and cocoanut.

Romance of Two Worlds

Place a large ladle of crushed pineapple in a banana split dish. In one end place a No. 16 dipper of vanilla ice cream. Over the vanilla pour a ladle of chocolate syrup and sprinkle with chopped nuts and over the chocolate pour a ladle of marshmallow and sprinkle with shredded cocoanut.

Charlotte Russe Sundae

No. 20 dipper of vanilla, one of chocolate and one of strawberry placed around a charlotte russe. Pour over all a ladleful of crushed pineapple and top with whipped cream and red cherries.

Sunset Glow

No. 8 or No. 10 dipper mixed vanilla pineapple, 3 slices of peach and a small ladle of orange syrup. Top with whipped cream.

Man. Retailers Hold 9th Convention

President A. F. Higgins Reviews History of the Association Since Its Start Nine Years Ago—Secretary J. H. Curle Traces Work Accomplished in Interests of Merchants During Past Year

WINNIPEG, July 3.—The ninth annual meeting of the Manitoba Board of the Retail Merchants' Association of Canada was held here recently, when the annual reports of the officials were presented, officers elected and resolutions passed. Reference was made to this convention in last week's issue, but the president's and secretary's reports are here given in more detail.

President's Report

President A. F. Higgins, addressed the convention as follows:—

Manitoba became a part of the Association in Canada nearly nine years ago. On Nov. 7, 1896, a little over 25 years ago, retail merchants of all classes formed themselves into one Association. The retail merchants of that day found it to their advantage to have the different trade sections united into one organization. What was arrived at by experience then, is of equal advantage to-day. Retail merchants may be handling many different lines of merchandise, yet they have practically everything else in common. The same principles of merchandising are applied in each case. The problems of one section of the retail trade are common to the others. It is natural therefore, that the many sections of the retail trade should be organized into one association in Canada, as any one section can always depend upon the others for co-operation whenever the occasion demands.

During 25 years many changes have been brought about. The Association has to its credit many reforms in merchandising. To-day we have 30 sections of retail trade which are now formed, or are in the process of formation. Dominion committees consisting of one representative from each province in each trade section are being organized. Working with each Dominion committee there will be an advisory committee in Ottawa for each trade section. You will see by this that provision is being made under our plan of organization to get the authoritative viewpoint of every section of the retail trade from every province of Canada.

Merchandising a Profession

To the outsider it seems to be a very simple matter to run a retail store. All that is required is to buy goods and sell them again, and the difference between the cost and selling price is all profit. But, to the merchant it means buying goods and selling them again at such close margins that after deducting selling expenses, profits often disappear. It is very difficult at times for the public to understand that overhead expenses, or the cost of placing the goods in the hands of the customer, is as much a part of the actual cost of the goods as the amount which appears on the retailers' invoice. Records show that the turnover in the retail field is enormous. In New York, the average life of a grocery store is two years. Does this not show that there is too much guessing and not enough knowing in modern business? It is stated that out of every 100 who go into the retail grocery business, five make money, fifteen break even, and eighty go behind. Does this not point to the need for men and women to prepare before entering business?

Many people who enter the retail trade find themselves seriously handicapped through not having had the training or experience necessary to conduct a business that will give satisfactory service so that it will survive. I believe it is the duty of men at present engaged in retail business to do everything possible to provide the facilities for teaching the principles of merchandising so that men can enter business with a greater chance for succeeding than now obtains.

It is not my intention at the present time to give any detailed account of the activities of your organization since our last annual meeting. These matters will be well covered in our Secretary's report which will be presented to you to-day.

Before closing, it is almost unnecessary for me to say that the Retail Trade throughout the province, in common with the rest of Canada, has suffered very seriously though business depression since our last annual meeting. In addition to rapidly declining values which were in evidence in all countries, the West harvested a very unprofitable crop. Prospects in most districts were good right up to harvest and threshing season, but through continued wet weather and declining grain prices many merchants were suddenly confronted with the fact that their outstanding accounts could not be collected. Farmers who in other years had always promptly provided for their obligations were unable to pay any portion of their accounts. As a large portion of the capital of many country merchants at threshing time is in outstanding accounts, one can easily understand how serious were conditions in the country. While the crop conditions and the fact that business was not so well established in the West might have made conditions here even worse than in the East, I believe that the West will come back more quickly and that it will come back stronger than ever. Business is improving, perhaps slowly, but the fact that it shows some improvement is most encouraging. The West has wonderful crop prospects, we hope to see the present fine crop threshed and turned into dollars before many months.

We have had an opportunity of learning many lessons during this period of depression, and will no doubt look back on these years as a memory of school days in which we had a hard master, but at least learned some valuable lessons. Perhaps one of the most important lessons learned is that the Retail Merchant should not be expected to function as a banker and carry the financial burdens of his community.

As president of your association during the past year, I would like to express my appreciation of the services of our staff, John Curle, our secretary, Mr. Ivey our organizer and Miss Dutton, assistant to Mr. Curle. The work in the office as well as outside, has been particularly heavy this year, but they have spared no effort in furthering the interest of the association.

Secretary's Report

Secretary J. H. Curle reported as follows:—

"I beg to submit for your consideration a report covering some of the more important work of the Association. The resolutions passed at the last annual meeting were acted upon as follows:—

Sales Tax at the Source: This resolution recommended that the Luxury Tax be replaced by a sales tax to be collected at the source of supply from Manufacturers and Importers.

The Dominion Executive Council received the fullest support of your officers in this recommendation. The Dominion Government has adopted this principle in both the 1921 and 1922 budgets.

Refunds of Luxury Tax: Resolution dealing with refunds of Luxury Tax on returned goods or exchanges.

This question was disposed of with the removal of the Luxury Tax on December 18, 1920.

Report of Treasurer: This resolution approved of the treasurer's report.

Membership Dues: This resolution dealt with the membership fees. The principle of graduation was endorsed. A basis fee of $25 now applies to each retail store or department employing sales-people. In other cases it is $15.

Community Development: This resolution requested action in respect to the establishment of a Department of Community Organization and Development under the direction of the Department of Education.

Your officers joined with others interested in this question. The Minister of Education was interviewed twice on this subject. No action was taken. The Minister stated that the Government did not wish to assume any new financial obligations. The work was considered a very worthy one.

Taxation of Business: This resolution requested the executive to endeavor to have the recommendation of the Manitoba Assessment and Taxation Commission regarding local taxation of business acted upon by the Provincial Government.

Your executive officers appointed a committee to deal with the taxation question. The committee had a number of interviews with the Provincial Executive Council during the 1921 session, all of which were aimed at getting a fair and equitable distribution of the business tax. Our representatives were assured that the taxation of Retail Merchants on the present basis would be changed because the system was too burdensome and lent itself to unfair competition, particularly in the case of Retail Merchants doing business in Municipalities where the business tax is based upon the assessment of personal property. The Government agreed that the assessment of personal property should be abolished. A definite promise was made by the Provincial Treasurer that the change would be made early in 1922 session.

Freight Rates: This resolution endorsed the action of the Winnipeg Board of Trade in their appeal against freight rates.

Your officers requested the Dominion executive to co-operate in an effort towards having freight rates reduced, believing that such reduction would lead to the improvement of busines conditions.

Fire Prevention: This resolution approved of co-operation with the Fire Commissioner of Manitoba in fire prevention.

The Association has interested itself in the reduction of fire losses, as this action on our part would result in the reduction of the fire insurance rates.

Commercial Education: This resolution requested the officers to co-operate with the University in its efforts to promote commercial education.

The officers are pleased to report that the enrolment at the Fifth Annual Short Course for Retail Merchants held at the University Feb. 28, March 1—3, 1922, was 190. A short course was also held in Brandon Feb. 23 and 24. The retail merchants of Brandon give their enthusiastic support in securing an enrolment of 75. Both orders were appreciated. The visiting lecturers were R. C. Line of Columbus, Montana; Alex Karr of Fargo, N. D.; and Herbert Sheets of Argos, Indiana. The University has conducted evening classes in accounting, commercial law, auditing, business English and business arithmetic, and will establish a Department of Business Organization and Research with a view to meeting the need for commercial training in Manitoba.

District Organization: A resolution was passed recommending that additional districts be organized. Of the sixteen districts into which Manitoba was divided, the following are now organized: Swan River, Dauphin, Boissevain, Morden, Carman, Brandon, Souris, Neepawa and Winnipeg.

Resolution Re Automotive Dealers: The other Western Provinces desired an organization of Automotive Dealers in Manitoba. A section of this trade was completed in Winnipeg following the Dominion Board Convention in August 1921, when a joint conference of the local dealers and the Secretaries of the various Boards was held. Steps are now being taken to have this section cover the entire province.

Reports on Standing of Business Concerns: The Association has had the opportunity of giving the members confidential information on the responsibility of many concerns who appeared to be in business with the sole idea of getting some easy money.

Accounting Department: Interest in bookkeeping and business records has developed with Dominion Income Tax, Provincial Net Profits Tax, the provisions of the Dominion Bankruptcy Act and the growing difficulty of conducting a retail business successfully without proper records which can be analysed to guide the proprietor.

The Association acknowledges with appreciation the co-operation received from J. D. Reid, C. A. in dealing with requests for information covering methods for handling accounts adapted to different classes of retail stores.

Credit Reporting and Collection Department: A credit reporting service is available for all members on customers who move from any point in Canada or the United States to any point in Manitoba, or from one point to another within the province. Winnipeg members desiring exchange information on customers applying for credit are required to belong to the Winnipeg Associated Retail Credit Exchange which is the official credit exchange of the Winnipeg Branch, 402 Canada Building.

The collection of accounts is undertaken by the Exchange on a commission basis. L. J. Fraser is the managing Secretary of the Exchange.

Legislation: Shops Regulation Act: The City of Winnipeg sought and secured in 1921 an Amendment to the Shops Regulation Act which provides regulations for retail stores which carry mixed lines but who remain open after the closing hours of other classes of shops. These regulations were adopted in the Winnipeg By-law and put into effect Sept. 15, 1921. In October the police magistrate granted an appeal on a stated case at the request of the crown prosecutor. The Court of Appeal in its decision did not wish to hamper the magistrate in making decisions, and stated that every case must be dealt with on its own merits. The by-law has not been administered since the appeal was lodged. The Winnipeg City Council has been asked to take the necesary steps to have the by-law put into effect.

During the 1921 session your officers gave consideration to the following: The Workmen's Compensation Act, the application of Collective Bargaining, Eight Hour Day, The Amendment to the Lien Notes Act. (This bill was defeated in Committee). The Income Tax Bill, and the Amendment to the Corporations Taxation Act, both of which required a great deal of attention. During the 1922 session a bill was introduced amending the Garnishment Act. It proposed increasing the monthly exemption from $40 to $100. This change would have rendered the Act useless. The bill was not reported upon.

The Dominion Board Meeting: Manitoba was favored in having the last Annual Meeting and Convention of the Dominion Board held in Winnipeg, Aug. 23-25, 1921. Representatives were present from every province in Canada. Mr. J. A. Banfield, Winnipeg, was re-elected Dominion President. Important conferences were held during the days of the convention. The secretaries of all boards met with the directors of the Winnipeg Associated Retail Credit Exchange. The secretaries met with the Automotive Dealers of Winnipeg. The second annual conference of secretaries was held.

Membership: The Organizer reports a membership as of May 31, 1922, as follows:—City of Winnipeg, 224, Country 447. Total 671.

Special Meetings During the Year:—Assisted Selkirk merchants in presenting Early Closing By-Laws to Town Council. By-law was afterwards passed.

Helped Transcona Merchants in making arrangements affecting local business tax, and interviewed the Government on their behalf.

Accompanied the Dominion Secretary, Mr. Trowern, who addressed meetings at Souris, Brandon, Neepawa, Portage La Prairie and Winnipeg during the month of October, 1921.

Attended special conference on taxation at Brandon of representatives of cities, towns and villages. The recommendations of our Association were presented and discussed.

Attended convention of the Union of Municipalities at Portage La Prairie.

Addressed meetings at Dauphin and Winnipegosis.

Discussed Community Development with local business men at the following places:—Gladstone, Neepawa. Minnedosa, Treherne, Glenboro, Souris, Reston, Melita, Hartney, Deloraine, Boissevain, Killarney, Pilot Mound, Manitou, Morden, and Carman.

Attended the Annual Meeting of the Brandon Branch held on May 10, 1922. A special feature of this meeting was the address of Prof. L. A. H. Warren of the University of Manitoba on "The University and its Relation to Modern Business."

Attended Hardware Conference held Feb. 27th and 28th. Herbert P. Sheets of Argos, Indiana, Secretary Treasurer of the National Association of Retail Hardware Merchants was present and addressed the meeting.

Officers elected at this convention, as well as the resolutions passed were given in last week's issue.



In this store every available space almost is used for displaying good and splendid results are obtained

New Freight Rates on Basic Commodities Effective Aug. 1

Railway Board Announces Reduction in Freight Rates of Seven and One-Half Per Cent.—Potatoes Are Included In List Subject to Lower Rates

OTTAWA. June 30 (Special.)—General reductions of 7½ per cent. from existing freight rates on products including pulpwood west of Port Arthur, building material, brick, cement, lime and plaster, potatoes, fertilizers (other than chemicals), ores, pig iron, blooms, billets, wire rods and scrap iron are ordered by the judgment issued by the Dominion Board of Railway Commissioners to-day and are to be effective from August 1st next. This means that the freight charges on those commodities which were raised by the judgment of Sept. 13, 1920 to 140 per cent. of their former level in Eastern Canada and 135 per cent. in Western Canada, which receded to 135 per cent. in Eastern Canada and 130 per cent. in Western Canada on January 1st, 1921, and further to 125 per cent. east of Fort William and 120 per cent. west of that point on December 1st last, are to take a further drop. Those rates, after August 1st next will still be 17½ per cent. higher in Eastern Canada and 12½ per cent. higher in Western Canada than they were prior to Sept. 13, 1920. The judgment also reduces the rates on coal, other than anthracite and coal moving westward from the head of the Great Lakes, to the basis which prevailed before Sept. 13, 1920. This will be beneficial to the coal mining industry in the Maritime Provinces and also in the Western Provinces. The Board orders that schedule A rates, which means the general rate basis throughout Ontario and Quebec, be extended to include the territory between North Bay and Sault Ste. Marie.

All Fruit Duties In United States Are Advanced

Washington D. C., July 3 (Special).—By a vote of 38 to 12 the Senate approved Saturday a tariff of 30 cents a bushel on wheat.

A committee rate of 30 cents a bushel on apples, an increase of five cents over the House rate was approved. Also a new amendment proposing a rate of half cent a pound on apricots, green, ripe or in brine, and a duty of 40 cents ad valorem on apricots otherwise prepared.

Increases in duties on fruits were voted by the Senate in rapid succession. Rates approved include:

Berries—Edible in natural condition, 1¼ cents a pound. House rate one cent; prepared or preserved, 35 per cent. ad. valorem, House rate, 20 per cent.

Cherries—In natural state or in brine, two cents per pound, House rate 1½ cents; maraschino cherries and cherries prepared or preserved, 45 per cent. ad valorem, an increase of 5 per cent. over the original rate and 25 per cent. over the House duty.

Peaches or pears—Ripe or in brine, half a cent a pound, House rate same; dried or evaporated, two cents per pound, House rate 1 per cent; otherwise prepared, 40 per cent. ad valorem, original rate 35 per cent., House rate 20 per cent.

Prunes and plums—Green, ripe or in brine ½ cent pound, House rate same; otherwise prepared or preserved, 40 per cent. original rate 35 per cent., House rate 20 per cent.

All jellies, jams, marmalades and fruit butters 40 per cent., original 30, House 28; fruits in any form not specially provided for 40 per cent., original rate 35, House rate 20.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

Vol. XXXVI JULY 7, 1922 No. 27

Vinegar and its Correct Name

NOW THAT the heaviest consumer demand for vinegar is at hand, the merchant should take all precautionary measures in selling this line. The regulations under the Pure Food and Drug Act are very strict in regard to how the various kinds of vinegar are defined and by what name they are sold under. In the category of the grocery trade, any white vinegar is usually called White Wine and an amber colored vinegar, other than malt, is generally known as cider. Under the regulations of the Pure Food Act, however, there is a difference. Vinegar to be called and sold as white wine must be made from grapes and as most of the white vinegar sold to-day is a spirit vinegar, the merchant should be very careful to tell customers the actual facts. It is the same with cider vinegar. A real cider vinegar is made wholly from apples, but in recent years there has appeared on the market, a vinegar, similar in appearance and which under the Pure Food Act is called blended.

From force of habit, no doubt, some merchants are inclined to sell customers spirit or a blended vinegar when they ask for white wine or cider. The law in this regard is very strict. Merchants discovered selling vinegar other than what it actually is, leave themselves open to police court publicity, convictions and heavy fines.

Sell the Old Lot First

"DO NOT PACK these goods in front of the lot you already have. Sell the old lot first." That was the advice stenciled on a package of goods being unloaded from a truck yesterday. No doubt the majority of retailers are following that advice to the letter but for some reason or another, there appears to be some who through carelessness or thoughtlessness will sometimes sell the last lot of certain goods first, and consequently the previous arrivals are left on the shelves or in the warehouse as the case may be.

The need of the careful watching of stocks, is particularly good advice to digest during the hot days of summer. Breakfast foods and other foods of a cereal nature are more inclined to become "webby" during the summer than in the winter months. Pickles, catsup and canned goods also feel the heat and should therefore be moved off the shelves as rapidly as possible. In refilling shelves, particular pains should be taken to see that goods remaining there, are taken out and placed in front of the new supply.

Careless Wrapping

WHILE THE business of wrapping parcels is carried to extremes in a great many instances, yet there are many merchants who are not paying sufficient attention, and giving the proper care to the parcelling and wrapping of their merchandise. The remark of a customer was overheard the other day by a representative of this paper, and it was in reference to this very matter of wrapping.

"I certainly like that store," this woman was heard to say, "but they take no care in wrapping things up for you. That man has the nicest looking store around here, and he carries the very best goods that can be bought, but his one idea seems to be to get rid of them, and he does not care how you get them home. Mr. —— down the street hasn't as nice a store, but he certainly gives you a lot of attention when you shop there. He always collects all my parcels together, and if I am carrying them with me, which very often I do, I only have the one big parcel instead of a lot of little ones."

There is a lesson in service for the retailer in this customer's remarks, and while it may seem a little thing, it is the little things such as this that retain or drive away customers from the store. It is just one of the many courtesies, small perhaps, but nevertheless necessary to secure continued and permanent patronage for your store.

Care in the wrapping of parcels, and an endeavor to make them as easy to carry as possible for the customer is not a big matter, but as evidenced by the remarks of this customer, it is a service that the man with the fine store and high-class goods, in this instance has been overlooked.

Editorials in Brief

Remember your delivery boy forms the contact between your store and your patron's home. The cleaner he is the better all around.

* * * *

Say what you will about the humble banana, there's one thing it will always do and that is it will stick to its own bunch. Go and do thou likewise, Mr. Grocer.

* * * *

Why do some clerks chuck the customer's change down on the counter instead of putting it into his hands? The time and labor saved are certainly not worth considering.

* * * *

There may be no better way of picking the winning number in a lottery than by guessing, but there are better ways of picking your business methods. Guessing is not good business procedure.

* * * *

What other grocers are doing in the way of boosting summer lines, you can do too. The way to keep business moving at this period of the year, is to get behind those lines that have a ready appeal at this season. There are attractive profits in a number of sidelines that take well in the hot days.

* * * *

Location is an important factor in the success of a store, but frequently merchants in spite of the fact that they are situated on a side street perhaps, or on a generally considered poor site, are getting a full share of business for the reason that they are keeping their stores always attractive, giving good service, and building a reputation for only the best quality goods.

* * * *

The window card is a small thing in itself, but as a reminder, in its influence or attention and interest no man can tell in advance what train of thought it might put in motion but it is safe to say that the card makes it easier to sell goods. The window card and price ticket are suggestive and people act upon suggestion. They answer the questions the merchant would otherwise have to take time to answer. They put an idea into the mind that may be retained for days and then acted upon. They are always good advertising.

Estimating Margins During the Year

General Merchant Writes Inquiring As to the Best Method of Estimating Profits for the Whole Business Without Taking Stock —Turnovers in Various Departments Are Not Enough

By HENRY JOHNSON, Jr.

A CORRESPONDENT writes:—How can we arrive at a fair estimate of our profits in the main store, month by month, for our whole business without taking stock? We carry general merchandise—groceries, drugs, dry goods, hardware, boots and shoes, and keep record of sales from each line, but think it would be impossible to keep a stock sheet in each department showing each month the goods on hand, as clerks are not kept entirely in one department. Then in each department are goods that must be marked at very close margin and others that can stand much more, but our records of goods sold do not show this. Our inventory of Sept. 30 shows the following figures:

	Gro-Drugs	Dry Gds	Stnry	Hdw	Boots	Shs
Purchases	3,840.81	6,747.58	4,848.03	2,436.52		
to 2-28-2	10,026.75	1,506.89	4,370.71	725.77		
	13,867.56	8,254.47	9,218.74	3,162.29		
Inventory	5,311.21	6,345.71	5,395.52	2,00800		
Cost of Sales	8,556.35	1,908.76	3,823.22	1,154.29		
Cged Branch	2,397.01	772.41	352.18	162.03		
Sales M'n Store	8,401.60	2,864.68	5,173.85	1,276.70		
Total Sales	10,798.61	3,637.09	5,526.03	1,438.73		

On this basis, how often do we turn stock and which lines pay use best? Death of one member of firm in September caused stock taking then, though end of financial year is usually end of January. First eight months of 1921 showed loss, account drop in values, but as these were all marked previous to Sept. 30, business since has shown profit.

Without more complete figures, it is a little hard to answer that question. The figures hardly seem logical. For, in face of declining values and recent lessons in the evils of excess stocks, why should inventory be heavier in February than in September—$1,500 in groceries-drugs, $500 in hardware, nearly $1 200 total.

Margins Apparently Liberal Enough

Assuming figures just as given, however, and that cost of sales is accurate, also that sales at main store are accurately stated, we seem to have these margins: 20¾ per cent. in grocery-drugs, 47½ per cent. in dry-goods-stationery, 31 per cent. in hardware and 20 per cent in shoes. This seems about right for the first, excessive for second, right for third and very inadequate for fourth.

Taking total sales at $21,400.46 for the five months, less cost of total sales, we have apparent gross earnings of $5,-957.84, and that would show an average margin of more than 27.8 per cent., which certainly would be a fine showing. I do not know, of course, but it seems too good to be true. It would be especially remarkable considering that some $3,700 of the sales were goods delivered to the branch without margin.

But turnover is certainly 'way off—if my analysis so far is correct. For we find the average to be only slightly over twice a year. In detail, the grocery-drugs seem to be turned 4.5 times, dry-goods, 2/3 times, hardware, 1.7 times, and shoes, 1¾ times. These figures might be admissible as normal in some regions, but this business is located within easy reach of large wholesale centers and therefore—barring special circumstances with which I may not be acquainted—all the stocks should be speeded considerably. Putting it conservatively, I should fix the minimum on groceries-drugs at six, dry-goods-stationery, three, hardware, three and shoes at least 2½.

Perpetual Inventory Plans

You can arrive at a close approximation of what stock you have in all departments so long as you keep track of departmental sales. Having inventory at the beginning of any period, it is simple to add purchases at cost. Knowing from past experience what your average margin is in each department, all you have to do is take that margin from your sales. That gives you cost of sales. Subtract that from purchases added to inventory and the remainder will very closely approximate stock on hand in each department.

But let me say that a stock of nearly $18,000 to more than $19,000 looks very excessive for any business running between $50,000 and $60,000. To arrive at turnover in any department, or throughout the business as a whole take cost of sales made and divide by average stock carried.

Next question:—

The accounts of the branch store in our ledger show a profit of $757.44 on sales of $4,163.84, from October 1 to end of February, and expenses for same period of $775.79 exclusive of taxes, insurance or rent or interest on investment. The inventory end of February, including stock, accounts, cash, real estate, furniture and fixtures, was $8.548.93. How shall we arrive at a fair estimate of profits from this store and how should manager be remunerated? Is straight salary or percentage on sales or of profits to be preferred?

If Nothing From Nothing—What?

Surely, something is missing here! We have earnings—called profits—of $18.-35 less than expenses, and the expenses do not include many important and costly items, yet I am asked how to arrive at an estimate of profits. I am stumped by this question—must await further light.

But I am strongly inclined to the view expressed last week, that the branch store is running at a loss, and a serious loss at that. This is not an unusual condition. Many a branch, supposed to be a feeder, has come to be recognised as a sucker on a show-down. These figures show a margin of 18.2 per cent. with expenses of 18.65 per cent.—not including all expenses!

The question of how to remunerate managers—who make profits, that is!—I covered in detail a few weeks ago. If my correspondent did not see the item, I can give him specific reference. But my present urgent suggestion is that he get busy and check up that branch store most drastically. I know how branch stores are. I have been right through the fire of that ordeal from two important angles, and frankly, I am very skeptical. I have to be "shown."

Next question:

Our salary account for the whole year is 7.5 per cent. on all sales, including goods delivered to branch store, 9 per cent. if calculated on retail sales in main store alone, and is practically the same for the four months. Is this a reasonable figure? Expenses, including salaries amount to 13.14 per cent. of sales, but we did not keep account of oil, gasoline, etc., for truck, wrapping paper, string, pencils, etc., used in store, and made no allowance for rent or interest on investment. In 1920 the percentage of salary expense was only 4.88 per cent. and the total expenses, 9.8 per cent. This difference is partly due to drop in values and partly to business being lighter in 1921.

Salary Expenses Moderate

Those salary expenses are not out of line from any standpoint, I should say, but it is a question whether the total is as favorable as it should be. It should not be difficult to ascertain what it costs to "feed" the truck. Indeed, by this time the cost per mile of operating the truck should be so well known, down to a fraction, that this expense could easily be ascertained. Incidentally, here is one item that, if known, would go far toward settling the question of the wisdom of trucking goods six miles to the branch store.

(Continued on page 40)

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Quebec

Angus McIntosh, manufacturers' agent, 11 St. Sacrement St., Montreal, has secured the agency for Canada, except British Columbia, for Colorite Dyes made by Carpenter-Morton Co., Boston, Mass.

C. A. Lefebvre & Co., Board of Trade Building, Montreal, have recently obtained the agency for Canada and the State of Michigan for Yacht Club Brand sardines, packed by Rene Beziers, Douarnenez, France.

Three travellers have been appointed to the district of Montreal to represent Angus McIntosh, grocery broker. C. E. Shirley will cover the western section of the city; S. L. Vasey the northern section and H. Trottier the southern districts. Mr. McIntosh will himself call on the grocers in the eastern part of Montreal and in Maisonneuve.

Ontario

T. A. Boese has commenced business at Amprior, Ont.

Needhams grocery is now in business at Arnprior, Ont.

Lytles have opened a cash and carry store at Arnprior, Ont.

F. T. Hill & Co., Alliston, Ont., have purchased the Fletcher block in that town.

H. C. Cruickshank, Cruickshank and Guild, manufacturers' agents and grocery brokers, Toronto, sailed last week for Liverpool, England, on a business trip. He will also spend some time on the continent.

West Danforth Business Men's Association, Toronto, have decided to hold a community picnic in Withrow Park. A committee has been formed to prepare a program of sports, music and community dancing.

Birchcliffe Business Men's Association of Birchcliffe Ont., held its regular meeting in the Birchcliffe Club, Kingston Road, the other evening. President F. M. Haffey was in the chair and arrangements were made for the annual picnic.

The death occurred in Toronto recently of Jesse Ward, formerly of Owen Sound. He was born in London, England, 75 years ago, and came to Owen Sound in 1874 where he conducted a grocery business for a number of years.



R. K. McINTOSH

NOW VICE-PRESIDENT OF CEREAL COMPANY

R. K. McIntosh Honored

R. K. McIntosh, general manager of the Canadian Postum Cereal Co., Limited, Windsor and Toronto, was elected vice-president of the company at a recent meeting of the board of directors.

Mr. McIntosh has managed the company's affairs for the past year. Shortly after his appointment to the post of general manager, he was made a director of the company. He was for five years general manager of the Battle Creek Toasted Corn Flake Co., of London, and prior to his connection with that firm, was owner of the business of P. McIntosh & Son, oatmeal millers, Toronto. "R. K." as so many friends know him is a member of the Toronto Board of Trade, the Rotary Club, Granite Club, and Thornhill Golf and Country Club.

Ontario

J. A. McLachlan, Glencoe, has sold to W. Traver.

The Guelph Retail Grocers' Association will hold their fifth annual picnic on Wednesday, August 16 to Puslinch Lake.

The death occurred on Thursday of last week of John S. Martin, at his residence in Ottawa. Mr. Martin was for many years a flour and feed merchant.

The St. Clair and District Business Men's Association, Toronto, entertained 1,000 children to a motor trip around the city last week. The youngsters were also treated to milk and ice cream before their return.

The death occurred in Toronto last week of David Welsh, a resident of the city for 52 years, engaging in the grocery business in a wholesale way during that period. He was born in Scotland and was 82 years of age.

Woodstock merchants staged a birthday sale last Saturday in honor of the 21st anniversary of the incorporation of the city and the combination of special prizes, contest features staged by individual merchants and the big general contest for a huge birthday cake and cash prize by estimating the time it would take a mammoth candle to burn itself out, proved an efficient drawing card.

COMMUNITY PICNIC IS ENJOYED BY THOUSANDS

Toronto, July 3.—The annual community picnic, under the auspices of the Monarch Park Ratepayers' and Business Men's Association, was held in Monach Park on Dominion Day. Although the opening hours of the holiday were not all that was to be desired, the warmth of the afternoon sun brought residents of the district in thousands to participate in the popular yearly outing.

LONDON BREAD MANUFACTURER PASSES AWAY

Joseph Johnson, founder, and until recently proprietor, of Johnston Bros., bakers, bread manufacturers, died at his residence in London on Friday last, after an illness which began eight years ago with an attack of paralysis.

He was born near Blyth, in Morris township, 62 years ago, and after learning the bread business removed to the West, where he operated a ranch at Moosomin for some years. In 1887 he came to London and established the business which he recently disposed of. Prior to his illness he was quite active in business and municipal circles and maintained a magnificent stable of thoroughbred horses.

His widow, two sons, Allan and Robert, one daughter, one sister, and one brother, survive him.

FINED FOR SELLING IMPURE MAPLE SYRUP

Recently a manufacturer of maple syrup was fined in the Toronto Police Court for selling and offering for sale maple syrup, which upon being analysed was found to be impure. It appears that this particular brand has been sold to merchants in various sections of Ontario and according to H. J. Dager, Dominion Food Inspector, seizures have been made in Toronto, Hamilton, St. Catharines, Guelph and London. The brand referred to is labelled, "Ideal Pure Maple Syrup" manufactured by Toronto Sweets Ltd., Toronto, Ont.

WESTERN NEWS

Alberta Retailers Discuss Provincial Income Taxation

Edmonton, July 5.—Imposition of a provincial income tax for which it is said the provincial government will introduce legislation at the fall session, was discussed by the Alberta Retail Merchants' Association meeting in annual convention in Edmonton the other day.

The convention was arranged to take care of the requirements of all sections of the retail trade. It was split up into small gatherings during the early sessions, and each separate trade section discussed the problems which most closely affect it. Later there will be a general meeting of all classes represented.

It was suggested that a license of $100 be imposed on all small order houses and peddlars operating within the province, and to have them pay in the way of taxes say five per cent on all business transacted.

It has been contended that it is unfair to ask that the merchant whose business is definitely established in Alberta should pay for the upbuilding of the province, while outsiders are allowed to participate in these business privileges without paying taxes in proportion.

CALGARY GROCETERIA, LTD., HOLD ANNUAL PICNIC

Calgary, July 3.—More than 150 members of the staff of the groceteria and their friends attended the annual picnic and sports held in Lowrie's Gardens, on the Bow river, last Wednesday afternoon. The fun began at 2.30, and it was close to 10 o'clock when the picnickers started homeward. The baseball game between the single and married men resulted in a win for the former by a score of 5 to 4, but in the football match the married men secured revenge winning 2 to nil. Competition in the various sporting events was most keen, and altogether an enjoyable afternoon and evening was spent.

E. Hesseman, of Igleheart Bros., Evansville, Indiana, is covering the trade of Western Canada in the interest of his firm. Tees & Persse are this firm's Western representatives.

G. H. Robertson, sales manager of the Carnation Milk Company is on a business trip through the West, and while in Winnipeg paid a visit to their Western representatives Tees & Persse.

Parkdale Business Men Have Parade And Sports' Day

Toronto, July 3.—The Parkdale Business Men's Association had a big day on Wednesday afternoon of last week, starting with a monster parade of beautifully decorated floats, and ending at the Exhibition grounds, where a splendid program of sports was run off. Thousands of people lined the route of the procession, and afterwards joined in the fun at the Park. Manufacturers and retailers were represented in the parade, among those entering floats being John Anderson, George Harding, Reynolds & Co., John Jessop, Bryan and Williams and Loblaws, all retail grocers, and Bowes Co., Ltd.; Harry Horne Co., Aromint Mfg., Co., Maple Leaf Milling Co., Western Canada Flour Co., Fisk Chocolate Corporation, Gunns Ltd., Canada Bread Ltd., Willards Chocolates, J. J. McLauchlin Co., Christie Brown Co., Ltd, Oxo Ltd., Harris Abattoir, Swift Canadian Co., Canadian Crewing Gum Co., Channell Ltd., Kkovah products, Wm. Neilson Co., and the City Dairy Co.

Over $200 were distributed in prizes for the contests at the exhibition.

Finds Industry Is Improving In The Old Country

W. G. Patrick of W. G. Patrick & Co., Wellington Street, W., Toronto, has just returned from a six weeks' trip to the Old Country. Mr. Patrick reports industry in most of the lines in which his firm is interested as being very good. There is, he states, a decided improvement in business conditions in the Old Country, and while Mr. Patrick does not anticipate any higher price on the particular lines his company represents, at the present time, he states that he cannot see how manufacturers over there can lower their prices for the reason that they are so heavily taxed, and overhead charges on this account are greatly enhanced.

GENERAL GUNN'S SON MEETS WITH ACCIDENT

Donald Gunn, son of Brigadier-General John A. Gunn of Gunns Ltd., Toronto, was accidentally shot in his left side as the outcome of a frog-shooting outing at Kawartha Park, near Peterboro on Saturday last. Several examinations have failed to locate the bullet, but the condition of the lad is not considered serious and his temperature is normal. His mother is at his bedside. Brigadier-General Gunn has gone to Ottawa after spending two days with his son.

While in a canoe a rifle in the hands of a boy behind him was accidentally discharged, the bullet lodging in young Gunn's side. He had gone to Kawartha Park for the week-end .

Letters To The Editor

Editor, Canadian Grocer:

Will you answer through your columns the following: What should be the overhead for a grocery, flour, feed and produce business, with meat market in connection? Selling at retail, delivering and charging goods. Also what should be the cost of wages including wages to partners?

Yours very truly,
Subscriber.

Editor's Note—The average cost of doing business is 16½ per cent. Some stores operate at 13 per cent. while others will run as high as 19 per cent. Wages are generally considered safe at between 6 and 8 per cent. although some stores run up to 10 per cent. In the matter of wages to partners, some merchants claim that they should draw for themselves one-third more than their highest paid employees. If subscriber would send us a detailed statement of their business we would then be able to answer the questions more definitely.

Editor, Canadian Grocer:

Are you aware of any Canadian customs regulations which will not permit the export of canned chicken, say from P. E. I.

If there is such a law, would you be good enough to state the reasons or cause, responsible for such an arrangement.

Yours very truly,
E. P. E.

Answer.—There are no Canadian customs regulations which would prohibit the export of canned chicken from any province in Canada to another province or to another country, according to our laws. There are however some very strict laws with regard to the canning of chicken.

For instance many firms in the United States are unable to sell canned chicken on this market since they do not conform with the regulations regarding the post mortem examination of the fowl. While they have their own inspection it does not conform with the inspection required by the Canadian customs authorities. It is necessary that a bill of good health be obtained on the fowl before they are killed in order that they may be put up in tins for shipment into Canada.

Since these regulations are strictly enforced in Canada there does not appear to be any reason why shipments of the said goods cannot be made from Prince Edward Island. Upon enquiring of some firms who are packing chicken in Montreal we find they are making shipments to Newfoundland.

T. H. Strongman is in business at 201 King St., E., Hamilton, Ont.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE raw sugar market was easier during the early part of the week under review, with Cubas declining 3 1-8c c. & f. New York. Later, the market recovered and considerable business transpired at 3 3-16c and 3 1-4c. One U.S. refiner purchased 14,000 bags at 3 3-16c c. & f. New York, which figures 4.80c duty paid. On the same day one other refiner purchased 10,000 bags for August shipment at 3 1-4c c. & f. or 4.86c duty paid. Operators were buying at 3 3-16c and some business developed at 3.10c f.o.b. Cuba. The U.S. refined situation remains practically unchanged as far as home consumption is concerned. All refiners with the exception of one are quoting $6.20 f.o.b seaboard basis less 2 per cent. The other is quoting $6.30 and is able to secure that price on account of prompt shipment, the others being two to four weeks behind. Export business, after being easier has since firmed up with sales at $4.22½ f.o.b. in bond New York. Later $4.25 was freely bid but holders' ideas were above this basis.

In Canadian refined, all refiners are quoting $7 Montreal basis, while one refinery, the Atlantic, is still withdrawn. Other refiners are accepting orders subject to delay which may be anywhere from two to four weeks. There does not appear to be any actual shortage for domestic requirements nor does any seem to be anticipated. It is an undoubted fact, however, that all refiners are participating freely in export enquiries which absorbs the production from time to time. It is understood that the policy of refiners is to protect requirements of the home country. Refiners are making no future sales nor any guarantees given, and this policy seems to be resulting in more confidence all round. But in view of this situation, there are no indications at the moment, for any immediate change in prices.

There is little change in the spot situation on teas. Recent cables from primary markets indicate strong tendencies as well as in London, and it is generally held that this condition will continue well into the fall months.

Cereals, beans and flour hold fairly steady with little change showing in quotations. Rices are steady on spot but have an unsettled appearance on the New York market. Nuts continue quiet and unchanged.

Canned goods are moving freely. Canners are now busy with the new pack of peas but nothing of definiteness is announced as to probable prices. New pack of strawberry jam is in a strong position and a little stiffening in prices. New lobsters are a short pack with quotations considerably higher than the opening prices.

QUEBEC MARKETS

MONTREAL, July 5.—The whole grocery market presents a strong front this week with cutting being eliminated and more confidence in evidence. Sugar is in a strong position and with the low prices on fruit this year there promises to be a big demand. Molasses has taken another jump of 3c a gallon in sympathy with the sugar market. Canned goods promise to be cheaper but the spot stocks now stand firm. Coffee is unchanged. Green teas are higher than was expected and the first crop now on the market shows an advance of two cents over the old prices. Black teas are strong. Self-raising flour is reduced. Cereals are quiet. There is more activity in the spice market. Caraway seed is advanced. Lemons are easy in price and strawberries are lower. Oranges are high. Local vegetables are plentiful on the market with lower prices. There is no change of note in nuts. Citron peel is scarce and higher.

COFFEE PRICES STEADY

Montreal.

COFFEE.—The coffee market is quiet with a fair amount of business passing. Importers state that no change in price is looked for within the next two or three months. There is little to be said about the new crop but coffee dealers expect prices to be about the same level as last year since the production and market conditions are about the same.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

CANNED GOODS LOOK EASIER

Montreal.

CANNED GOODS.—All attention in this market is directed towards the new pack. Much depends upon the conditions of this crop. Although strawberry prices did not go as low as was expected this year prices are lower than in past years and the lower price of sugar has helped the manufacturers of strawberry jam and preserves to put their products on the market at a lower figure than last year. Strawberry jams in 16 oz. glass jars are quoted at $3.40 per doz. for the new pack. According to th jam manufacturers only about 60 per cent. production of raspberries is expected with probably a little higher price. Local wholesalers state that they expect lower prices in general throughout the canned vegetable and fruit market. All attention is given to unloading bought stocks and since these are now low the market stands firm. Retailers are also endeavoring to unload their holdings so that they may buy on the new level of prices. An advance of 10c. is quoted on Cyclone cohoe: talls are quoted at $3 a doz. Lobster has advanced 10c. per doz., ¼'s being quoted at $2.75.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00

Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s		1 40
Do., 2s		1 50
Do., 2½s		1 70
Do., gallons		6 25
Parsnips, Simcoe, 2's	1 80	
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)		4 50
Peas, standard	1 71½	1 82½
Do., early June	2 02½	2 12½
Do., extra fine, 2s		3 25
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 82½
Early June, choice		2 05
Do., standard		2 00
Fine French, 2-lb.		2 80
CANNED FRUITS		
Apricots, 2½-lb. tins		4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 80	1 70
Do., gallons, doz.	4 20	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.		18 50
Cherries, red, pitted, heavy syrup, doz. 1		3 20
Do., 2½		3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.		2 75
Raspberries 2's		3 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Strawberries, 2's		3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s		4 20
Pears, 1s, Keiffer		4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves		2 60
Yellow cling, sliced		2 60
2's		2 80
2½s		4 20
Bartlett Pears		3 40
Greengage Plums, heavy syrup	2 20	2 00
Lombard plums, heavy syrup, 2-lb.		2 40

CEREAL MARKET QUIET

Montreal.

CEREALS.—There is no change in the cereal market. Prices are steady with a fair demand for small lots to meet immediate requirements.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		2 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		3 25
Pearl Barley		3 25
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07¼

SELF-RAISING FLOUR LOWER

Montreal

PACKAGE GOODS.—Brodie & Harvie's Self-Raising and pancake flour is reduced 10c. per doz. for the 6 lb. packages and 5c. per doz. for the 3 lb. packages. This makes the price $4.40 per doz. for the large size and $2.25 per doz. for the small size. Other lines are steady in price with a fair demand for package cereals. The cutting in puffed rice, in wholesale circles, has been discontinued and the price is now firm at $5.70 per case.

PACKAGE GOODS—		
Breakfast, food, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages		0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s		2 85
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00
Aluminum packets, 50s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs)	case	3 50
Pancake Flour, case		7 1
Pancake flour, self-raising, do.		1 5

Wheat Food, 18-1½s		3 25
Porridge wheat, 36s, case		6 50
Do., 20s case		3 50
Self-raising flour, (3-lb. bags, doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		3 00
Celluloid starch, 45 pkgs. case		3 80
Malt Breakfast Food, (36 pkgs.)		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian cheese loaf, lb.		0 27
Pimento loaf		0 29
Swiss cheese loaf		0 42

CARAWAY SEED ADVANCED

Montreal.

SPICES.—The spice market shows more activity with the approach of the preserving season. Dutch caraway seed shows an advance of 2c. per lb. making the price 22c. in small lots and 20c. in bag lots. Canary seed shows a reduction of 2c. per lb., now quoted at 10c. Other lines are steady in price with a better tone to the market.

SPICES—		
Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Caraway seed, Dutch		0 20
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves		0 55
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 30
Do., ground, 1 lb. tins		0 35
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

WALNUTS ARE EASY

Montreal

NUTS.—There is little of note in the nut market. Wholesale buying shows more activity since prices have been temporarily reduced on walnuts. Some wholesalers are showing a reduction of 1c. per lb. on Marbot walnuts the price now being 27c. per lb. The market however varies from 26 to 28c. per lb. but importers state that this price is due for an advance if the exchange on French currency strengthens up.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Valencia shelled almonds 3 crown		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Filberts (Sicily,) per lb.		0 16
Brazils, shelled		0 50
Peanuts, Jumbo		0 15½
Do., shelled No. 1 Spanish		0 10½
Do., salted red		0 17
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy splits, per lb.		0 29
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell		0 30
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 28
Do., Bordeaux, shelled	0 54	0 56

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

CITRON PEEL IS SCARCE

Montreal.

DRIED FRUIT.—Dealers in candied peel report an increase in business with heavy buying for fall delivery. The price on orange and lemon peel is easier but citron is high and scarce. The price of citron balances up the lower price on the other two peels so that in mixed cut peels the price remains about the same as last year. Higher prices may be expected in dates since bought stocks are low and available supplies are held in the U. S. The currant market is firm but a weak tone is noted in raisins.

DRIED FRUITS—		
Apricots, fancy		0 35
Do., choice		0 31
Do., slabs		0 29
Apples (evaporated) 25 lbs.		0 26
Do., 50 lbs.		0 25
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed		0 31
Lemon		0 25
Orange		0 25
Citron		0 40
Raisins		
Valencias		0 19
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.		0 21
Do., 16 oz.		0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, excelsior, (36 10s), pkg.		4 50
Dromedary, (36-10 oz.)		7 20
Loose	0 10	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		12½

SUGAR MARKET STRONG

Montreal.

SUGAR.—The general opinion in the trade is that a higher price is due on refined sugar. The market for raw sugar has strengthened up with an advance of from ⅛ to ¼c. during the past week. The refiners price is firm at $7 per cwt. and wholesalers are quoting $7.05 strictly for city delivery. Many retailers who bought, speculating in the sugar market when prices were low, are now selling below the wholesale price at 10 lb. for 69c.

SUGAR—	
Granulated sugar, per cwt.	7 00
Do., barrels	7 05
Granulated, gunnies, 5-20	7 20
Do., cases, 20 5-lb. cartons	7 40
Do., gunnies, 10-10	7 30
Do., cases, 50 2-lb. cartons	7 50

MOLASSES UP 3 CENTS

Montreal.

MOLASSES.—In sympathy with the sugar market molasses is advancing rapidly. Another jump of 3c. per gal. is quoted locally, making the price 70c. in puncheons for city and island delivery.

This makes a jump of 6c. per gal. in the last two weeks. The market is in a strong position.

MOLASSES—	
MOLASSES—	
Puncheons, Island of Montreal	0 70
Barrels	0 73
Half barrels	0 74
Puncheons, outside of Montreal	0 65
Fancy molasses in tins (ginger bread)	
No. 2, 2-doz. per case	4 20
No. 3, 2-doz. per case	4 60
5-lb. tins	3 95
10-lb. tins, per case	3 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 06½
Half barrels, about 350 lbs.	0 06¾
Quarter barrels, about 175 lbs.	0 06¾
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 85
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75
WHITE CORN SYRUP—	
24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

GREEN TEAS HIGHER

Montreal.

TEA.—Contrary to early reports, the new crop of green teas are not lower but are now on this market with prices about the same as last year, which were, in comparison to other years, fairly low. The first crop of Japan teas are quoted at an advance of about 2c. over the o prices and in some cases the advance amounts to 3c. per lb. Ceylon green Young-Hyson teas are quoted at an advance of 2c. per lb., making the price 50c. per lb. The same teas in chests of 165 lbs. are quoted at from 40 to 44c. per lb. by some local wholesalers. China country green Young-Hyson teas are quoted at 37c. per lb. Reports of a second crop Japan teas show a little easier than the first crop but the market is eager to pick up these teas and prices are not expected to be any lower than last year's quotation. The first crop was picked up quickly by U. S. importers and the whole of the crop has been shipped to Canada and U. S.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

RICE MARKET QUIET

Montreal.

RICE.—The rice market shows no change. Prices are steady with a limited demand.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 06½
Tapioca, per lb. (sced)	....	0 09
Do., (pearl)	....	0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

PRESERVING WAX REDUCED

Montreal.

MISCELLANEOUS.—With the approach of the preserving season comes a demand for accessories for preservers and wax is being featured: Local wholesalers are quoting Parowax at a reduction of ½c. per lb. In case lots the price is 10c. per lb. and in less quantities 11c. A reduction in glass washboards has been made by local wholesalers making the price $7.50 per doz.

LEMONS ARE REDUCED

Montreal.

FRUIT.—This has not been a good season for selling lemons and prices are a little easier with plenty on the market. Oranges are high and have reached $11 a crate. Cherries are plentiful and prices are already running low. Strawberries, contrary to expectation came down with a crash this week and were selling in the middle of the week at 15c.. a quart basket. The supply seems to be plentiful. Georgia peaches and plums are now offered at comparatively easy prices. All fruit prices, except oranges are lower than at this date last year.

FRUIT—		
Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 175s, 210s,	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Messina	5 50	6 00
Florida, grape fruit	8 00	9 00
Spys	10 00	12 00
Domestic	....	6 00
Russets	8 00	9 00
California Valencias	9 50	10 00
Oranges, late Valencias	10 50	11 50
California Pears, per case	....	7 00
Domestic strawberries, per qt.	0 14	0 16
Pineapple, per crate, 24s	6 00	....
Do., 36s	5 25	5 50
California cherries, per box	3 75	4 25
California Peaches	0 96	2 50
Georgia peaches, per crate	5 60	....
Watermelons	0 60	0 75
Canteloupes, crate	3 50	4 00
Honey Dew Melons 6-8	5 00	6 00
Cherries, sour, 11 qt.	1 00	1 10
Cherries, sweet, 6 qt.	1 00	1 10
Plums, basket	2 50	3 50
Pears	4 50	5 00

LOCAL VEGETABLES LOWER

Montreal

VEGETABLES.—Local vegetables are on the market in a plentiful supply and prices run easy. Almost all lines are reduced. The local tomatoes are not yet on the market but the imported ones are lower with a good demand. Beets are down as low as 50c. a doz. and the same price is quoted on carrots. Cucumbers, cabbages and beans are also reduced. In this district a heavy crop of market tomatoes is expected.

VEGETABLES—		
Asparagus, Canadian 11 qt. basket	3 00	4 00
Beets, new doz. local	0 50	0 90
Green beans 40 lbs.	2 00	2 50
Wax beans	4 00	5 00
Cauliflower, doz.	3 00	4 00
Cabbage, local, hamper	1 25	1 75
Carrots, local, per doz.	0 50	0 75
Carrots, local, per doz.	....	0 90
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.	....	2 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 50	6 00
Montreal Potatoes	1 15	1 25
New Potatoes (Bermudas) per barrel	....	6 50
No. 2	....	4 00
Bermuda onions, crate	....	2 50
Egyptian onions, per 100 lb.	....	5 00
Spinach, barrel, local	0 40	0 50
Cucumbers, local per doz.	1 00	1 25
Green Peas, per hamper	....	6 50
local, 40 lb.	4 00	5 00
New turnips, per doz.	....	1 50
Parsley, per doz.	....	2 00
Radishes, per doz.	0 10	0 15
Tomatoes, Florida flats	1 25	1 50
Tomatoes, Jersey crate	3 00	3 50

ONTARIO MARKETS

TORONTO, July 5.—The sugar situation shows little change as compared with a week ago. Refiners list remains firm at $7.34 and one refiner is still withdrawn. Rolled oats continue to show an active movement and quotations are firm at the higher basis. Beans are quiet but supplies are not large. The new pack lobster is very short this season and in consequence shipments have been cut 50 per cent. Some wholesalers, as the result of this shortage find themselves oversold and are selling only in broken case lots. New strawberry jam is stronger. Teas continue in a strong position and coffees are stiffening. Rices indicate an unsettled condition. Flour and millfeeds are unchanged. Domestic fruits and vegetables are arriving in heavy volume and prices are generally tending easier.

ROLLED OATS ACTIVE

Toronto

CEREALS—The market generally, for cereals holds fairly steady. The strength displayed in rolled oats a few weeks ago, still continues to be in evidence. Millers continue to report an active movement and quotations are firm at $3.30 per bag, single bag lots.

CEREALS—	
Barley, pearl, 98s	5 00
Barley, pot, 98s	3 75
Cornmeal, golden, 98s	2 80
Oatmeal, 98s	3 35
Corn flour, 98s	2 85
Rye flour	4 40
Rolled oats, 90s	3 30
Rolled wheat, barrel	6 25
Cracked wheat, bag	5 00
Breakfast food, 98s	4 75
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split, per bag	7 50
Marrowfat Green peas, Ont.	7 75 8 50
Graham flour, 98s	4 50
Whole Wheat Flour	4 10
Wheat Kernels	5 25

BEAN MARKET QUIET

Toronto.

BEANS—The bean market is not showing a great deal of activity at the moment. Supplies, however, are light and prices are steady.

BEANS—	
Ontario hand picked, per bu.	4 40
Do., No. 1 lb. pickers, per bu.	3 90 4 00
Cal. Limas, per lb.	0 11 0 11½

NEW LOBSTERS SHORT

Toronto

CANNED GOODS—Some canners have commenced on the new pack of peas, and from present indications, the pack promises to be well up to normal. There are reports, however, in certain sections of the pea lice which is causin some damage to the crop. Delivery of new pack lobsters was only 50 per cent. The result is that some whole-

salers are cutting commitments and only selling in less than case lots. Quotations on new pack lobster vary; in some quarters the price on halves is $4.85 and on quarters, $2.80. Others, however, are quoting as high as $5.25 for halves and $3.25 for quarters. Strawberry jam is in a stronger position. The majority of manufacturers are not quoting at present, while others claim they are completely sold up.

CANNED GOODS—

Shrimps	2 40	2 90
Salmon—		
Sockeye 1s, doz.	....	5 60
Do., ½s, doz.	....	3 25
Alaska red, 1s.	....	4 25
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 45
Pinks, 1s, doz.	....	1 50
Lobster, ½-lb., doz.	3 85	5 25
Do., ½-lb. tins	2 80	3 25
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	1 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals, 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, standard, doz.	1 80	1 85
Do., Early June	2 15	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Do., Golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 85	6 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s doz.	1 70	1 80
Pumpkins, 2½s	1 90	1 80
Spinach, 2½s doz.	....	2 95
Do., 2s	....	2 25
Pineapples, sliced, 2½s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack, doz.	....	6 80
Canadian, 2½s, doz.	....	1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	4 50	5 60
Raspberries, 2s	4 50	5 60
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 86	1 07
Strawberry, 12 oz. doz.	....	3 05
Do., 16 oz. doz.	3 25	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 85	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 95
No. 4 tins, each	0 58	0 65

COFFEE PRICES STIFFENING

Toronto.

COFFEE—For some time past the coffee market has been in a comparatively strong position and although primary prices would seem to warrant an advance on spot, prices locally have been fairly steady. During the past week, however, there has developed a stronger undertone in the local situation and there appears to be a tightening sentiment which indicates that there are likely to be some price changes in an upward direction.

COFFEE—

Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 48
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 55

DRIED FRUITS UNCHANGED

Toronto.

DRIED FRUITS—There is little activity in the market for futures, buyers appear to be playing a waiting game apparently content to wait until later in the season when something of a more definite character will be known about the packs and price propects. In the spot market there is a fairly good movement, but generally in lots for immediate requirements.

DRIED FRUITS—

Citron caps, 12-lb. boxes, lb.	....	0 49
Lemon caps, 12-lb. boxes, lb.	....	0 31
Orange caps, 12-lb. boxes, lb.	....	0 32
Mixed containing 4½ lb. lemon per lb.	....	0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	4 85
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 15½
Dates—		
Excelsior, pkgs., 3 doz., in case	....	4 00
Dromedary, 3 doz. to case	....	7 50
Do., 4 doz. to case	....	3 90
Fard, per lb.	....	6 26
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	....	0 17
60-70s, 25s	....	0 16
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California, Sultanas, lb.	0 16	0 19
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.	....	14½
Seedless, 15-oz. pkts.	....	0 23
Do., 8 oz., pkt.	....	0 12
Thompsons, seedless, bulk	....	0 19½
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.	....	0 10½
Layer, 4 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Choice	....	0 32
Standard	....	0 28

NUTS CONTINUE QUIET

Toronto.

NUTS—The market continues quiet with little of interest developing during the week. Early reports on the new crop of pecans, are not promising, and there is little likelihood for good supplies this coming season.

NUTS—

Almonds, Tarragonas, lb.	0 23	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 22
Do., sweetened, lb.	....	0 22
Do., shred	....	20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	....	0 13
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled—		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 21	0 37
Walnuts, Bordeaux, lb.	070	0 75
Do., Manchurian, lb.	0 45	0 50
Do., broken	....	0 41
Jordan Almonds	0 70	0 75
Brazils, lb.	....	0 55
Pecans, lb.	0 78	0 80

NO CHANGE IN PACKAGE CEREALS

Toronto.

PACKAGE GOODS—There are no changes to report in the package cereals. There appears to be a good summer demand with quotations holding steady.

Rolled Oats, 20s, round case	....	5 00
Do., 18s, case	....	2 00
Do., 20s. square case	....	5 00
Do., Aluminum Prem., 20s	....	6 15
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	5 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry Starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 10¾
Do., in 6 lb. tin cannisters	....	0 11½
Celluloid starch, case	....	3 80
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s	....	2 70
Self-rising Pancake Flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

SPICES STEADY

Toronto

SPICES—Quotations are steady and unchanged under a good seasonable demand.

SPICES—

Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spices	....	0 20
Mace	....	0 55
Peppers, black	0 21	0 23
Do., white	0 31	0 35
Paprika, lb.	....	0 45
Chillies, lb.	....	0 50
Nutmegs,, selects, whole	0 30	0 40
Do., ground	....	0 35
Mixed seed, whole	....	0 25
Celery seed, whole	....	0 45
Coriander seed	....	0 18
Carraway seed, whole	....	0 20
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2-oz. pkgs., doz.	....	0 90

RICES LOOK UNSETTLED

Toronto

RICES—There is no change in the local situation in the rice market. The demand is very light both in this country and in the U. S. and there appears to be some indications by holders to sacrifice prices in order to stimulate sales. A report from the New York market says: "The rice market is dull and shows signs of weakness in domestic stocks, as some holders are getting anxious to increase turnover and see no way to encourage the movement except by feeling out buyers by quoting lower prices. The situation is critical as the present inactivity is the culmination of hand-to-mouth trading. There is no excess stocks in sight, but this is overlooked by the trader, who gauges the market largely by the consumptive movement."

RICE—

Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11

Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 7½	0 08
Do., fancy	0 09½	0 10

SUGAR HOLDS STRONG

Toronto.

SUGAR—There is no change in quotations; refiners list remains at $7.34 although the Atlantic still remains withdrawn from the market. The market holds fairly strong but there does not appear to be anything at the moment which would warrant a further advance. In the raw market, values were slightly easier during the early part of the week but later recovered and some sales were made for shipment during the last half of July and the first half of August at 3¼c c. and f. New York which figures $4.36c duty paid.

SUGAR—

Acadia Sugar Refinery, ex. gran.	7 34
Dom. Sugar Refinery, ex. gran.	7 03
Canada Refinery, gran.	7 84
St. Lawrence Refinery, ex. gran.	0 73

Differential: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

NO CHANGE IN SYRUPS

Toronto.

SYRUPS—Quotations are unchanged in a fairly quiet market.

SYRUPS—

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c over bbls.; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 50
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
West Indis, gal.	0 30
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
Pails No. 5	3 35

STRONG TEA MARKET

Toronto

TEAS—A strong tone continues to prevail on all varieties and from present indications will likely continue for some time to come. Although there are no changes in spot quotations, wholesalers and importers are tightening their ideas.

TEAS—

Pekoe Souchongs	0 39	0 45
Pekoes	0 42	0 55
Broken Pekoes	0 45	0 60
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

Above prices give range of quotations to the

FLOUR STEADY

Toronto

FLOUR—The flour market shows no change as compared with a week ago. There is a good demand for domestic use but generally only in sufficient quantities to meet immediate needs.

FLOUR—

First Patents, in cotton bags, bbl.	8 00
Second Patents, in jute bags, bbl.	7 30

MILLFEEDS UNCHANGED

Toronto.

MILLFEEDS—The demand is not quite as active as a few weeks ago, but nevertheless millers still state that supplies are none too plentiful. There are no changes in the market conditions.

MILLFEEDS—

Bran, per ton	25 25
Shorts, per ton	27 25

HEAVY RECEIPTS OF CHERRIES

Toronto.

FRUITS—Shipments of cherries during the past week were very large and even heavier shipments are expected this week. Prices in consequence dropped considerably and on Friday were as low as 50c per 11 qt. basket for sour reds. This, however, was due to the holiday coming the next day and during the early part of this week, the average prices were from 90c to $1 per basket. At no time this season has there been a glut of any kind of fruit on the market such as usually occurs other years. The reason for this is attributed to the better marketing facilities now used by the Niagara shippers. Blueberries have made the first appearance on the market and are quoted at $2.50 to $3.50 per basket.

FRUITS—

Oranges, Cal. Val.	7 00	9 00
Lemons, Messina		6 00
Bananas, per lb.		0 07½
Strawberries, per box qts.	0 15	0 16
Watermelons, ea.	0 75	0 90
Cherries, Cal., per box		3 50
Apricots, Cal., per box		3 50
Plums, Cal., per box	3 00	4 00
Cantaloupes, standards	5 00	5 50
Do., flats	5 00	5 50
Peaches, 6 bkt. crates		4 50
Apples yellow transparent, bus. bkt.		4 00
Cherries—		
Sour, 11 qt. bkt.	0 90	1 00
Sweet white, 6 qt. bkt.		1 25
Sweet black, 6 qt. bkt.	150	1 75
Gooseberries, 11 qt. bkt.	1 75	2 00

NEW POTATOES DOWN: OLD UP

Toronto.

VEGETABLES—Old potatoes firmed up during the week and prices advanced to $1.10 f. o. b. track, car lots. Dealers quotations are also up about 15c per bag. New potatoes, however, are quite the reverse and quotations are down about $1 per barrel. No. 1s are quoted at $6 and 2s at $4 per barrel. Carrots, beets, wax beans and peas are arriving in fair volume and prices are easier. Leamington tomatoes are expected to arrive this week and the probable price will be $2.75 to $3 per 11 qt. basket.

VEGETABLES—

Potatoes, Ontario	1 25	1 40
Do., No. 1 bbls. new		6 00
Onions, Cal., 100 lb. sack		5 00
Leaf Lettuce, doz.		0 25
Green Onions, local, doz.		0 25
Beets, local, do. bun.	0 40	0 50
Carrots, doz. bun.	0 40	0 50
New Cabbage, large crate		3 50
Radish, per doz.		0 25
Green peppers, per doz.		1 00
Tomatoes, 4 bkt. crates		1 65
Do., 6 bkt. crate		4 00
Do., hot house, lb.	0 25	0 30
Egg Plant case		4 50
Wax beans, basket		1 00
Cucumber, per basket		2 75
Green Peas, 11 qt. bkt.		1 00

MANITOBA MARKETS

WINNIPEG, July 3.—There is little change in the grocery situation. The coffee market is marking time till the new crop is marketed. Canned goods show no change. The California Prune Association prices on the new pack prunes are expected shortly. Rolled oats are ruling easy and a decline has been noted. Trading in nuts continues quiet with the peanut market developing a firmer tone. Sugar continues strong with an upward tendency. New California fruits are arriving and are in good demand. Mississippi tomatoes are lower.

COFFEE CONTINUES STRONG

Winnipeg.

COFFEE.—The coffee market continues strong with reports stating that the growing crop is shorter than at first anticipated and a large portion is of poor quality. Nothing of interest has developed in the local situation.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED FRUITS SCARCE

Winnipeg.

CANNED GOODS.—Many lines of canned fruits such as cherries, strawberries and raspberries are practically cleaned up and the new pack in August will arrive practically on a bare market. There is little change in the canned vegetable situation with many lines becoming scarce. There is little interest to note in the canned fish situation. Salmon of the pink and cohoe variety is in fair demand with small sales of sockeye on account of the high prices.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.		2 75
Finnan Haddie, 1s, 4 doz. case	8 00	11 00
Do., ½s, 8 doz. case, case		7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.		2 85
Do., ½s, 4 doz. case, doz.		4 95
Oysters, 1s, 4 doz. case, case		8 40
Do., 2s, 8 oz. 2 doz. case, case		7 50
Pilchards, 1s, tall, 4 doz. case, per case		6 25
Do., ½s, flat, 8 doz. case, case		9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case		20 00
Do., ½s, flat, 8 doz. case		21 00
Red Spring, 1s, tall, 4 doz. case		15 00

Do., ½s, flat, 8 doz. case..	....	16 00
Coloe, 1s, tall, 4 doz. case ..	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case....	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	6 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case....	....	7 50
Lawtonberries, 2s, 2 doz. case..	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case ..	8 00	8 60
Strawberries, 2s, 2 doz. case ..	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case.....	....	9 15
Peaches, sliced, 1s, 4 doz. case..	....	10 85
Do., Halves, 1s, 4 doz. case .	....	10
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 00

PRUNE PRICES EXPECTED

Winnipeg.

DRIED FRUITS.—It is expected that the California Prune Association will name prices on new pack prunes within a short time. Raisins are ruling firm and from reports just received the Association advises that present prices of raisins will not be reduced until such time as prices will be named on new crops as at the present time the total tonnage is less than it was at this time last year.

DRIED FRUITS

Evaporated apples, per lb.....	....	0 20¼
Currants, 90 lb., per lb.	....	0 16
Do., 8 oz. pkgs., 6 doz. case, pkg.....	....	0 15
Dates, Hallowee, bulk, lb.	....	0 14
Do., pkgs,, 3 doz. case, lb.	....	0 09
Figs, Smyrna, per lb.	....	0 14
Loganberries, 8 oz., 4 doz. case, pk...	....	0 27¾
Peaches, standard, per lb.	....	0 18
Do., choice, per lb.	....	0 19½
Do., fancy, per lb.	....	0 23
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 20
50-60s, 25s, per lb.	....	0 17½
60-70s, 25s, per lb.	....	0 16
70-80s, 25s, per lb.	....	0 14½
90-100s, 25s, per lb.	....	0 12½
In 5-lb. cartons, carton	0 73	0 80
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg. ...		0 21½
Do., pkg., 12 oz., fancy, per pkg.....		0 17½
Do., 16 oz., choice, per pkg.		0 21
Do., 12 oz., choice, per pkg.		0 16
Cal., 5 lb. cartons, per carton		1 15
Do., bulk, 25-lb. boxes, per lb..		0 20
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.		0 20
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton..		1 15
Do., Cal. Muscatels, 5 lb. carton, per carton		1 15
Apricots—		
Do., Standard, 10s, per lb.		0 32
Do., 25s, per lb.		0 30
Do., Choice, 10s, per lb.		0 34
Do., 25s, per lb.		0 32
Do., Fancy, 10s, per lb.		0 36
Do., 25s, per lb.		0 35
Apricots, 5 lb. cartons, per carton.....		1 65

ROLLED OATS EASIER

Winnipeg.

CEREALS.—Bulk rolled oats are slightly easier and have declined to $2.65 per 80 lb. bag. The demand for heavy cereals is quiet at this season with buying of a hand to mouth character. The demand for cooked breakfast foods continues active, and quotations practically show no change.

PACKAGE CEREALS—

Rolled Oats, 20s. Rd. Ct.	3 75	4 65
Do., 36s, case square pkts....	....	3 75
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 60	3 90
Cornmeal, 2 doz. case, per case		3 40
Puffed wheat, 4 doz. case, per case....		4 40
Puffed Rice, 3 doz. case per case.....		5 70
Cream of Wheat, 3 doz. case per case ..		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 65
Do., 40s, per bag		1 40
Do., 20s, per bag		0 76
Do., 10-8s, per bale		3 55
Oatmeal, 98s gran. of stand bag		3 30
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bushel		3 80
Peas, split, yellow, 98s, per bag.....		7 50
Do., split, yellow, 49s, per bag		3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½	0 14½
Barley, pot, 98s, per bag		3 45
Do., pot, 24s, per bag		0 93
Do., pot, 24s, per bag		4 60
Barley, pearl, 98s, per bag		4 60
Do., pearl, 24s, per bag		1 22
Cornmeal, 98s, per bag		2 60
Do., 49s, per bag		1 40
Do., 24s, per bag		0 70
Do., 10-8s, per bale		3 35
Buckwheat, Gritz, 98s, whole, per bag		6 25

FLOUR STEADY

Winnipeg.

FLOUR.—The flour market is ruling steady with no change in quotations. Purchases are being made in small quantities to meet the merchants' requirements.

FLOUR—

98-lb. sacks	3 90
Two 49-lb. sacks	3 97½
Four 24-lb. sacks	4 07½

STRAWBERRY JAM SCARCE

Winnipeg.

JAM.—Opening prices on new jams are expected and manufacturers from both East and West state that strawberry pack will be much lighter than at first anticipated and higher prices are looked for.

JAMS—

Black Currant, 4s, per tin	0 89
Strawberry, 4s per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 46

PEANUTS FIRMER

Winnipeg.

NUTS.—No. 1 Spanish shelled peanuts have a firmer tone. Other lines however show no change and little of interest has developed.

NUTS, SHELLED—

Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

RICES QUIET BUT FIRM

Winnipeg

RICE.—Although the consumptive demand at the present time is small the situation continues firm with prices in primary markets well maintained.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 08¼
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 05⅝
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs., per lb.	0 07⅝
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

MARKET STRONG

Winnipeg.

SUGAR.—There has been no change in the sugar situation since the recent advance. The market continues in a strong position with a good local demand. The tone of the market is upward and higher prices can be expected.

SUGAR—

Extra gran., bags, 100 lbs.	8 00
Do., gunnies, 5-20 lbs.	8 15
Do., cartons, 20-5 lbs.	8 40
Do., gunnies, 10-10 lbs.	8 55
Yellow, No. 1, lt. bags, 100 lbs.	7 75
Do., golden bags, 100 lbs.	7 65
Powdered sugar bbls.	8 55
Do., boxes, 50 lbs.	8 55
Do., boxes, 25 lbs.	8 95
Icing, barrels	8 65
Do., boxes, 50 lbs.	9 05
Do., boxes, 25 lbs.	9 05
Soft lumps, boxes, 100 lbs.	8 95
Do., boxes, 50 lbs.	9 15
Do., cases, 20 cartons	10 00
Do., cases, 40½ lbs.	10 75
Small lump boxes, 100 lbs.	8 85
Do., boxes, 50 lbs.	8 95
Do., boxes, 25 lbs.	9 05
Do., cartons, 50 2-lb.	8 95
Do., boxes, 25 lbs.	9 95
Hard Lump Boxes, 10 lbs.	8 95
Do., boxes, 50 lbs.	9 10

SYRUPS UNCHANGED

Winnipeg.

SYRUPS.—The demand continues in moderate volume, according to immediate needs. The market situation shows no change and quotations are steady.

CANE SYRUP—

No. 2s, 2 doz. case	4 95
No. 5s, 1 doz. case	5 75
No. 10s, ½ doz. case	5 50
No. 20s, ¼ doz. case	5 15
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case.....	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 25
Cases, 20-ib. tins, white, ¼ doz. in case	4 25
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 65
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 00
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	19 00
Pure, 10s, per case of ½ doz.	17 50
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½s, tins, ½ doz. case	4 35
2s, tins, 3 doz. case	4 20
2½s, tins, 2 doz. case	3 65
5s, tins, 1 doz. case	3 40
10s, tins, ½ doz. case	3 00

NO CHANGE IN STARCH

Winnipeg.

STARCH.—Quotations are unchanged with the market ruling steady.

WHITE PEPPER FIRMER

Winnipeg.

SPICES.—The spice market is active due to the increase in the seasonable demand. The feature is the firmness shown on white peppers and gingers.

SPICES—

Allspice, Jamaica, best qual., lb.	0 18
Cassia, Batavia, per lb.	0 35

Do., China, per lb.		0 25
Chillies, per lb.		0 65
Do., No. 1 per lb.		0 53
Cinnamon, Ceylon, per lb.		0 80
Do., No. 10, carton, doz.		0 75
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.		0 60
Ginger, washed, Jamaica, No. 1		0 65
Do., Jamaica, No. 2		0 40
Do., Japan or Africa, lb.		0 30
Mace, extra bright Penang, lb.		0 65
per lb.		0 35
NUTMEGS—		
Nutmegs, extra large brown, 70 lb., per lb.		0 55
Do., large brown, 85 lb., per lb.		0 40
Do., med. brown, 110 to lb., per lb.		0 35
Do., carton of six, per doz.		0 80
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex. lb.		0 22
Do., white, per lb.		0 35
Pickling, ¼-lb. pkg., per doz.		0 90
Do., bulk, No. 1, per lb.		0 22
Do., No. 2, per lb.		0 20
GROUND SPICE—		
Allspice, bulk, per lb.		0 18
Do., No. 2, per lb.		0 16
Do., No. 1 4 oz. cartons		1 30
Cassia, No. 1 bulk, per lb.		0 27
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		0 95
Cloves, bulk, per lb.		0 63
Do., 2 oz. cartons		1 45
Do., 4 oz. cartons		2 75

STRONG TEA MARKET

Winnipeg

TEA.—The market as a whole, continues to indicate a strong position. Locally there is a good demand and prices are well maintained.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

CALIFORNIA FRUITS ARRIVE

Winnipeg.

FRUITS.—The first shipment of California peaches, plums and apricots has arrived on the market and is meeting with good demand. Peaches are quoted at $3.50, plums at $4 and apricots at $3 per case. Transparent apples are selling at $5 per bushel basket. B. C. strawberries are selling freely at $3.50 per case. Canteloupes are slightly easier at $2.50 per case.

FRUITS—		
Oranges, Valencia's per case	8 75	9 75
Lemons, Cal., fancy, per case	10 00	
Lemons, Cal., choice, per case	9 00	
Grape fruit, Florida, per case	7 50	
Pananas, per lb.	10	
Strawberries, per case	3 50	
Apples, per basket	5 00	

NEW VEGETABLES PLENTIFUL

Winnipeg.

VEGETABLES.—New carrots, beets and turnips are in good demand. Ontario cucumbers are quoted at $2 per case. Mississippi tomatoes are down to $1.75 per case and imported hot-house tomatoes are quoted at $6.50 per basket. California celery is quoted at $16 per case and Florida at $7.

VEGETABLES—	
Cabbage, per lb.	0 05
Head lettuce, per case	3 75
Head Lettuce, per doz.	1 00
Green onions, per doz.	0 30
Cucumbers, per doz.	2 50
Tomatoes, per case	2 00
Celery, per case,	7 50
Onions, per case	5 00
Rhubarb, per lb.	0 02

MARKETS BY WIRE

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., July 4.—Practically all grocery commodities are holding a firm position but a few price changes occurred during the week. Eggs advanced two cents per pound, making the price 31c. per doz. Creamery butter prints are quoted at 42c. and solids at 40c. an advance of 2c. per lb.

Flour, No. 1 patents, bbl.		11 00
Cornmeal, bags		2 50
Rolled oats, per bag		**4 00**
Rice, Siam, per 100 lbs.	0 06¾	0 10
Tapioca, 100 lbs.		7 70
Sugar, standard, gran.		7 25
Do., No. 1 yellow		6 75
Molasses, gal.		**0 60**
Cheese Ont., twins		**0 18**
Eggs, fresh doz.		0 31
Lard, compound		0 17
Do., pure, lb.		**0 19**
American clear pork, bbl.		**34 00**
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver., 25-35 lbs.		0 32
Do., aver., 18-25 lbs.		0 34
Hams, aver., 12-18 lbs.		0 37
Roll bacon		**0 24**
Breakfast Bacon		0 33
Butter, creamery, prints, lb.		0 42
Do., creamery, solids		0 40
Raspberries, 2s Ont., doz.		**4 00**
Peaches, 2s, standard, doz.		2 90
Corn, 2s, standard, doz.		**1 60**
Peas, standard, doz.		1 85
Strawberries, 2s, Ont., doz.		3 60
Salmon, Red Spring, flats, cases		
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 22
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		**1 10**
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 08
Do., American, bag 10 lbs.		13 50
Oranges, per case		8 50
Cauliflower, per doz.		3 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, July 4.—The butter market is stronger with quotations advanced. Creamery prints are now 40c. and solids 38c. per lb. Lard is higher at 18½c. per lb. in pails and 18c. in tubs. Shortening is advanced to 17½c. per lb. in tubs.

Rolled oats, bag		4 00
Do., bbls.		9 00
Cornmeal, gran., bags		2 75
Rice, Siam, per cwt.		6 60
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 60
Tomatoes, cans, doz.		1 90
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 14
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 23
Almonds		0 22
Brazils		0 20
Peanuts		0 13
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.		1 75
Onions, per lb.		0 05
Pork, clear, bbls.		34 50
Oranges, per case		9 50
Pigs' feet, per 20-lb. pail		2 25
Hams, shoulder, per lb.		0 22
Bacon, side per lb.		0 33
Bacon roll, per lb.		0 62
Lard, pure, in pails, lb.		0 18½
Lard, pure, in tubs, lb.		0 18
Shortening, in pails, lb.		0 17½
Shortening, in tubs, lb.		0 17
Butter, creamery, prints		0 40
Butter, creamery, solids		0 38
Oleomargarine		**0 23**
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, per doz.		0 30
Sugar, gran.		7 20
Do., cut loaf		9 20
Do., No. 1 yellow		7 00

Alberta Markets

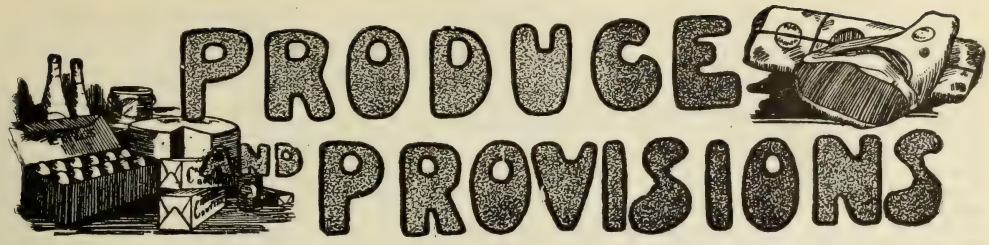
FROM CALGARY, BY WIRE.

Calgary, Alta., July 4.—Kelloggs London and Kelloggs Waxtite cornflakes are now $3.60 per case, a reduction of 10c. per case. Campbell's soups are now $6.70 per case an advance of 20c. per case. A slight advance is noted on all varieties of Red Cross pickles. Kraft cheddar, Kraft pimento and Royal Crown cheese in five pound boxes have all advanced 3c. per lb., while Kraft Swiss cheese has declined 2c. per lb. Stocks of canned fruits are not overly large and signs of scarcity are noted in some varieties.

Beans, Kotenash, per cwt.	6 25	
Rolled oats, 80s		2 95
Rice, Siam	5 90	6 50
Japan, No. 1	7 15	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 90
Sugar, pure cane, gran., cwt.		8 29
Cheese, No. 1, Ont., large		0 20½
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s		10 80
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s case	4 05	4 25
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	19 80	21 50
Do., Sockeye, ½s		21 55

WILL NOT MEET AGAIN UNTIL SEPTEMBER

Montreal, July 3.—Results of the conference of the representatives of the Canadian Wholesale Grocers' Association with the Canadian Freight Association here last week will not be made known until September. The latter body will not meet again until after the Summer vacation. The wholesalers are protesting against changes in present freight classifications and minimum car weights.



Easier Prices On Salmon Result In Increased Turnover For This Line

High Prices Have Hurt Sales in the Past Say Retail Dealers—A Few Cents Less Profit Per Pound Brings More Dollars in Gross Profit, According To One Merchant.

MONTREAL—(Special).—The recent low prices on fresh salmon on account of the good catch of the season, have stimulated interest in the fish market and started something that fish dealers have been long hoping for. Many retail grocers and provisioners are now featuring this fish, with the result that it has meant a big increase in the sale of the fish. The delicate flavor of the salmon easily wins it favor when given the opportunity.

In the past the price of salmon has almost been prohibitive and for that reason little real interest has been taken in it. During the last few weeks a number of local retailers have had banners on their windows announcing a feature price started at 40c a pound and through keen competition has been worn down to 25c and even 20c a pound. The cost of the fish whole is about 15c a pound. Some retailers claim to have bought at 12½c.

A Retailer's Story

One retailer said this week, "I have had heavy sales of salmon in the last two weeks. I have sold as much as 60 pounds a day and I have found the secret of a good profit in fish. It is a big turnover. Salmon costs, say thirteen cents a pound now. I allow four cents a pound for what I lose in cleaning, including head and tail. I sell it at 25 cents a pound, giving me eight cents a pound profit. I wish I could get that on all the meat I sell. There is very little trouble with salmon. It has not the odor that some other fish have and when the price is low it sells rapidly. The trouble has been that sometimes too big a profit has been asked on it in the past, and the merchant had simply spoiled a good thing. I make far more now than I did at 30c a pound, and I intend to let it go lower as a special on Fridays. It is a good drawing card and a fish that gets repeat orders.

A Matter of Turnover

"Mathematically it is a matter of turnover and from a merchandising point of view it is publicity. The profit is there if one can get the turnover and the reputation of the fish and the lower price seems to guarantee that."

Can Handle Smoked and Cooked Meats More Economically With A Slicer

Hicks and Bamford, Burlington, Ont., Sell From Twelve to Fourteen Sides of Bacon Each Week and Believe that a Slicer has Increased their Turnover in Smoked and Cooked Meats

"IT CERTAINLY enables a grocer to handle smoked and cooked meats much more economically," Mr. Bamford of Hicks and Bamford, Burlington, Ont., told a representative of Canadian Grocer recently when speaking of the meat slicer in his store. "That slicer is a splendid machine," he added. "We have had it for five years and we have never had to have a thing done to it. It has given splendid service, and we believe that it has meant increased sales for us. People nowadays want their bacon sliced, and want it sliced too as they like it. This is only possible with a slicer, and I think a merchant sells more bacon and cooked meats when he is able to give this service than in any other way."

The slicer in the store of Hicks and Bamford is situated prominently at the end of the counter, and is in easy access of the refrigerator. Sales of bacon run from twelve to fourteen sides each week. "We sell only one brand of bacon," Mr. Bamford remarked. "We believe it is the best, and find it gives the greatest satisfaction to our customers. It is a good idea to specialize in one brand of bacon, when we know that it is of first-class quality, as it gives the store a reputation that brings business, not only in bacon, but in other lines."

Montreal Prices On Strawberries Are Quoted High

Montreal.—Rain has delayed strawberries so much that the trade is pessimistic about there being any noticeable demand for preserving. Two weeks ago the prospects were fairly bright. The prices on American berries ran low and fruit dealers predicted an easy price on Canadian berries, a good crop and a good demand. Heavy rains have however upset the calculations and the supply is limited. Towards the end of last week Montreal berries were quoted at 18c a box wholesale and ran up to 20c. Some New Brunswick berries were quoted as low at 16 cents and retailers were advertising them for preserving at $2.10 per doz. boxes.

Berries of Good Quality

The quality of the local berries is surprisingly good and for table use easily bring 25c a box. Steady and heavy rains through the middle of last week retarded picking and stunted the ripening. On the whole the prospect is poor for lower priced strawberries. Some fruit dealers still hold out hope and predict that the berry crop, although late will come in the first week or ten days of July.

Raspberries Good

Early shipments of raspberries from the United States to this market look good but the price is high. At the time of going to press they were retailing at 28c for a small box. Farmers on the local market speak well of the appearance of the raspberry bushes but little can be foretold of the domestic raspberries as yet.

A CANADIAN SAMPLES EXHIBITION IN LONDON

London, July 3—A Canadian sample exhibition in London will, it is hoped, be opened next September or October. The Consolidated Export Displays, Limited, which is behind the project, has met with encouraging spirit. A large number of Canadian agencies in London have disappeared during the past two years, and, apart from food products, there remain few lines of Canadian manufactured or natural products now being shown here. A good sample collection will help to fill the gap.

QUEBEC MARKETS

MONTREAL, July 5.—The hog market looks as though it were going to stand fairly steady at around $14.50 for light weights. Bacon, smoked and cured meats and hams are firm but the season has not brought the demand that was expected. The butter market has shown weaker tendencies with a reaction in the export market after the recent advances. The cheese market also shows weakness for the same reason, although the make of cheese shows an increase. The egg market has a strong tone with some advances recorded. The demand for domestic trade is still heavy and the production is smaller. The lower prices with an increased demand for Gaspe salmon features the fish market. The lard market is quiet with no changes and only a limited demand.

BUTTER MARKET EASIER

Montreal.

BUTTER—A lull in the demand for export creamery butter has brought an easier feeling to the market. The high level to which prices ran, cut down to some extent the demand for export, a reaction occurred and prices were easier. The demand for the English market still exists and it is hardly expected that prices will drop any considerable amount. Local wholesale prices show a decline of one cent per pound.

BUTTER—		
Creamery prints, finest	0 38	0 39
Creamery solids	0 37	0 38
Dairy solids	....	0 29
Dairy prints	....	0 31

CHEESE MARKET WEAKER

Montreal.

CHEESE—Influences bearing on the cheese market tend toward lower prices. Partly in sympathy with butter, but mainly on account of less competition in buying and because of slightly heavier supplies, cheese prices at country boards are lower. The wholesale prices are unchanged although there is a weaker feeling.

CHEESE—		
Old colored, twins	....	0 23
Old White	....	0 22
New Large, per lb.	0 18	0 20
New Twins, per lb.	0 18	0 20
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.	0 18	0 20
Stilton, per lb.	....	0 30
Quebec	0 18	0 20

EGG MARKET STRONG

Montreal.

EGGS—The egg market holds firm although through the week some weak tendencies were reported. In fact some wholesalers have advanced their prices one cent. The feeling in the trade is that prices will remain at about this level through July. The production is not as large as it has been and the domestic demand is heavy.

EGGS—		
Specials	0 34	0 36
Selects, new laid	....	0 34
No. 1	....	0 30
Storage	....	0 29

LIVE HOGS FIRM

Montreal.

FRESH MEATS—There is little change in the market for hogs or fresh pork. Selected light weights are selling as high as $15 per cwt., which shows a slight advance over last week's prices. The general trend of prices for light weights however run from $14.50 to $14.75 for cwt. Dressed hogs are selling from 21½ to 22c per lb. The market shows a firm tone and while the demand for fresh meat shows a falling-off the export demand and the domestic demand for cured and cooked meats is fair which holds up the prices in consideration of the fact that the offerings of hogs on the market are not heavy. Packers expect the price to hold steady throughout July. The beef market shows some easier tendency but not to an appreciable amount. Local butchers are expecting lower prices on beef this month but the demand for fresh meat is light.

FRESH MEATS—		
Hogs, live (selected, weighed off cars)	14 50	14 75
Fresh killed	21 00	22 00
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 15 018	0 12 0 16
Front quarters	0 10 0 12	0 05 0 08
Loins	0 23	.... 0 28
Chucks	.... 0 10	0 11 0 12

BACON TRADE FAIR

Montreal.

SMOKED MEATS—There is no change in smoked or cured meats. The prices hold firm with a fair demand which, however, is not up to expectations. The demand for hams is comparatively light. Packers however expect an improvement during this month.

BACON—		
Breakfast, best	0 43	0 55
Smoked breakfast	0 33	0 43
Cottage rolls	....	0 29
Picnic smoked hams	....	0 23
Wiltshire	0 30	0 34
MEDIUM SMOKED HAMS—		
Weight, 84, long cut	0 38	0 40
Do., 14-20	0 36	0 38
Do., 20-25	0 34	0 36
Do., 25-30	0 32	0 34
Over 35 lbs.	0 29	0 30

COOKED MEATS UNCHANGED

Montreal

COOKED MEATS—Cooked meat prices hold steady with a fair demand. The weather has not been seasonable and therefore the usual demand has been cut down. Prices however are steady and high which to a great extent is responsible for the lighter demand.

COOKED MEATS—	
Hams, cooked	0 52
Square pressed	0 59
Smoked shoulders	0 22
Bologna	0 10 0 21
Corned Beef 1's, per doz.	3 25
Per doz. 2's	5 75
Per doz. 6's	23 50

LARD PRICES STEADY

Montreal.

LARD—The lard market shows no change. Prices are holding after a recent decline and the demand is limited, being only for small lots to meet immediate requirements.

LARD—		
Tierces, 60 lb.	0 15½	0 16½
Pails, 20 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½

GASPE SALMON LOWER

Montreal.

FRESH FISH—The feature of the fish market is the lower prices on Gaspe salmon and the increased demand that has followed. Halibut is in good supply and prices are steady. The general market is steady with a fair movement in all lines.

FRESH FISH—		
Herring	....	0 06
Market Cod, fresh	....	0 05½
Steak cod	....	0 07½
Haddock	....	0 06
Halibut	....	0 21
Lake Trout	....	0 17
Flounders	....	0 08
Mackerel	....	0 11
Brook trout	....	0 50
Gaspe Salmon	....	0 16
Dressed pike	....	0 12
FROZEN FISH—		
Haddock	....	0 06
Halibut	....	0 18
Chicken halibut	....	0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	0 13	0 14
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 14	0 16
White fish	....	0 13½
Dressed pike	....	0 07
Sea Herring, 100 lbs.	....	0 06½
Mackerel	....	0 18

ONTARIO MARKETS

TORONTO, July 5.—Butter and cheese continue with a firm tone under active buying and higher prices. Eggs are also in a firmer position, due to the lessening in production and considerable spoilage. Live hogs are higher. Smoked bacon is a shade higher while hams are unchanged. Lard and shortening are unchanged. Cooked meats show an active movement, but quotations are unchanged. Fresh caught halibut is higher, while trout is slightly lower. Poultry prices are easier.

BUTTER HOLDS FIRM

Toronto

BUTTER.—The market continues with firm tone under an active demand for storage and export. The consuming demand is also heavy. Quotations in some quarters are advanced one cent while in others, prices are unchanged. No. 1 creamery prints now range from 39c. to 41c.

BUTTER—		
Creamery prints, No. 1	0 39	0 41
Creamery prints, No. 2	0 37	0 38

CHEESE PRICES HIGHER

Toronto.

CHEESE.—The market continues to reflect the firm situation of the butter market. Throughout the month of June, market showed steadily increasing strength. This was attributed to the keen demand for storage and the improvement in the export conditions. Prices, too, gradually advanced, which stand at the present time 5c. per lb. over the price at the beginning of the month. From present indications it is likely this condition will continue well into the month of July. Supply of September cheese is gradually getting into smaller compass, and prices are firmly held at 24c. per lb.

CHEESE—

Large, new	0 20	0 21
Do., Sept.	0 24	0 24
Stilton, new	0 24	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

FIRM EGG MARKET

Toronto.

EGGS.—The market continues with a firm tone with dealers quoting one cent. higher than a week ago. Production of eggs is very light and some dealers are having difficulty in obtaining sufficient supplies to meet present requirements. A considerable spoilage is also quite apparent. These two factors are attributed in the main to the firmness and higher prices.

EGGS—

No. 1, per doz.	0 33	....
Selects, per doz.	0 36	0 36
Selects in cartons, per doz.	....	0 37

SHORTENING STEADY

Toronto.

SHORTENING.—There is no change in the market for shortening; prices are steady, although the market for oils continues strong.

SHORTENING—

1-lb. prints	**0 17**	**0 18**
Tierces, 400 lbs.	....	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

LARD UNCHANGED

Toronto.

LARD.—Nothing of interest developed in the market for lard during the week. Prices are steady on the tierce basis of 15½c. per lb.

LARD—

1-lb. prints	0 18	0 18½
Tierces, 400 lbs.	0 15½	0 15½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE STEADY

Toronto.

MARGARINE.—Quotations are unchanged under a steady demand in moderate volume.

MARGARINE—

Margarine, No. 1	**0 20**	**0 21**
Do., No. 2	....	**0 18**

HOG PRICES MOVE UP

Toronto.

FRESH MEATS.—Live hogs again indicated a stronger position during the week. Prices advanced 25c., making the fed and watered basis $14.50. In dressed meats fresh pork cuts are advanced one cent per lb but in other varieties, there is little change.

FRESH MEAT—

Hogs—		
Live, fed and watered, cwt.		14 50
Live, f.o.b.		13 75
Live, off cars		14 75
Dressed, light per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.		0 33
Loins		0 34
Fresh hams, lb.		0 34
Tenderloins, lb.		0 45
Picnics, lb.		0 19
Montreal shoulders		0 22
Boston butts, lb.		0 28
New York shoulders		0 21
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	**0 18**	**0 22**
Ribs, lb.	**0 16**	**0 20**
Chucks, lb.	**0 07**	**0 09**
Loins, whole, lb.	**0 26**	**0 32**
Hips, lb.	**0 14**	**0 16**

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	**0 13**	**0 15**
Do., Medium	**0 09**	**0 11**
Sheep, whole, lb.	**0 10**	**0 15**
Do., yearling, lb.	**0 28**	**0 30**
Lamb, Spring, each	**10 00**	**15 00**

Above prices subject to daily fluctuations of the market.

COOKED MEATS ACTIVE

Toronto

COOKED MEATS.—Cooked meats continue to show an active movement. The situation is strong but quotations are unchanged.

COOKED MEATS—

Boiled ham, lb.	0 53	....
Do., square pressed	0 55	0 56
Boiled shoulders	....	0 47
Choice jellied ox tongue lb.	....	0 61
Jellied pork tongue	....	0 24
Macaroni and cheese loaf	....	0 21
Roast pork		0 57

Above prices subject to daily fluctuations of the market.

BACK BACON HIGHER

Toronto.

PROVISIONS.—Generally the market is in a strong position reflecting the stronger market for live hogs. Boneless backs are advanced ½c. to 1c. per lb., making the price 45c. to 46c. Peameal backs are also a shade higher at 38c. to 43c. per lb. Some of the cheaper grades of smoked breakfast bacon are advanced one cent, but the high grades are unchanged. Cottage rolls in casings are up one cent making the new price 38c. per lb.

Hams—

Small 6 to 12 lbs.	**0 36**	**0 37**
Medium, 12 to 20 lbs.	**0 36**	**0 37**
Large, 20 to 35 lbs. lb.	**0 31**	**0 34**
Heavy, 35 lbs., and upward.	....	**0 28**
Backs—		
Boneless, per lb.	0 45	46
Rolled, per lb.	....	0 52
Peameal	0 38	0 43
Bacon—		
Breakfast, ordinary, per lb.	0 31	0 34
Do., special trim	0 38	....
Cottage rolls in casing		0 38
Cottage rolls	....	0 37
Rol. per lb.	....	0 28
Wiltshire (smoked boneless) lb.	....	0 28½
Do., three-quarter cut	....	0 31
Do., middle	....	0 32½
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.	..	0 20
Do., av. 80-90 lbs.		0 17
Clear bellies, 15-30 lb.	0 19	0 20
Fat backs, 10-12 lbs.		0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess Pork		33 00
Short cut backs, 200 lbs.		41 00
PICKLED ROLLS—		
Lightweight		47 00
Heavy		36 00

Above prices subject to daily fluctuations of the market.

POULTRY EASY

Toronto.

POULTRY.—The market has an easy tone under increasing receipts but a fairly limited demand. The result is that dealers are bidding lower prices.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	0 25	0 30
Chickens, spring	0 30	0 40
Roosters	0 14	0 20
Fowl, 4 to 5 lbs.	0 20	0 25
Fowl, over 5 lbs.	0 18	0 25
Fowl, under 4 lbs.	00 14	00 20
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb, and over	**0 30**	**0 35**

Prices to retail trade—		
Turkeys dressed		0 35
Chickens, spring		0 45
Fowl, 4 to 5 lbs.		0 30
Ducklings		0 40

FRESH HALIBUT HIGHER

Toronto.

FISH.—A scarcity is reported for fresh caught halibut with the result that prices are somewhat higher; medium now being quoted at 28c. to 19c. per lb. Fresh trout is slightly lower at 13c. to 14c. per lb. Fresh caught red spring salmon is arriving and quoted at 20c. to 23c. per lb.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	0 08	0 09
Do., market, lb.	....	0 08
Halibut, Med., lb.	0 18	0 19
Do., Chick. lb.	0 15	0 16
White, fish, lb.	0 12	0 14
Trout, lb.	0 13	0 14
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
Mackerel	0 12	0 13
Salmon Red Spring	0 20	0 23
FROZEN FISH—		
Halibut, medium	0 17	0 18
Do., chicken	0 14	0 15
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla	0 07	0 08
Sea Hering	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH—		
Hadies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....
Holland Herrings, mixed, 10 lb. keg	....	0 85
Do., milkers, 10 lb. keg.	....	0 95
Shrimps, No. 6 can		13 00

WINNIPEG MARKETS

WINNIPEG, July 5.—The feature of the provision market is the higher prices quoted on butter and cheese as a result of an improved export market. Eggs show no change. Cooked meats under an increased demand are maintaining a firm tone. Smoked hams are in a firm position and with the increase in the demand higher prices can be expected. Live hogs have shown a firmer tone and advanced to $13 per cwt. Fish prices show no change with a good seasonable demand for halibut and salmon.

BUTTER PRICES HIGHER

Winnipeg.

BUTTER.—The market continues strong with quotations again marked higher, due principally to the continued demand for export. Creamery prints

are now selling at 39 cents per pound.

BUTTER—

Creamery, best table grade	0 39
Creamery, solids	0 37

CHEESE SHOWS STRENGTH

Winnipeg.

CHEESE.—The feature of the cheese market has been the pronounced strength with a better export demand particularly towards the English market. Cheese is quoted at 22c. per lb. but local buyers continue to purchase in small quantities.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 22
Ont., twins, lb.	0 22½
Ont., triplets, lb.	0 23

EGGS UNCHANGED

Winnipeg.

EGGS.—The egg situation remains unchanged. No. 1 candled are quoted at 35c. per doz.

LARD STEADY

Winnipeg.

LARD.—There is no change in the lard situation which remains fairly steady.

LARD—

Pure Lards, No. 1 Quality, per lb.	
(in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	**0 16½**
Do., per pail, 20 lbs.	3 60

LIVE HOGS ADVANCE

Winnipeg.

FRESH MEATS.—The live hog situation is showing a stronger tone. Quotations advanced 50c. bringing market prices to $13 for selected quality. Trading on the cattle market is active. Steers are quoted at $7 to $7.50 with heifers at $6.50 to $7. The sheep and lamb market maintains a firm tone. Good lambs are quoted at $13 to $14.25 and mutton sheep ranging from $5 to $7.

HOGS—

Selected, live, cwt.	13 00	....
Heavier	7 00	11 00
Light	....	12 50
Sows	7 00	9 00
Fresh Pork—		
Legs of pork, lb.	0 24	0 28
Spare ribs	....	**0 15**
Loins of pork, lb.	0 27	0 30
Fresh hams, lb.	0 26	0 30
Shoulders	0 17	**0 19**
Fresh beef—from steers and heifers—		
Hind quarters	0 19	**0 22**
Front quarters	0 06	**0 10**
Whole carcass, good grade, lb.	0 11	**0 15**
Mutton—		
Choice, lb.		0 22
Choice, 30-45 lbs.		**0 32**
Lambs—		
Choice Stews		**0 12**
Veal—		
Good veal, 40 to 80 lbs. hind quarters		**0 25**

COOKED MEATS FIRM

Winnipeg.

COOKED MEATS.—The demand for cooked meats is steadily increasing which coupled with a steady to firm market for fresh meats tends to keep the situation firm. Best quality cooked ham is quoted at 54c. per lb.

COOKED MEATS—

Hams, best quality, skinned 814 lbs.	0 52
Do., 13-1 lbs.	0 51
Roast ham, lb.	0 53
Roast shoulders, lb.	0 39
Jellied ox tongues, lb.	0 60
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lb.	0 12

SMOKED HAMS ACTIVE

Winnipeg.

PROVISIONS.—There is little change in the smoked meat market. The demand for smoked hams is heavy at this season and with the live hog market ruling firm the tendencies are for higher prices. There is a fair demand for bacon with no change in quotations.

SMOKED MEATS—

8 to 16 lbs., per lb.	0 39
16 to 20 lbs., per lb.	0 39
Boneless, 8-14 lbs., per lb.	
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 41

POULTRY QUIET

Winnipeg.

POULTRY.—The demand for poultry is quiet and therefore no change in quotations is recorded.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22 0 29
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42
Ducks, per lb.	0 33
Geese, per lb.	0 38

NO CHANGE IN FISH

Winnipeg.

FISH.—There is no change in the fish market. Prices are steady with a good supply of halibut and salmon and a fairly good demand for all lines.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East, Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Labrador Herring, 100 lb. bbls, per bbl.	8 50
Labrador Herring, 20 lb. pails, per pail	2 50

ESTIMATING MARGINS DURING THE YEAR

(Continued from page 27)

But the omissions are important. Rent probably will figure close to one per cent.—easily more. I have no information as to capital employed. Suppose only $10,000 and we figure 6 per cent. Here is $600 a year which, on a business of $60,000, would be one per cent. Very likely the capital is larger. Take all the other items mentioned and add a little for slight miscalculations and one and one half per cent. looks reasonable to me.

On such basis, expenses in 1921 were 16 64 per cent. and in 1920 they were 13.3 per cent.—with no provision yet made for the truck "feeding."

I am not sure I have hit any nail squarely on the head—maybe only struck a glancing blow, but maybe also I have succeeded in hinting the direction of some of the chance leakages and losses in this business. If so, I have done what I could.

Variations in Margins Normal

There are yet several interesting points to cover in this letter, but my space is filled for this week and I have other matters which must be handled during the next two weeks. Thereafter I shall revert to this problem, and meantime I should like to hear further from this correspondent so matters now in doubt may perhaps to further cleared up.

For a closing to this instalment let me go back for a minute to the first question used this week, above. I want to say that in all departments of all lines of business "there are goods that must be marked at very close margins and others that can stand more," and few records, aside from those of some exceptionally managed department stores, show such items in their true relation to the profit account.

I am constantly engaged in studies which I hope sometime to tabulate and publish in book form wherein low-end merchandise will be analyzed in detail. I believe such study can be made to demonstrate that not all goods sold below cost of operation are money-losers, also that not all long-margin items are profitable. I wonder if such a book will find purchasers and readers.

ICE OF CHEMICAL PURITY WILL SOON BE DEMANDED

Charleston, S. C.—Ice closely approaching chemical purity will soon be necessary to supply the commercial demand, says R. H. Hemphill, who has been conducting experiments to this end in his plant for years.

"I found that nature freezes out the impurities," he says. "There is no question in the world but that the crystal of pure ice will freeze out of a solution unless it is tremendously embarrassed. Certain portions of the Hudson river, for instance, which have sewage and all sorts of contamination in it will produce chemically pure ice.

"I have made chemically pure ice in cans. I have produced it out of sewers. I have produced it out of sea water. I have mixed up 25 to 30 packages of purple dyes and poured into the can, forming as perfect a solution as possible with coloring matter, and have frozen it out until I have produced what our chemists say is chemically pure ice, but the process has not yet been reduced to practice on a commercial scale."

P. D. Davidson is now in business at 1143 Main St., E., Hamilton. Mr. Davidson was his own architect for the building.

Stennett Bros., have opened a new store with a stock at 69 Roncesvalles Ave., Toronto.

Our records show that we have sold in Canada for the period January to June 30th 1922

FOUR TIMES THE QUANTITY OF LIPTON'S TEA

sold during the same period for 1921.

This means better profits for you and greater satisfaction to your customers.

THOMAS J. LIPTON
24 Front Street West
Toronto

Schneider's Cooked Meats

--"ready-to-serve" warm weather treats
that will appeal to your customers

A complete stock of Schneider's Cooked Meats and Sausages prominently displayed in your provision department will bring you big, profitable returns. Their tempting variety offers your customers a wide selection in preparing wholesome, warm-weather meals that require no cooking over hot stoves.

Schneider's popular Summer Sellers include:

SCHNEIDER'S "SQUARE PRESSED" HAMS
" JELLIED PORK TONGUES
" JELLIED CORN BEEF
" BAKED MEAT LOAF
" LARGE BOLOGNAS

And 15 other lines of sausage that are different.



The inimitable Flavor has doubled the provision sales of hundreds of Grocers. They'll do the same for you.

J. M. SCHNEIDER & SON, LIMITED
Kitchener, Ont.

Drop us a Card for Sausage and Smoked Meat Quotations
Satisfaction guaranteed on all mail orders

CHICKEN HADDIES

are big Sellers during the Warm Weather

Sells at a Popular Price with good Profits

CHICKEN HADDIES REGISTERED



CHICKEN HADDIES

are Popular with Campers AND Picnic Parties

Already cooked, can be eaten Hot or Cold

THE MARITIME FISH CORPORATION, St. Nicholas Street, MONTREAL

100 CASES

ORDERED BY TELEGRAM THIS WEEK

from large Western firm

This is Authentic. C. GROCER



There Must Be A Reason

Maple Leaf Pharmaceutical Malt Extract

Is certainly Winning the trade in all parts of Canada

Are you selling it? 100% Pure

Attractively packed in 1lb. & 2½lb. tins OF RICH DARK MALT

Complete with hops and Crown corks.

Order from your wholesaler or direct from

THE MAPLE LEAF MALT EXTRACT CO.

61 Canning Street, Montreal

Kolacafé REGD

Coffee as you like it.

If your Wholesale Grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.



The Trade Mark that insures greater strength

In handy 2½lb. cartons that save wrapping and weighing

"ARM & HAMMER" SAL SODA

Your customers will appreciate the convenience of these handy 2½-lb. cartons and grocers will find them a big saving in time over bulk sal soda. "ARM AND HAMMER" sal soda unlike bulk soda does not deteriorate. It reaches your customers with its original purity and great strength. Ask your wholesaler for a sample order. It will save you time lost in weighing and wrapping bulk soda and give greater satisfaction.

CHURCH & DWIGHT, LIMITED, MONTREAL

REINDEER FLOUR



... the flour you can always count on to repeat .....

This superb flour is milled by our unique process from the finest No. 1 Canadian Hard Wheat. This special process greatly enhances its food value above ordinary flours, and ensures it to be always uniform in quality, and unsurpassed in whiteness and purity. If your customers are dissatisfied with their baking results urge them to try Reindeer Flour. The superior results it makes possible in all baking operations will ensure you of steady repeats.

Peterboro Cereal Company, Ltd.

MILLS AT
PETERBORO CAMPBELLFORD

General Sales Office :
PETERBORO, ONT.

Sells as freely as it Runs

Because week in, week out, the year through, striking advertisements impress its superfine qualities and suggestive name upon housewives everywhere.



SIFTO SALT and Century Salt

Seasons all your Sales



with the satisfaction which its sparkling whiteness and appetizing flavor give to your customers and the pleasure which regular profits bring to yourself.

DOMINION SALT CO. LIMITED
Sarnia - Ont.

116

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits"—***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son **Box No. 266** **Stratford, Ont.**

"GEORGIAN"

BRAND

BUTTER AND EGGS.

Foreign and Domestic

Fruit and Vegetables

LEMON BROS.

OWEN SOUND ONT.

For The Tourist Traffic

We have full Daily Supplies of

Georgia Peaches
California Plums and Apricots
Oranges and Lemons
Grape Fruit Tomatoes
Watermelon and Cantaloupe

Local Fruits.--Cherries, Raspberries, Currants, Gooseberries.
Vegetables, Wax Beans, Beets, Carrots, New Cabbages.

WHITE & CO. Ltd.
TORONTO



Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario

Mr. Merchant :



Here is the Leader
of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.
129 West 24th Street New York City

Here They Are— "O'Keefe's Four First Favorites

Imperial Ale, Lager and Stout and O'Keefe's Special Pale Dry Ginger Ale.

Other popular O'Keefe beverages for warm weather are

Cola - - Sarsaparilla
Ginger Beer - Orangeade
Lemon Sour - Cream Soda
Ginger Ale - Special Soda

Famous for superior quality and absolute purity.

Prompt Delivery of all orders

O'Keefe's—Toronto

PHONE MAIN 4202



The Leading Line in Patents

BEECHAM'S PILLS

The Largest Sale of any Proprietary Medicine in the World

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion and the fact that Beecham's Pills are so well known and valued by the residents who have come from the British Isles, the demand is rapidly increasing and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price.

In boxes, 25c and 50c.

Prepared by the Proprietor, THOMAS BEECHAM, St. Helens, England.

HAROLD F. RITCHIE & CO., LTD., Sole Agents, Toronto, Ont., Canada.



You Can Sell McLAUGHLIN'S Ginger Ale

—by the bottle, off the ice, to thirsty summer customers.

—by the case for household use because McLaughlin's Ginger Ale—Belfast Style or "Canada Dry"—satisfies every taste, quenches every thirst, and is known everywhere.

If you haven't been carrying this profitable line of Hygeia "Best" Beverages—start in this summer to get your share of the business.

Belfast Style, case of 50 ten-ounce bottles	$6.00
Refund on case and bottles	3.00
"Canada Dry," case, 100 splits	9.75
Refund on case and bottles	4.50
"Canada Dry," case, 50 pints	7.00
Refund on case and bottles	3.00

J. J. McLAUGHLIN Limited

Toronto and Edmonton

Headquarters for Soda Fountain Supplies and Equipment





Bowser Equipment Makes Larger Profits Sure!

Because car owners everywhere are being taught by Bowser advertising in the Saturday Evening Post and Literary Digest to look for Bowser pumps as their guarantee of full mileage, you will be able to catch and hold the most trade if you use Bowser equipment.

The Chief Sentry, either air-driven or hand power, is mechanically accurate. It has five distinct features that make the public like it.

First, there is the centrifugal water separator, which delivers the gasoline as pure and dry as when fresh from the refinery, then there is the tally bell which announces the delivery of each gallon of gasoline. Third, the sight glass through which the customer sees the gasoline go into his tank. Next, the dial register which tallies the total amount of gasoline purchased. Finally, the increased speed at which the customer gets his gasoline—no delay when a Chief Sentry is used.

For full particulars as to how Bowser equipment will make more money for you, draw more trade and help you hold it better, ask for Booklet C-11

Bowser Equipment is
MADE in CANADA by
S. F. BOWSER & CO. LTD.
TORONTO CANADA

Branch Offices and Service Departments throughout Canada and in principal Cities abroad.

BOWSER ESTABLISHED 1885
ACCURATE MEASURING PUMPS

BOWSER PRODUCTS
For Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naphtha Clarifying Systems.
Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED POSITION, CLERK IN GENERAL store, long experience good references, both languages. Age 25. Box 212 Canadian Grocer, 153 University Ave., Toronto, Ont.

CLERK, MARRIED, 12 YEARS' EXPERIENCE in General Store. Have been manager for 10 years in the same store, for groceries and hardware. Thoroughly understand buying. Am good stock keeper, not afraid of work. Please state wages. Best of references. Am at present in New Brunswick. Western Canada preferred. Box 204, Canadian Grocer, 153 University Ave., Toronto.

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

GENERAL MANAGER WANTED FOR LARGE Canadian chain grocery organization. Must have executive ability and successful record. Apply in strict confidence, giving particulars as to age, character, experience, etc., to Box 218 Canadian Grocer, 153 University Ave., Toronto.

A MARRIED MAN 37 YEARS OLD THOROughly experienced clerk in hardware, grocery, or general store. Wants position. Apply to Box No. 220, Canadian Grocer, 153 University Ave., Toronto. Ont.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.



Registered Trade Mark

Made in Canada by

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780



Handled by Wholesale and Retail Grocers and Wholesale and Retail Druggists

Harold F. Ritchie & Co., Limited

Sales Agents for Canada

10 McCaul Street - Toronto, Ont.

FOR SALE

FOR SALE.—50 MERCHANT'S PRICE TICKets 50c. Samples 25c. M. Moorby, Newmarket, Ontario.

FOR SALE—STORES WITH APARTMENTS under construction at Annette and Armadale, Toronto. Ideal location for butcher or grocer. For particulars call Junction 2004J.

When Writing to Advertisers Kindly Mention This Paper

CLASSIFIED ADVERTISING

MR. MOORBY, of Newmarket, who ran a small Advertisement on price tickets, writes:—

"The last advertisement you inserted for me more than paid for itself."

Do you need a clerk?
Do you need a salesman?
Do you need a bookkeeper?

Do you want a position?
Do you want to buy a business?
Do you want to sell a business?

Do you want to change your present position?

Any of these needs can be supplied if you go about it the right way. The cost is so small—only 3 cents per word for the first insertion—2 cents per word for each subsequent insertion—5 cents extra per insertion for replies to be placed under box number.

PAYABLE IN ADVANCE.

CANADIAN GROCER - 143 University Ave., TORONTO.



These Merchants have found Wayne Pumps pay a profit

We have been telling you that a Wayne Pump on your curb will bring you new customers to buy the merchandise inside your store. Now let merchants like yourself tell you their experience. Here are two letters from our file of correspondence from satisfied users of Wayne Pumps. The first is from a dealer in groceries and general merchandise. The other is from a hardware and furniture dealer.

W. H. Humphries & Son, of Big Spring, Georgia, say: "I would not take anything for my Wayne Pump and Tank. I am now doing big business with it and it also helps my other business."

The S. G. Catlett Hardware Company, of Dardanelle, Arkansas, writes: "While we are strictly in the hardware and furniture business, we feel that this pump has brought many a customer to our store who would not have come otherwise."

The profitable experience of these merchants can be your experience. A Wayne Pump on the curb in front of your store will give you a good return on gasoline sales alone. It will also bring trade to your door for other articles of your stock.

Let us tell you more about the Wayne Way to more profit. Write for Bulletin 276-CG.

Canadian Tank & Pump Co., Limited,
123 Adelaide St., W. Toronto, Ont.

REG U S
Wayne
TRADE MARK

HONEST MEASURE PUMPS

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BUYERS' MARKET GUIDE
Latest Editorial Market News



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SALT
Carload lots and less, phone long distance at our expense. M. 2437

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Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
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Canadian Grocer will take them through the stores of dozens of successful merchants every week.

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ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
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Order from your Jobber today
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the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
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Special Attention to Grocers' Orders.
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Protect goods from all forms of contamination. Store goods compactly saving time, steps, and labor. Display goods attractively increasing sales and profits. Ask Dept. A.
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110 CHURCH ST., TORONTO
We offer a complete service, including Tea Bags, Filling and Labelling Bags, and packing cartons.
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A CASH REGISTER

Equal to Any Four or Eight Drawer Cash Register

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By use of Duplicate Tape on Adding Machine a Cash Receipt can be given to Customer, the Duplicate remaining on Rewind Pin as record.

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with each Machine



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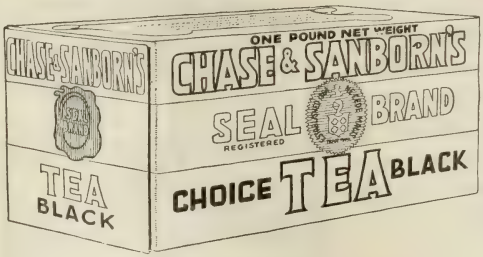
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SUNSET—Costing more to manufacture—having more merit—giving better service—creating a better opinion from all who handle it—will maintain its standard, the highest—and its price 15c. will not be changed.

There's big money in the hot weather meat trade—IF

You go after it right. The big thing that counts with customers is clean, quick, attractive, modern service. There are no better "salesmen" in the store than the accurate, rapid Dayton Silent Meat Slicer and the Dayton Glass Platform Scale.



The International Dayton Meat Slicer—the finest in the world.

DAYTON

Silent Meat Slicer
Glass Platform Scale



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Let us send you complete details. Remember, International Dayton machines are sold on easy monthly payments without interest. Discount for cash.

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THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., JULY 14, 1922 No. 28

Your Customers will Appreciate the Excellent Flavor of

"STELNA" CORNED BEEF



Prepared Corned Beef is always in big demand in the summer season.

Its use is established for cool and refreshing meals in hot sweltering weather and it is also largely used for dainty luncheons, sandwiches, picnics, motor trips, etc.

The SUPERFINE FLAVOR and QUALITY of STELNA Corned Beef make it a favorite brand and a large profitable seller. Your wholesale house can supply you.

Stelna Corned Beef is prepared under strict hygienic conditions and under government supervision on the estates of BOVRIL, LIMITED, in the Argentine Republic.

BOVRIL LIMITED

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"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

A few Good Reasons for the Outstanding Leadership of

Borden's St. Charles Milk

(The Pure Country Milk with the Cream left in.)

Borden's St. Charles Milk is the highest quality evaporated milk on the market.

Borden's St. Charles Milk is so rich that it whips like cream.

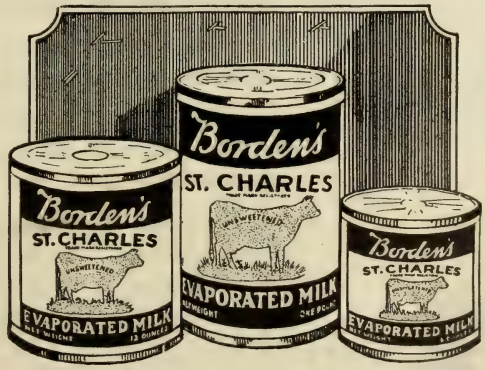
Borden's St. Charles Milk when used in cooking is actually so rich in butterfats that less butter is required.

Borden's St. Charles Milk is prepared under ideal sanitary conditions from Borden's selected and carefully inspected herds of healthy cows.

Borden's St. Charles Milk is just pure rich creamy pasteurized country milk with moisture removed.

Borden's St. Charles Milk is the safest milk for the children, and for the table while its great purity and richness make it the most economical for all cooking.

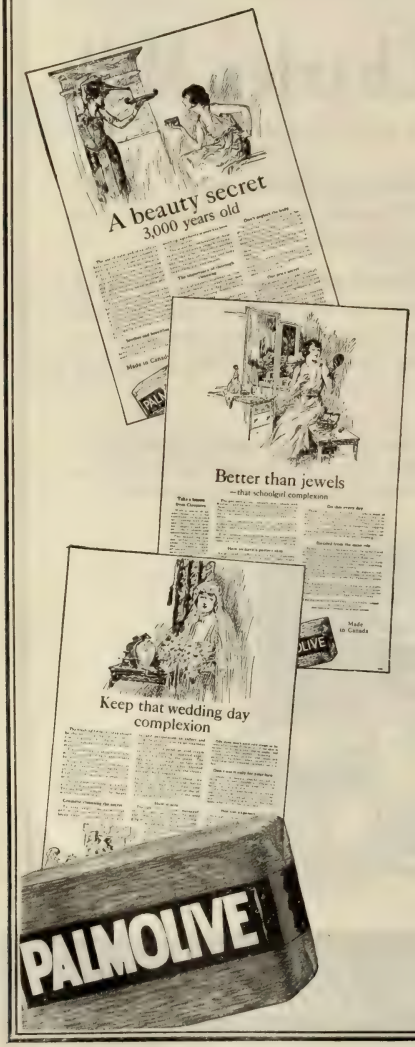
Canadians from coast to coast know these facts and Borden advertising is constantly jogging their memory.



MONTREAL *The Borden Co. Limited* VANCOUVER

A Powerful Sales Agent

Which Proclaims Quality



ADVERTISING would have no value if the statements made were not verified by quality. This supreme quality is the first requirement of a selling-campaign-in-print, for sales must repeat after first trial or the money spent is wasted.

The enormous demand for Palmolive results from first perfecting quality and then telling the world about it. We know that better, more satisfying soap can't be made, and every user agrees with us.

These users are largely attracted by the romantic Palmolive story which we tell in every popular publication in the Dominion. You see the forceful, appealing Palmolive advertisements in your home paper and your favorite national magazines and on billboards.

As you admire them, remember that your customers are reading and admiring them, too.

Palmolive is a Canadian product, with main factory and offices at Toronto and branches in Winnipeg and Montreal.

This expansion is the best proof of Palmolive popularity. Join the Palmolive procession and get in touch with a Palmolive salesman or ask your jobber today.

THE PALMOLIVE COMPANY
OF CANADA, Limited
WINNIPEG – TORONTO – MONTREAL

1544

JUST OUT

CHRISTIE'S "PICNIC" BISCUIT

—*a new dainty*

¶ A rich, delicious biscuit with a delicate cream filling and an "out of the ordinary" flavor.

This tempting new Christie dainty is especially delightful for picnics, outings, afternoon teas, etc.

¶ You'll find Christie's "Picnic" Biscuit an exceptionally good repeat seller once you introduce its goodness to your customers.

Ask your wholesaler for a trial supply.
Your biscuit stock is not complete without this dainty treat.

CHRISTIE, BROWN & CO.
LIMITED
TORONTO, CANADA

SAPON

GOLDEN CEREAL SOAP



PROFITS!!

Most men are in business to make money and the retailers' only chance of getting it is to make a good profit on the goods sold.

Sapon Toilet Soap shows a very generous margin and is a quick seller because of its popular selling price. Furthermore Sapon is the best and purest soap on the market—made of cereals only—not a particle of animal fat enters into its manufacture.

Start to-day to increase your profits by featuring Sapon in your store—your jobber can supply you.

Made In Canada By

SAPON SOAPS OF CANADA Ltd., Hamilton, Ontario

Also at LONDON Eng., MARSEILLES, France, and NEW YORK

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SAPON

GOLDEN CEREAL SOAP

Made in a Variety of Shapes and Perfumes

Quaker Talks

No. 2—Keep up your Sales of Package Rolled Oats.







"Oatmeal porridge" is the national breakfast dish from one end of Canada to the other. Even in warm weather, a dish of Quaker or Tillson's Oats is the regular, every-morning favorite of a great many people. Nothing else seems to fill the bill.

Quaker Oats, Tillson's Oats and Tillson's Aluminum Oats are steady sellers right through the summer. They are just the same and keep the same in warm weather as in cold—and they give the dealer the same quick, profitable turn-over.

The sealed packages not only insure clean, fresh, uniform quality; they save the dealer all the little losses that are always associated with bulk goods.

Quaker and Tillson's Package Oats save the loss in down-weight—the loss in wrapping paper, bags and string—the loss of time in weighing and parceling—and the inevitable loss of the last few pounds in the barrel that you cannot sell.

Hold your rolled oats trade right through the summer—make your usual profit—and enjoy the quick turn-over—that come with the well known, well advertised, highly regarded Quality Cereals that are milled in the largest cereal mill in the British Empire.

Every wholesaler in Canada, from coast to coast, will give you immediate delivery of Quaker Oats, Tillson's Oats and Tillson's Aluminum Oats at prices that insure you a good profit.

The Quaker Mills

Peterborough and Saskatoon

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and
Commission Brokers
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Winnipeg - Manitoba

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Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

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The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

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Through responsible warehouses is both profitable and economical. We can handle your product for service to your customer.
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CALGARY, CANADA.

The City Dray Co., Limited
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Storage and Distribution
Insurance Rate 30c

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Dried Fruits, Nuts, Beans, Canned Goods.
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OFFICES:
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Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Say you saw it in
CANADIAN GROCER
it will help to identify you

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Offer Their Principals

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Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

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have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

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STORAGE
DISTRIBUTION



250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7



RELIANCE WATER-GLASS

In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

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Warehouse in the heart of the Wholesale Centre.
We are in a position to give you representation in

MANITOBA — **SASKATCHEWAN** — **ALBERTA**

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Manufacturers' Agent and Grocery Broker
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Reliable representation. Centrally located.

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LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
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Baker Sales Co.
An efficient sales force for detail work—years of sales promotion work behind our organization—prepared to capably market any good food or allied product in Ontario. Tell us about your goods and ask us our plans.
Confederation Life Building
TORONTO

Merchandise Brokers — Manufacturers' Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

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Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

SAINSBURY BROS., LTD
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
Head Office 35 Front St., East, Toronto
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Vancouver Winnipeg Montreal St. John



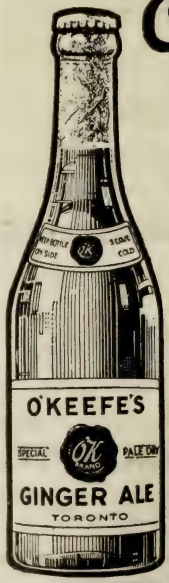
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The Consumer wants the BEST.

The Famous CREAM OF MALT is the BEST.

So give him the BEST.

Canadian Malt Extract Co.
44 Pearl St. Toronto, Ont.
Telephone Adelaide 3304



O'Keefe's

WON'T TIE UP YOUR CAPITAL

Summer demand for these popular beverages brings quick "turnover" with good profits.

These Sell Well

O'Keefe's Imperial Ale, Lager and Stout. O'Keefe's Special Pale Dry Ginger Ale, Sarsaparilla, Cola, Ginger Beer, Orangeade, Lemon Sour, Cream Soda, Special Soda.

Orders filled promptly

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PHONE MAIN 4202

Wood Vinegar Measures and Pumps

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Hamilton — Winnipeg

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Manufacturers' Agents
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Established 1876
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Dried Fruits, Nuts, Beans, Canned Goods.
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OFFICES:
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Wholesale Grocery Brokers
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are big Sellers during the Warm Weather
Sells at a Popular Price with good Profits

CHICKEN HADDIES REGISTERED



CHICKEN HADDIES
are Popular with Campers AND Picnic Parties
Already cooked, can be eaten Hot or Cold

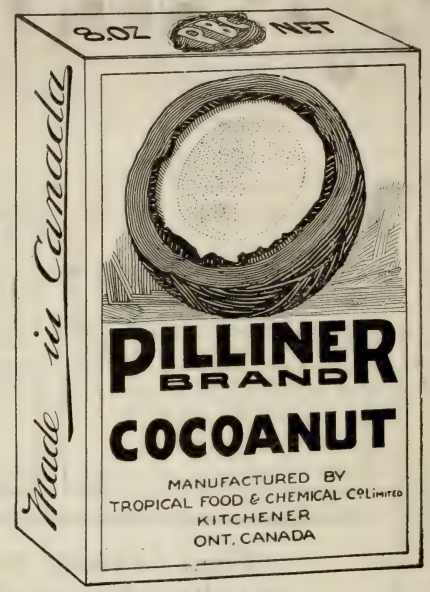
THE MARITIME FISH CORPORATION, St. Nicholas Street, **MONTREAL**

Kolacafé REGD

Makes The Best Coffee

If your Wholesale grocer cannot supply you write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 40 Adelaide St. West, Toronto.

Sold by the Package



Made in Canada

WHY PILLINER BRAND
Increases Your Cocoanut Sales

Besides its superior flavor and keeping qualities, there are other advantages to Pilliner Brand Cocoanut that help your sales.

A dozen of the attractive cartons look fine on your shelves or in your window. Customers see them and are reminded to ask for Pilliner Brand Cocoanut. This builds up your cocoanut business and makes this article profitable for you to handle.

Your jobber can supply you or write us.

Messrs. Cruikshank & Guild, 32 Front St., Toronto, Ont.
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Messrs. Mason & Hickey, Winnipeg, Man.
"Distributors for Western Canada"

TROPICAL FOOD & CHEMICAL COMPANY
LIMITED

KITCHENER - ONTARIO

MACDONALD'S



Increased Demand Brings An Increase of Profit

As the result of over sixty years' leadership, aided by successful advertising, Macdonald's is in greater demand now than ever. It is now possible for the retailer to get larger returns from his stock of Macdonald's Tobaccos than from almost any other commodity on the market.

Because:

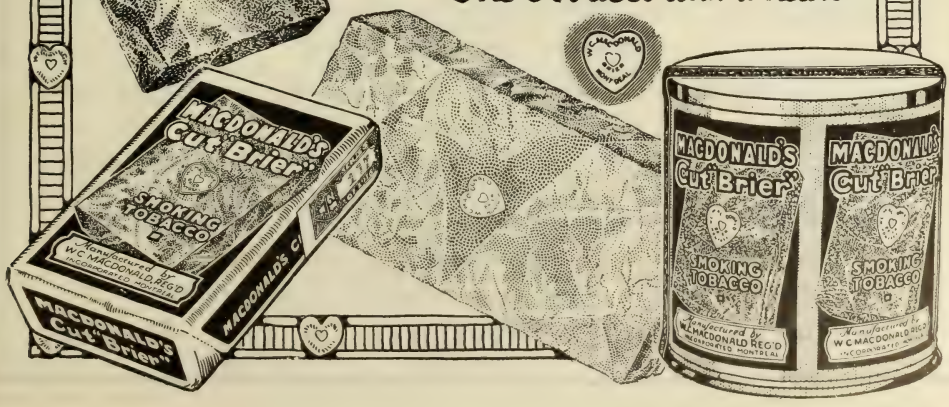
—the always generous Macdonald profit is increased as the turnover is speeded up.

—there is an **extra** profit in the 4 to 6 plugs over-run in each 10 lb. caddy.

—little or no sales-effort is required to move Macdonald's.

So keep your stock of Macdonald's well displayed, and see that the increased demand brings an increase of profit **TO YOU.**

The Tobacco with a heart



NOW IT'S HERE



The hot weather! But ——— is your Eureka Refrigerator here? If your Eureka is there in your store you don't need to worry how hot the weather gets, because the hotter it is, the better and cooler your Eureka Refrigerator will be.

Mr. Merchant, if you haven't a Eureka Refrigerator in your store and if you want to get the most out of your business during the hot weather

YOU NEED AN EUREKA!

Phone, write or **wire at our expense** for free illustrated catalogs or for our representative to call. **Act Now** while the season is young—your benefits will be greater with a Eureka **NOW!**

Eureka Refrigerator Co., Limited

Head Office and Factory:
OWEN SOUND, ONTARIO

Stickney & Poor's
Rapid Cooking Tapioca



is just the thing to recommend to your customers as an ideal warm weather dessert. It is pure and wholesome.

Fruited Tapioca served ice cold is delicious. Try it yourself and then you'll understand why.

It needs no soaking. For this reason the housewife prefers it. Why not order your supply now! It is a popular seller. Be sure and specify Stickney & Poor's to your jobber.

Your co-operating servant,

"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old — Century honored 1922
HALIFAX
Mustard — Spices — Seasonings

THE EARLY BIRD
GETS A FULL BREAKFAST.
THE ALERT MERCHANT
GETS FULL PROFITS.

Were you on your job?
Did you see our prices?
Did you figure your profit?
Did you get your order in?

We published our prices in the June 30th issue, but we repeat them here. Place your order through your wholesaler or jobber if you wish or send it to us direct.

BE IT EVER SO HUMBLE THERE'S NO BREW LIKE HOME.

LET US INTRODUCE YOU TO

"SYMO" MALTED SYRUP

Scientifically made especially for the brewing of a creamy, delicious beer at home.
One can, containing 2½ lbs. net, will make from five to twelve gallons of good beer, according to your requirements.
Simple and complete instructions with each can.
"Symo" is shipped only in cases containing 24 cans each.

WE HAVE A LIMITED QUANTITY

On which we are making a special price to introduce it, as follows:

One case	ea.	$14.50	(equal to	$7.25	per dozen)	20 case lots	ea.	$12.50	(equal to	$6.25	per dozen)
5 case lots	ea.	14.00	"	7.00	"	25 "	ea.	12.00	"	6.00	"
10 "	ea.	13.50	"	6.75	"	50 "	ea.	11.50	"	5.75	"
15 "	ea.	13.00	"	6.50	"	100 "	ea.	11.00	"	5.50	"

These prices are net, f.o.b. Toronto, Ont. Cases contain 24 cans, not including hops, gross weight 80 lbs. You can find out from your railway agent what the freight will be and you will find the laid-down cost almost one-half the price of any other good brand. Our terms are cash, sight draft with bill of lading attached. Symo is very popular in the districts where it has been introduced and a large number of cans are sold daily throughout the United States and Canada. Sample cans $1.50 each, post paid, with hops.

WE GUARANTEE SYMO TO GIVE SATISFACTION.

Send us a trial order and stock up while our introductory price is being offered.

ORDER DIRECT OR THROUGH YOUR WHOLESALER.

HOPS—We can supply hops in short quarter-pound packages at 75c per dozen packages, f.o.b. Toronto or Montreal. We can also supply bottle caps and cappers at cost.

CANADA FOOD PRODUCTS CO. Reg'd.

273 FIFTH AVE. - MAISONNEUVE - MONTREAL

FLOWERDALE

(Registered)

—the *BULK TEA* that brings new customers



. . . . . and holds them

If you're looking for a bulk tea that will bring you new customers and keep them coming it will pay you to try FLOWERDALE TEA. Flowerdale is the result of a quarter of a century's blending experience and it possesses an unusually fine flavor.

Constant, exacting tea-cup tests maintain this flavor and high standard quality year in and year out.

Flowerdale is our big leader but we have other notable blends that will please both you and your customers. Write for samples and quotations.

R. B. HAYHOE & CO.

Importers

7 Front St. E. Toronto, Canada

EXHIBITORS

in

Pure Food Building

We are now at work on a number of booths in new building at Toronto Exhibition and can give you real service.

We Specialize

in

Display Fixtures and Alterations

Walter Davidson & Co'y.

LIMITED

186-188 Duke Street MAIN 184 MAIN 185



Safety — Service — System

The STAR System for egg handling prevents breakage—makes new friends and pleases old friends of the grocer. Saves time and money and adds at least

25% More Profit on Eggs

Write for story of grocer handling 10,000 dozen eggs annually who added a profit of $440 on his egg business—A remarkably interesting document. FREE. Mail the coupon.

Star Egg Carrier & Tray Mfg. Co.

Rochester, N.Y.

Show ME, too !

Name .....

Address .....

C. G. .....

"None Better—At Any Price"



"VITTORIA" BRAND

Genuine Imported

PURE OLIVE OIL

Makes Bigger Profits

Olive Oil has become one of the staple food products at every Canadian table, and with the resumption of importation of the genuine Lucca Oil from Italy, its sales are already mounting fast.

Our pre-war prices show a bigger margin of profits than has been possible since 1917.

12—1 gallon tins	per gallon	$3.50
24 ½ " "	" "	3.60
48—¼ " "	" "	3.75
40—⅛ " "	" "	4.25
80—1/16 " "	" "	4.75

For those who prefer it in bottles we recommend our

"VERITAS" BRAND

24—4 oz. bottles	per dozen	$2.50
24—8 oz. "	" "	5.00
12—12 oz. "	" "	6.00

Order direct or from your wholesaler

The CHARLES CICERI CO., Limited

Established 1897

Specialists in Italian Products

84-86 St. Peter Street
MONTREAL

Cooling Fruits
FOR HOT DAYS

Water Melons, Peaches, Canteloupes, Pears, Plums, Oranges, Grapefruit, Lemons and Bananas, and Canadian fruits and vegetables, as Raspberries, Cherries, Blueberries, Tomatoes, New Cabbage, Cucumbers, Beans, etc. **All fresh daily.**

Order where quality is Paramount.

Hugh Walker & Son, Ltd.
GUELPH - ONTARIO

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you. Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer

153 University Avenue

TORONTO ONT.

Upgrade--- more power!

Big business men declare things are on the upgrade again. The West has fine prospects, Ontario reports good farming outlook and better industrial conditions. Fishing and lumbering are active in the Maritime Provinces, more building and other signs indicate progress.



Put on more power for the upgrade. Go after business harder, advertise for it, and in the tea line sell

Red Rose Tea

unequalled quality, widely advertised and used.

Stocks have been going fast lately. Watch yours and write or wire us if low. Shipment the same day.

T. H. Estabrooks Co., Limited

St. John, N. B. Montreal Toronto Winnipeg Calgary



NU-JELL

"THE PERFECT JELLY POWDER"

13-DELICIOUS FLAVORS-13
WONDERFUL JELLY
SPARKLING CLEARNESS
REFINED QUALITY

Cost no more than ordinary Jelly Powder. Featured by grocers who are fit and proper judges of a first class up-to-date Jelly Powder.

Mail all Orders or Inquiries to the Makers

THE HARRY HORNE CO., LTD., Toronto (Makers of Pure Food Products)

or GIBSON-PATERSON, LTD., WINNIPEG. (Western Canada Agents.)

or COLE-KNIGHT & HORNE, 715 DRUMMOND BLDG., MONTREAL.

Wisdom in Buying Means Profit

Buy Only Those Articles Which the Public is Demanding and Your Stock Will Move Steadily and Rapidly. Result:—A Quick Return for Your Investment. In Fact—

"SALADA" Brings Profit Before Your Money is Invested

"SALADA"

"The Tea with the Largest Sales"

The summer season offers you a real opportunity to "cash in" on the big demand for—

Gosse-Millerd's
CANNED OCEAN PRODUCTS

canned

Ocean Products

A complete line of delicious canned fish—under one label.

Fancy Sockeye Salmon
Fancy Pink Salmon
Deep Sea Trout
Kippered Salmon
Hand Packed Pilchards
Fresh Herring
Kippered Herring
and Herrings in
Tomato Sauce



Order a Generous Assortment from your Wholesaler

GOSSE-MILLERD LTD., VANCOUVER, B.C.

CANADIAN GROCER

Vol. XXXVI TORONTO, JULY 14, 1922 No. 28

Wholesalers' Expenses 11.5 per Cent

Operating Costs in the Wholesale Grocery Trade in 1921 as Tabulated From Reports Submitted by Both U.S. and Canadian Firms Indicate the Above Average—Higher Expense for Credits and Collections

OPERATING costs in the wholesale grocery business, as contained in the table on this page, will be interesting to retailers. According to the statement prepared by the Bureau of Business Research, Harvard University, 344 firms have furnished statements as to their business. While the majority of them are located in United States, A. C. Pyke, Secretary of the Canadian Wholesale Grocers' Association, told a representative of Canadian Grocer that a number of wholesale firms in the Dominion submitted their statements to the Bureau and are included in this analysis. However Mr. Pyke did not think that the average cost of doing business for Canadian firms would be quite as high as the average struck by the Bureau, from the statements submitted to them, namely, 11.5 per cent.

A Decline of 30 per cent.

In reporting on the operating expenses in the wholesale grocery business in 1921, the Bureau of Business Research says:

"The reports on the cost of doing business in the wholesale grocery trade in 1921 are particularly significant in that they furnish a picture of conditions in a year of generally severe business depression, during which problems of readjustment had to be faced that had not arisen for at least fifteen years prior to this time. For two hundred and twenty-nine firms that submitted fully comparable statements for both 1920 and 1921 the aggregate volume of sales showed a decline of 30 per cent.—from $495,879,000 in 1920 to $341,912,000 in 1921. Gross profit, in percentage of net sales, was greater in 1921 than in the preceding year; in 1920 the common figure for gross profit was lower than in any previous year for which records are available. This indicates that wholesale grocers generally took their inventory losses, occasioned by the heavy drop in prices, at the end of 1920. Despite the higher percentage of gross profit in 1921, the average net loss was greater in that year than in 1920. For all the firms reporting, the average net loss in 1921 was 1.9 per cent. of net sales, as compared to a common figure of 0.5 per cent. in 1920. This increase in net loss, even though gross profit was higher, resulted from the difficulties that were encountered in readjusting expenses to the falling-off in sales and the drop in prices. The common figure for total expense in 1921 was 11.5 per cent. as compared with a common figure of 9 per cent. in 1920. Practically every firm showed a higher percentage of expense for 1921 than for the preceding year.

The rate of stock-turn was lower in 1921 than in any previous year.

Higher Credit Expense

The effects of the crisis of 1920 on credits and collections became apparent in the reports for the year 1921, rather than in the year in which the crisis occurred. According to the reports received by the Bureau, in the wholesale grocery trade credit and collection expense was substantially higher in 1921 than in the preceding year, losses from bad debts also were somewhat higher in percentage of net sales, and the ratio of accounts and notes receivable to average monthly sales was greater. At the end of 1921, 73 per cent. of the firms had accounts and notes receivable greater than their average monthly sales; at the end of 1920 only 50 per cent. showed accounts and notes receivable greater than their average monthly sales. The ratio of accounts and notes payable to average monthly purchases, on the other hand, did not show any increase in 1921. The fall in prices served to release capital through a reduction in the amount tied up in merchandise inventories so that despite the increase in the ratio of receivables to sales, it was possible for most firms to avoid an increase in their indebtedness to their creditors.

The ratio of current assets to current liabilities tended to be higher at the end of 1921 than at the end of 1920. This indicates that the wholesalers generally improved their own credit position during this year even though the length of credit that they were extending to their customers was increased.

344 Reports Are Used

The total number of reports used in the preparation of this summary was three hundred and forty-four, with an aggregate volume of sales of $487,951,000. These firms were located in forty-four states and Canada. Of these firms two hundred and fifteen were located in cities with a population of less than 50,000; forty-nine were in cities of 50,000 to 99,000 population; sixty-eight in cities with a population from 100,000 to 749,000; and twelve were located in cities with over 750,000 population.

The net sales of these three hundred and forty-four firms in 1921 ranged from $127,000 to $16,680,000. In the appended table the firms are grouped according to their volume of sales in 1921. This indicates that there were sixty-six firms, for example, each of which had sales less than $500,000. In this table a comparison also is made of the number of firms in each group for the two hundred and twenty-nine firms that submitted fully comparable statements for both 1920 and 1921. Thus, out of the two hundred and twenty-nine firms reporting for both years, twenty had sales less than $500,000 in 1920 whereas thirty-seven had sales below that figure in 1921. In determining net sales for the tabulations in this bulletin, returns and allowances to customers, prepaid freight and express collected from customers, and cash discounts taken by customers were all deducted from gross sales. The table is as follows:—

Volume of Business in 1921

Net Sales	All Firms Reporting	Firms Reporting Both Years	
	1921	1920	1921
Less than $500,000	66	20	37
$500,000--$999,000	132	56	91
$1,000,000-1,999,000	83	83	52
$2,000,000 and over	63	70	49
Total number of firms	344	229	229

Operating Expenses in 1921

The cost of doing business is indicated by total expense. In accordance with these standard definitions, total expense includes not only the outlay for such items as office supplies and postage, salaries and commissions to salesforce, insurance and taxes, but also rent for

office and warehouse whether owned or leased, a fair salary for the proprietor or partners, and interest both on borrowed capital and on the net investment in the business.

Operating expenses in the wholesale grocery business in 1921, (net sales—100 per cent.) are tabulated as follows:—

Total sales force	2.7 %	
Advertising	0.05	
Other selling	0.1	
Total selling		2.9
Wages of receiving and shipping force	1.4	
Packing cases and wrappings	0.06	
Outward Freight, Express and Cartage	0.6	
Total receiving and shipping		2.1
Executive salaries (including buying)	1.1	
Office salaries	1.0	
Office supplies and postage	0.2	
Telephone and Telegraph	0.07	
Credit and Collection	0.08	
Other buying and management	0.1	
Total buying and management		2.16
Rent	0.5	
Heat, light and power	0.07	
Taxes (except on buildings, income and profits)	0.4	
Insurance (except on buildings)	0.2	
Repairs of equipment	0.06	
Depreciation of equipment	0.2	
Total interest	1.9	
Total fixed charges and upkeep		3.3
Miscellaneous		0.3
Losses from bad debts	0.3	
Total Expense		11.5

Lowest Costs 6.5 per cent.

This table shows that the common figure for total expense was 11.5 per cent. of net sales in 1921. The lowest figure for total expense shown by any wholesale grocery firm for 1921 was 6.5 per cent. of net sales; the highest cost of doing business was 22.5 per cent. of net sales. The firm which reported this highest ratio suffered a reduction in net sales from $4,350,000 in 1920 to $1,438,000 in 1921. The rate of stock-turn of this firm fell from 7.5 times in 1920 to 3.3 times in 1921. Because of the heavy drop in sales, practically all the expenses were substantially higher in percentages of net sales for this firm in 1921 than in 1920.

As in previous years, total salesforce expense, which includes salaries, commissions, bonuses and travelling expense, was the largest single item in the cost of doing business in 1921. The common figure was 2.7 per cent. of net sales, the individual reports showing a range from a low figure of 0.9 per cent. to a high figure of 6.2 per cent. For advertising, several firms reported no expenditure. The highest figure for advertising was 1.5 per cent. of net sales in 1921. The common figure was 0.05 per cent. Other selling expense ranged from 0.01 per cent. to 1.59 per cent. with a common figure of 0.1 per cent. Wages of receiving and shipping force ranged from 0.3 per cent. to 3.4 per cent. of net sales, with a common figure of 1.4 per cent. Packing cases and wrappings ranged from 0.01 per cent. to 1.26 per cent., with a common figure of 0.06 per cent. Outward freight, express and cartage ranged from 0.01 per cent. to 3.1 per cent., with a common figure of 0.6 per cent. Executive salaries, which include the salaries of buyers because of the difficulty that has been experienced in separating buying salaries from management salaries, showed a low figure of 0.2 per cent. and a high figure of 3.4 per cent. of net sales. The common figure for this item was 1.1 per cent. Office salaries ranged from 0.3 per cent. to 3.1 per cent. with a common figure of 1.0 per cent. The lowest figure for office supplies and postage was 0.02 per cent. and the highest 0.63 per cent. with a common figure of 0.2 per cent. Telephone and telegraph ranged from 0.01 per cent. to 0.43 per cent. Credit and collection expense ranged from 0.01 per cent. to 0.59 per cent., and other buying and management from 0.01 per cent. to 1.15 per cent. of net sales.

Upkeep Expense High

Fixed charges and upkeep expense were especially high in percentage of net sales in 1921. The common figure for rent was 0.5 per cent., the individual reports showing a range from 0.12 per cent. to 2.18 per cent. For heat, light and power the lowest figure was 0.01 per cent. and the highest 0.61 per cent. Taxes, not including taxes on real estate or on income and profits, ranged from 0.01 per cent. to 1.92 per cent. Insurance, not including insurance on buildings, ranged from 0.02 per cent. to 1.26 per cent., repair of equipment from 0.01 per cent. to 0.71 per cent., depreciation of equipment from 0.01 per cent. to 0.88 per cent. of net sales.

Total interest, which includes interest both on money that is borrowed for use in the business and also interest on the net investment, ranged from 0.6 per cent. to 5.4 per cent. of net sales. This figure was checked with especial care by an examination of the financial statements submitted with the reports on the cost of doing business. The common figure for total interest was 1.9 per cent. of net sales in 1921.

Miscellaneous expense varied from 0.01 per cent. to 2.15 per cent., and losses from bad debts ranged from 0.01 per cent. to 3.75 per cent., with a common figure of 0.3 per cent.

Sugar Market Continues Strong With Another Advance of 25 Cents This Week

Two Refineries, Atlantic and St. Lawrence Withdraw From Canadian Market Owing to Heavy Demands for Export—Other Refiners Quote $7.25 Per Cwt. Montreal Basis

MONTREAL (Special).—This week opened with a very strong market in sugar. In New York, American and National refineries have withdrawn, while others are quoting $6.50 and $6.60 seaboard basis. Canadian refineries, Redpath and Acadia, have advanced their prices 25 cents, making the Montreal quotation $7.25. Atlantic prices were withdrawn last week, and St. Lawrence refinery withdrew theirs this week. In the raw market Cubas are now quoted at 3½c. c. & f. New York, at which price 27,000 bags were sold to the Federal Refinery for first of August shipment, 20,000 bags to the National Refinery for August delivery. Canadian refineries have bought 20,000 bags for July loading at 3.30c. f.o.b. Cuba, while some holders are asking 3.35c., at which figure some 25,000 bags were sold to operators. Six Centrals are closed now, with only fourteen operating.

Shipments to July 1

Weather is reported favorable and shipments continue to be very heavy. Up to July 1 shipments of new sugar were 2,377,510 tons, of which 362,011 tons were destined to United States Atlantic ports, the balance principally to Europe, some to the Orient and some to Canada.

Filling Back Orders

One of the officials of the St. Lawrence Sugar Refineries said to a Canadian Grocer representative, "We are so far behind in filling our export contracts that we find it necessary to temporarily turn all our attention towards meeting our obligations abroad." Still the price here continues to advance. There is no shortage of sugar locally, nor is there any indication that there will be. Wholesalers are well supplied and many retailers have fairly large reserve stocks on hand, which were bought when the market was at its low point.

Proof of the improvement in the sugar refining industry in Canada is given in the statement on production of the last six months, made by the Atlantic Sugar Refineries. The company has been working to full capacity for the past six months and with the improvement in the price of sugar is finding an improved outlook. From January 1 to June 30 of this year, the Atlantic Company has sold as much sugar as they did in the twelve months of 1921 and twice as much as they did in the corresponding six months of 1920. The average output in the period under review has been more than 1,200,000 pounds per day and so far they are continuing at that rate.

Adjusted Freight Rates Help

The recent changes in railroad rates by the Railway Commission restoring the arbitrary rates from St. John and Halifax to Port Arthur and points west will help the sugar refiners in the Maritime Provinces in meeting competition in the west. The traffic in sugar, however, at the present time does not appear to be going westward.

Park Policeman: "A policeman died, and I am taking up a collection to bury him. Will you give a dollar?"

Jones: "A dollar to bury a policeman?"

Park Policeman: "Yes."

Jones: "Here's ten dollars; bury ten of them."

Is Worse Than Chain Competition

Problem of the Independent Grocer Giving Service of Credit and Delivery Who "Cuts" to Meet the Cash and Carry Stores is More Difficult Than the Chains, Says This Merchant

Eighth Article of Series on Chain Stores

"IT ISN'T the competition of the chains that is so much to be feared, as it is the competition of the man who is giving the service of credit and delivery, and at the same time is cutting prices to meet the cash and carry stores." That is the way an independent grocer expressed himself the other day, when asked how he was meeting the competition of the chains.

Loses the Transient

"We are doing a regular credit and delivery trade here," he continued, "but do not think that our family trade has been affected to any great extent by the coming into the town of the cash and carry stores. However we find that we do not get the same amount of transient and catch trade, since these cash stores opened. We are trying to overcome this by making a feature of certain lines of goods in window displays from time to time, using the windows constantly to attract people into the store. We believe we will be able to do a great deal in this way to get back the occasional customer that is now going to the 'chains.'

"We have not cut prices to meet the lower quotations on certain commodities, as offered by the cash grocers, and we do not intend to do so. The independent grocer who is giving credit, and delivering his goods, and at the same time is trying to meet the easier prices is bringing about his own ruin, and also making it difficult for the other fellow who gives the same service but who feels he should be paid for it. Such competition provides a much worse problem than does that of the out and out cash and carry stores."

Must Buy Carefully

"The independent grocer must be a very careful buyer in these times. The chains have been able to take advantage of special buying, because of purchases in large quantities. Independents have not been able to do this to the same extent. Consequently I think we should be very careful in buying, getting the best possible prices wherever they can be obtained. During a period of unsettled business conditions, bargains have been offered by some firms, who have wanted money right away, and grocers who desired to buy in large quantities could get special inducements. With business becoming more stabilized all the time, the number of such opportunities will not be as great, and advantages will be more or less equalized to all grocers.

Will Not Cut Prices

"We have not cut prices. Our store is conducted on a policy of service and quality goods. We have built up a reputation for handling only the best merchandise that can be bought, and the class of people who are regular customers in this store are largely persons who are not attracted by the offer of one or two staple lines at a little lower price than their regular grocer, but rather prefer to have their grocery supplies delivered, knowing that they are getting first-class quality. I believe there will always be a class of people who will demand service and quality, and the independent grocer, providing this, will have nothing to fear from the competition of cash and carry prices."

Getting Mail Order Business

Another merchant in this town declared that the cash and carry merchants were now getting the business that heretofore went to the mail order houses. "As we are situated in this town," he remarked, "we are close to two cities, and we have always had the competition of big stores in these places. People who used to shop in the city and through the mails are now buying from the chains."

This grocer claimed that he had been able to meet the prices of the cash and carry stores, and the way he had done it, was through a few of the grocers in the town clubbing together to buy certain staple lines. One merchant for instance would buy a carload of one line, and on receipt of the same would distribute it to other grocers who were sharing in it. "In this way we are able to buy at as low a price as the cash fellow," this grocer added. "He has to pay that cost of distributing to his several stores, has to have a truck to do it with, and consequently has overhead charges in a way perhaps that we haven't.

"Our turnover has not been seriously affected by the inroads of the chains. Our trade at the present time is showing good increase, and we do not feel that the presence of two chain and cash and carry stores in the town is hurting our trade in any pronounced material way."

Dried Apricot Tonnage Will Likely Be Less Than Last Season

While Crop is Heavier High Prices Are Being Paid By Canners and Green Fruit Shippers—A Small Portion of Dried Fruit Sold at 17½ to 27½c

SAN JOSE, CAL. — (Special)— Though the California apricot crop will be slightly larger than the one grown last year, the dried apricot tonnage during the coming season will probably be less, according to a statement issued by the California Prune and Apricot Growers' Association. Last year's dried tonnage of California apricots amounted to about 25,000,000 pounds.

The high prices being paid by the canners and green fruit shippers for this year's crop apricots is responsible fo the small tonnage of dried fruit which is expected, according to the growers' association. A heat wave during the height of the ripening season, however, would result in a much larger production of dried apricots than is now estimated, as hot weather would ripen the fruit so rapidly that it would be impossible for the canners to handle the fruit and would result in the growers drying their apricots.

Exceptionally high prices are being paid for future dried apricots owing to the prospects of a small production, according to H. G. Coykendall, general manager of the association.

The California Prune and Apricot Growers' Association, has temporarily withdrawn from the market, after selling a small proportion of the San Joaquin dried apricots which are first to be packed. Opening prices at which the association sold these apricots range from 17½ cents to 27½ cents per pound.

AN AUTO IN CANADA FOR EVERY 19 PEOPLE

Ottawa, Ont.—Canada's registration of motor vehicles for 1921 shows an increase of more than 50,000 over the previous year, according to official figures issued by the highways branch of the department of railways and canals. Last year there were 463,484 motor vehicles registered in the Dominion as against 415,268 the previous year. Total revenues from registration were $7,669,493.

On the 1921 census of 8,782,422 persons in the Dominion, there was one motor vehicle for every 19 persons in Canada.

The business men of Mimico are planning the organization of an association at an early date.

Customer is Master, Salesman is Servant

Studying the Art of Salesmanship is Interesting and Profitable —Things a Man Should Know to Make a Good Salesman— Fine Points of Selling Have Been Frequently Neglected

ANY MAN who will, may become a good salesman. This is true, but it is not an easy thing to become a good salesman. Just how to make known what good salesmanship is would be a heavy task, but it may be taken for granted that a good salesman is among the "top-notchers."

Salesmanship is a profession. It can be learned just about as easily as law, medicine or any of the other professions, and it cannot be learned any easier. Like any other profession, it requires persistent and arduous application to master it, and to keep posted in its newest phases and developments.

These men are paid to be agreeable and polite; to dress in a manner befitting the establishment; to make friends for the store by their affability. The wares, or the prices placed upon them are expected to effect the sales.

Educated in Smaller Shops

On the other hand, many of the so-called salesmen are getting their education in the smaller shops under men who have no inclination or ability to instruct properly the apprentices under them.

The man who wants to become a good salesman must do so by his own efforts. If he is ambitious and willing to give the time to the study he may succeed in spite of all things that combine against his success. It all depends upon his own endeavors.

There are three things a man must know before he can become a good salesman. These are: Himself, his wares and his customers.

First of all, he must study himself. Very few men know themselves although most men think they do. They do not.

To become a successful salesman a man must be able to govern his thoughts and control his actions. He must have a good impression on his customer and he cannot do this if in any way his actions create in the mind of his customer the slightest degree of antagonism.

He must study his appearance and make it pleasing. He must study the very expressions of his face. He must be able to assume all the appearance of surprise, pain, joy, sympathy, respect and a host of other emotions.

He must be able to concentrate his thoughts upon the thing in hand. He must be able at will to exclude all other thoughts from his mind. If his thoughts are allowed to dwell upon outside subjects his magnetic force is divided and becomes greatly lessened in power if not negative in effect.

He must cultivate good taste and judgment. Good taste more especially in respect to his personal appearance and dress. A careworn face or one showing signs of dissipation has a marked negative effect upon his customers. So also has the appearance of lack of taste in his dress.

Personal Attributes

The pleasing man will have a cheerful countenance, a clear eye, a clean-shaven, well-groomed face and a neatness in dress that will at once place him, in the customer's opinion at least, among that class of men in whose company cultivated persons like to be seen.

He must cultivate good judgment in the choice of friends. Our likes and dislikes, if allowed to rule us without restraint, are sometimes prone to work evil for us. A salesman should never condescend to lower himself in his own estimation in choosing companions of a lower order of morality, culture or refinement. If he does he will eventually lower himself to their level in the sight of others, if not in reality.

Salesmanship is a profession and requires persistent study.

"Order Takers" must now train themselves in salesmanship in order to make progress.

Some of the necessary personal attributes.

Study wares, line up sales arguments and learn to present them in the most forceful manner.

The salesman must cultivate his voice. He must be able to modulate his tones to harmonize with his thoughts and with the feelings of his customers.

He must study correct modes of speech. He must study to put his thoughts into pleasing sentences. He must study to make his sentences produce logical arguments.

He must recognize the fact that he is the servant and that the customer is the master. He is at all times open to all sorts of senseless abuse, suspicion and discomfort at the hands of the public. He must learn to sink his feelings behind a stoical exterior and smile as pleasantly as if nothing had occurred to disturb his equanimity. It is in these situations that tactful control of himself will win a reward in the end.

The second proposition is important. He must study his wares. It is only the man who knows what he is selling that can reach above the average in sales.

The street vendor and itinerant peddler is usually a salesman of considerable ability. This is due in some measure to a knowledge of his wares. He knows the good points of the article he has for sale. He has learned by constant contact how to present these good points and to keep them to the front, to present them in such a way that they overshadow all the weak points.

Many men behind the counters not only fail to recognize the good points in the goods they have to sell, but see looming up largely before their mind the weaker points. A well-balanced mind would not allow this state of affairs.

Must Know His Customers

Lastly the salesman must know his customers. This is an easy task after he has mastered the story of himself. We are all human. All have, more or less, the same emotions and the same method of expressing them.

Psychological experts can read the human mind like an "open book," because they have learned to read the expressions of the face, the effects of the emotions on the face and physical form of man. The salesman must make almost as exhaustive a study of his customers as the professor of psychology does of mankind.

The art of control, which is recommended to the salesman, is practised by so few that he will have a chance to read the public with little effort. Once he knows the feelings of a customer towards his goods and himself he is in possession of the means of securing sales.

All this may seem formidable to the unpractised salesman, but rest assured that once this study is undertaken it will be continued for the fascinating disclosures that are being made every day. The study is both profitable and pleasing.

SPECIAL TRADE COURSE FOR EXPORT MANAGERS

Ottawa, July 10.—As a step in the development of Canada's trade, the department of trade and commerce has arranged with the universities of Toronto and McGill to give a special course for export managers. The course at Toronto is scheduled to begin on January 15, 1923, and will continue for two weeks, while that at McGill will commence on January 29. The lecturers will be provided by the department of trade and commerce. The course will cover such subjects as international trade, foreign tariffs, selling methods abroad, economic geography, trade cycles and currents. Instruction and demonstration will be given in documentation and packing.

Sale of Biscuits Heavy in This Store

T. A. Clayton, Grocer at Centre Island, Toronto, Finds Biscuits Constitute One of His Best Selling Lines in the Summer Months —What Summer Residents at Toronto's Popular Resort Buy in Hot Months

"BISCUITS constitute one of the biggest sellers we have," T. A. Clayton, grocer on Manitou Road, Centre Island, Toronto, remarked the other day, when discussing summer business with a representative of Canadian Grocer. Mr. Clayton's store of course is solely a summer proposition. Centre Island is the summer residence of hundreds of Toronto people, who move across the bay early in the season and stay until late in the Autumn, going to and from business in the city every day. Mr. Clayton serves a large population. While many families live on this Island, it might be truly said that it is largely inhabited by business men and women, bachelors and bachelor girls who have small apartments and who are doing their own housekeeping. These people constitute a great buying public, and while they purchase in small quantities they are constant and regular customers.



Illustrating the store front of T. A. Clayton's store on Centre Island, Toronto Large quantities of fruits and vegetables are sold here every day.

30 Tins in Less Than a Week

"Biscuits are certainly a line that a trade such as this goes heavy on," Mr. Clayton continued. "Last Friday we got thirty tins of those biscuits, each tin running anywhere from five to ten pounds," he added, as he pointed to a row of tins, thus indicating the manufacturer. "They are all gone to-day (the following Thursday), and we just received thirty more tins a few minutes ago. We sell over four hundred dollars' worth of biscuits a month. Our customers are buying them all the time and we are continually ordering fresh supplies. From our standpoint they show a nice profit, and are easily handled.

"Naturally in a place such as this people are not buying large quantities of anything but they are buying often. We make a point of selling those lines that are particularly desired by a summer population. These include canned goods of all kinds, soups, fruits, vegetables, jams and marmalade. There is a marmalade," he remarked, taking a jar on the counter in his hand, "that is a big seller here. We got ten cases of it in the other day, and a big portion of it has already gone. We have sold more of it this season than any other. We also have the first shipment of this season's strawberry jam, put up by the same firm that makes this marmalade. We are pushing the sale of these lines for the reason that we have found that our customers who first tried them were so well pleased that we have continued to recommend them. We think they represent first-class quality, and we do not hesitate to suggest them with the result that there is an increasing demand."

Fresh fruits and vegetables loom large in the weekly turnover in Clayton's store, and a good deal of care is taken to give only the best. These lines are well displayed at the front. "Last week-end we sold more than thirty cases of tomatoes alone, to say nothing of all the other vegetables and fruits that were disposed of."

One side of the Clayton store is devoted to the sale of fresh meats. The grocery section really grew out of the butcher business that was the first to be established. Mr. Clayton for some years conducted a butcher trade in Toronto, but finding it impossible to manage the two satisfactorily sold his store in the city, and now devotes all his attention to his island trade. Adding groceries a few years ago, he finds that the sale of groceries and meats works so well together, the combination is decidedly worth while. One helps to sell the other and people appreciate the fact of being able to buy all supplies at the one place. Over 600 tons of ice were put in storage last winter, and many residents buy their supply at this store.

Mr. Clayton serves not only people at Centre Island, but the two adjoining summer colonies, known as Hanlan's and Ward's, are to a great extent supplied from this store. Order takers go out every morning soliciting, different days being allotted to the various sections. Goods are delivered at certain times, and people place their orders accordingly.

"The meat department certainly has built the grocery trade," Mr. Clayton remarked. "The latter now is on a big scale, and I think is equally as good as the meats. We turn over large quantities of meats however. Cooked meats of course are much in demand. Many sales are made in less than pound lots, but we cut up on an average from three to five hams every day, in addition to tongues and other cooked varieties." Sales of bacon too are heavy. Mr. Clayton has a glass enclosed counter for displaying meats, and when people are waiting to be served, and it seems that there is always a "rush" in this store, they have an opportunity to look about for suggestions, to help them in their purchases. A meat slicer stands convenient to the counter. Speaking of it, Mr. Clayton remarked that it was absolutely essential in his business as he could not handle the heavy volume of trade fast enough without it.

Good Equipment Helps

Equipment of a kind to facilitate service and provide for the proper protection of stock, at the same time displaying goods well, is everywhere to be found. Pivoted bins, silent salesmen, glass enclosed counter for meats, scales conveniently situated for quick access, are all to be found in this store.

Should Have Charged Double

Smart and glib of speech, he had found the townspeople of Little Litville very simple folk and easy game.

He had obtained credit right and left, and then he had gently flown away without disturbing the dust or the pile of unpaid bills in his lodgings.

"By gosh!" muttered Wilkins, the grocer, who was hard hit by the defaulter. "If I'd known he didn't intend paying, I'd have charged him double, I would!"

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

Vol. XXXVI JULY 14, 1922 No. 28

Crop Outlook Favorable

A HOPEFUL outlook on the crop situation in Western Canada is broadcasted in the third crop report of the Manitoba Free Press published in Winnipeg in its July 4 issue. In a detailed statement covering the three Prairie Provinces the report reviews the three weeks that have passed since the last analysis on June 13. There has been some damage and deterioration during this time from drought, insects or hail, but it is pointed out that the total damage does not appear large or serious, and judging from conditions as most thoroughly covered in this report, Western Canada is promised more than an average crop, the outlook on the whole being much brighter than a year ago.

In Manitoba, wheat may be said to be 90 per cent. in the shot blade and 50 per cent. in head. There appears to be sufficient moisture for the time being and no damage from drought is reported. Some harm has been done by hail, but there has been no frost damage since the last report. However, indications are on the whole excellent and the people are optimistic. In Saskatchewan the crops are a week or ten days later than in Manitoba. Wheat is reported about 60 per cent. in shot blade, with very little actually in head. Alberta has not made the favorable progress that was expected, but present conditions, with no further drawbacks, give promise of average crops.

With the likelihood of a fairly bountiful harvest in Western Canada, the general effect of it will be to stimulate trade, bringing about a return of prosperity to the West, and re-establishing business on an altogether better and more stable basis than ever before.

Getting the Customer's View Point

PUTTING yourself in the customer's place is a thing that a merchant or a clerk can very often do with a good deal of advantage to himself. Getting the customer's viewpoint will help one to increase service to the customer, and will result in cementing more closely the proper relationship that should exist between merchant and customer.

Realizing that he is the servant and the customer is the master of the situation, the merchant must be prepared to hear criticism and perhaps complaints, in a patient manner, and at times be open to a certain amount of senseless abuse, suspicion and discomfort at the hands of the public. He must learn to sink his feelings behind a stoical exterior and smile as pleasantly as if nothing had occurred to disturb his equanimity. A tactful control will win its own reward.

The merchant or clerk who makes a study of his customers will be greatly assisted in his salesmanship. At once he knows the particular likes and dislikes of his buying public, that is, of his individual customers, his selling will be made very much easier. Knowing his goods and knowing his customers, the salesman is well equipped to put across sales.

In an article to be found on another page in this issue the art of salesmanship is discussed in an interesting way, and is worthy of the attention of the readers of this paper.

Licenses for Cheque Tax

MERCHANTS and business people generally will be interested in the circular that has been issued by the Department of Customs and Excise at Ottawa, relative to the increased stamp tax that comes into force on August the first. As amended on June 12, and previously referred to in these pages the stamp tax on cheques is now two cents for every unit of $50 up to $5,000, making the maximum tax $2.

According to the circular, embossed cheques will be issued to licensees subject to certain conditions. A licensee, for instance, will be required to keep an account in which shall be entered at the time each cheque is drawn particulars of the cheque, showing the serial number, the date of issue, the amount and sum due as excise tax thereon. A separate account, it is pointed out, should be kept for each bank or branch of a bank on which the licensee draws cheques. On or before the fifth day of each month the licensee must forward to the government the amount of the tax on all cheques for the preceding month. Embossed cheques cannot be cashed if drawn by other than the licensee.

The idea of the government appears to be that of convenience for merchants and business concerns. By the issuance of licenses people writing a large number of cheques in the conduct of their business will be saved the bother of affixing stamps to each one. Keeping monthly account of the amount expended in cheque taxes, and paying it at a fixed date each month, adherence to the stamp tax law will be greatly facilitated.

Nothing is said of any compulsion on the part of individuals to take out these licenses, and it would seem that doing so is entirely optional. According to a banking authority it is merely to make it easier for the large user of cheques, to carry out the new regulation. Retailers using a considerable number of cheques in the course of a month, it would seem, would be benefited by the license system. In this way they would know definitely their expense in this regard and be able to figure it accurately in the cost of doing business.

Editorials in Brief

Put speed into the slow sellers via your windows and display tables.

Little attentions to little children produce big profits in time.

The cheapest thing the salespeople of the store can offer customers is courtesy, and it is the best also.

The grocer who has added ice cream to the lines he carries is reaping the benefit these days in extra profits. Increasingly large is the number of retail grocers who are finding ice cream a profitable sideline.

The merchant who is watching his stock carefully from month to month will not be forced to have special sales at "cut" prices in order to get rid of dead stuff. Slow moving lines should not be allowed to accumulate but special selling effort should be directed to their turnover.

Should Branch Store Pay This Expense?

Ontario Merchant Operating a Main Store With Branches Brings Up Interesting Question—What Percentage Should Be Charged a Branch Store for Goods and Service from the Main One

By HENRY JOHNSON, Jr.

MY PRESENT correspondent's letter is self-explanatory:

Ontario, May 30, 1922.

Dear Mr. Johnson:—We have been much interested in your articles in the Canadian Grocer and greatly appreciate your common-sense handling of the many financial problems that retail merchants have to contend with. We know of no better way of expressing our appreciation than by laying before you a fresh supply of such problems. So we enclose a few items containing points on which we would be glad to have your opinions.

P. S. Now that we have written them we seem to have a rather long list, but possibly they can be divided up and dealt with in different issues if we are taking up too much space for treatment in one issue.

Yours————

Inasmuch as the questions attached to my friend's letter run into such detail that I have divided them into six major subdivisions, each covering a distinct question, my readers may be prepared to read attempted solutions for at least three numbers. But the stuff is good, so here goes:

We have a branch store about six miles from the main store. Stock there is largely supplied from main store, though some groceries are shipped there direct. In case of direct shipments, branch pays freight but we pay invoices. Goods supplied by main store to branch are charged at invoice price, plus six per cent. which we add to cost of all goods when marking them: 1½ per cent. to cover sales tax and 4½ per cent. allowed for freight charges. We charge branch with goods delivered direct at invoice price, goods from main store at invoice price, as stated, and credit it with cash remitted to us. Is this a fair deal to main store? All goods in question are brought to main store from depot on our truck, checked in and marked and, when needed by branch, they are again handled by our staff, invoiced to branch and delivered by truck. This service brings no revenue to main store, except, of course, the net gain from branch at end of year's business. What percentage should we charge the branch for this service, on goods from main store, or what proportion of cost of truck and driver's wages should be charged?

Nobody Gets Anything for Nothing

The answer looks rather simple. Nobody anywhere gets anything for nothing. Even if he does not pay directly himself, somebody must pay. Two plus two makes four. Therefore the work done as described is paid for. Wages are paid, truck expense is paid, all time and material expenditure is paid. It must come back from the branch in money or it stands as a loss to parent store. There is no other way out!

If that is conceded as logical, the only question is: How much? That question should not be so hard to determine, it seems to me. If this arrangement has been in vogue for any considerable time, it should be fairly easy to ascertain what the cost of the six mile trip to and from the branch actually is, counting driver's time and incidental expenses, figuring mileage against the truck, plus time taken marking and checking goods in and handling them out. All this figured against the value of goods delivered will yield the percentage of cost of all this service.

If things are faced out this way—and I can see no other proper or logical course—we may run against some serious figures. Here is the main store performing for the branch the function of a grocery jobber in relation to a considerable proportion of its requirements—just what proportion not being stated. As concerns that proportion, therefore, it is proper to calculate expenses on the wholesale grocer's basis, at least. Probably it would be correct to calculate more, because here the main store has only one wholesale customer, distant six miles, to whom it supplies only a portion of its goods. Deliveries cannot be made to others along the route so cost of delivery cannot be spread over many. Probably there is often only a partial load—and that makes things extra expensive.

According to Harvard's researches, it cost jobbers an average of 9.5 per cent. in 1916 and 9.1 per cent. in 1919. The lower figure undoubtedly is accounted for by the peak values which prevailed in 1919, for actual money outlay for expenses was surely much greater then than in 1916. The extreme figure in 1917 was 14.71 per cent. and, in 1919, that was 13.74 per cent., apparently substantiating my deduction.

What Does the Service Cost?

Consider all the circumstances above detailed and I think you will agree that probably the cost of that service rendered to the branch store is fully 10 per cent. of the value of the goods handled to it. I feel rather sure that close investigation will reveal a higher cost. It occurs to me that this service must be rendered in addition to the jobbers' service—for most of the supplies for the main store must first come from a jobber—so here is a duplication of expense without a corresponding benefit, therefore plain waste.

It is a ticklish business to handle a branch store. The handling must be thought out along logical lines, for it is very easy to run up expenses that have not been foreseen—"little things" that are not supposed to "count." Then some day we face an aggregate of services, such as we have in this case, which pile up a prohibitive burden. It seems to stand to reason that the branch cannot stagger under an additional expense of 10 per cent. on any portion of its goods—yet the main store cannot render this service free.

The way out, it seems to me, is to keep the two establishments as separate as if they were individually owned, except only as to such benefits as may readily accrue from unified management and buying power—although this last is a factor too often much overrated. If there be some special items which it is not feasible or desirable to carry regularly in both places, for which there is a limited yet important demand, small lots thereof can be sent by mail to the branch.

But if I have not correctly appraised this situation, I shall be glad to have further light and try again to solve the question.

Accounting Problems on Unprofitable Goods

We keep the following books: Purchase book, cash book, bill book, journal and ledger. In our merchandise sales we enter as sales the goods turned over at cost to the branch store. Should these items handled and delivered at cost be included in our annual turnover? Handling these goods at cost materially lessens our percentage of profit on the whole, and also lessens the percentage of expenses on sales.

That seems to be the only logical method. You handle the goods. You pay for the handling. You get no profit on them. Those are the facts, and the primary function of accounting is to reveal facts. If accounting reveals facts which are unpleasant and which operate to our disadvantage it has performed the most valuable possible service. Then we are prepared by accurate knowledge to devise remedies. There is never any nourishment in blinking facts.

Is annual turnover estimated on purchases or sales, and how should

(Continued on page 33)

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Quebec

A. Johnson, broker and manufacturers' agent, Montreal, was in Toronto this week on a business trip.

W. H. Dunn, president of W. H. Dunn Co. Ltd., Montreal returned this week from a business trip through Western Ontario and the Maritime Provinces.

Angus McIntosh, representing Wagstaffe's Ltd., of Hamilton, Ont., in the province of Quebec, has granted the selling agency for Montreal city to Hudon Hebert Co. Ltd., wholesale grocers.

Bonsecour Market, Montreal, has been so overcrowded in the last week by the many farmers and dealers who come there to offer their produce that an over-flow to Champ de Mars has been necessary. Now part of the fruit and vegetable array is located behind the court house on the opposite side of the street.

R. C. Blackburn and Co., manufacturers' agents, Toronto, have been appointed sales agents in Ontario for lines controlled by A. Johnson of Montreal including Sultana and Eleme raisins and figs from Fils de Ath. Floros and Co., Vourla, Smyrna, sardines from Idun Sardine Co., Stavanger, Norway, and olive oil from Ditta de Carlifu A, Porto Maurizio, Italy.

Ontario

The grocers and butchers of Kingston are planning to hold a picnic on the fair grounds on Wednesday, August 16.

S. H. Moore, of S. H. Moore and Co., manufacturers' agents, Toronto, was on a business trip to Eastern Ontario this week as far as Ottawa.

The Riverdale Ratepayers' Association, Toronto, is planning to hold a picnic in Greenwood Park at an early date. One of the matters that will be discussed on this occasion will be the formation of a business men's association.

Captain Burke, for many years proprietor of a general store at Huntsville, passed away very suddenly there last week. He had been a resident of Huntsville for forty years, and was at one time associated with the Navigation Company. He is survived by a widow and one son.

The death occurred in Toronto last week of John Thackray, who for many years conducted a grocery store at Parliament and Wellesley Streets, in that city. He was 73 years of age. The late Mr. Thackray was also one of the first subscribers to Canadian Grocer. He is survived by three daughters and two sons.

Henry R. McKenzie, formerly general manager for the Cudahy Packing Co. of Canada and latterly managing director of the Dominion Chocolate Co., has joined the staff of Harold F. Ritchie and Co., and is in charge of sales of their chocolate departments. The latter company control the sales of the products of the Lorraine Chocolate Corporation in which they are shareholders.

Will Likely Appeal Judgment in the Wholesalers' Case

Toronto July 12.—It is understood that the judgment of Mr. Justice Orde, in the wholesale grocers' case rendered a fortnight ago, will be appealed. Canadian Grocer is creditably informed that in all probability an appeal will be entered. The fact that the court holidays are in progress during July and August extends the time in which to make the appeal. Where ordnarily an appeal would have to be entered within fourteen days the expiration coming in the holiday period means that it is not necessary to enter it before September.

As announced in these pages in June 30 issue, Mr. Justice Orde ruled that the Attorney-General had no power to institute a civil action against the wholesale grocers and certain manufacturers, alleging an unlawful trade combination.

Delivery Boys Can Often Sell Goods As They Deliver

Montreal.—A local retail grocer has a plan by which he makes his delivery boys advertise his business and a few particular lines. It is a good plan and helps build sales, particularly of fresh fruit and vegetables that are perishable lines and have to be moved quickly.

This grocer coaches his delivery boys every day on advertising a certain line which the store wishes to push. Then when through the day the boy delivers some parcels to a house he simply says, "We have some splendid strawberries in to-day. The price is 18 cents a box. If you would like some I will bring them to you on the next delivery, or he may use the same sales talk to sell cucumbers, tomatoes, cherries or what not.

The advertising, coming as it does from the delivery boy carries a particular selling force, for it is quite unexpected. The customer is more impressed on hearing the merits of the goods from this quarter than if it came from the grocer himself or his clerks, whom she expects to laud the offerings. In this way additional sales may be easily made by one who is not counted on the sales force of the store.

This idea has worked out splendidly for this grocer. He has made many extra sales, partcularly of strawberries, but he does not limit the delivery man's advertising to strawberries. Another idea is to instruct the delivery man to ask each customer to whom he delivers goods if there is anything else required, at the same time stressing the fact that it is no trouble to make another delivery later. This too will bring extra business for often a customer thinks of something she has neglected to order. If this item is left over till another time it may be forgotten or go to another merchant.

Pure Food Building At Ottawa Fair Is Being Improved

Ottawa, July 10.—More than $9,000 is being expended this summer in repairing and improving the Pure Food Building, Lansdowne Park, the Retail Grocers' Association was informed by A. S. Moreland at its regular meeting the other evening. Mr. Moreland stated that most of the booth space in the building had already been sold out.

The petition being circulated among grocers of the city advocating closing stores on Wednesday afternoons during June, July and August is meeting with a ready response. When 75 per cent. of the grocers have signed the petition the matter will be placed before city council seeking to make closing compulsory.

Representatives from Sandy Hill district said last night that they would close, by-law or no by-law.

A report on the annual convention at Niagara Falls on June 14 was made by Alex. Phillips. Those present at the meeting were: A. E. Kelly, chairman; D. Bell, J. C. Allan, T. A. C. Kennedy, Alex. Phillips, A. S. Moreland. T. W. Collins, B. G. Crabtree, J. A. Walsh, and J. C. Campbell.

Ontario

J. K. McLauchlan, manufacturers' agent on King St. West, Toronto, has recently had a new siding put in from the C. P. R. tracks to his warehouse. Formerly the tracks did not run close enough to the building to permit one handling.

Government Will Issue Embossed Cheques To Persons Taking Out Licenses

In Connection With Increased Stamp Tax on Cheques Which Comes Into Effect on August First, the Government Issues Important Circular, Relative to Applications for Licenses

OTTAWA, July 12. (Special).—Valuable information regarding the operation and enforcement of the stamp tax, which becomes effective on August 1, this year, is contained in a circular just issued by the Department of Customs and Excise to the collectors of that department.

"It is proposed to levy two cents per unit of $50. The tax as amended on June 12 provides for a graduated tax up to $5,000, which would mean a tax of $2. That will be the maximum tax. The large proportion of the cheques of the country are $50 or less, and this will remain as at present at two cents."

Securing a License

The circular issued under the direction of George W. Taylor, Assistant Commissioner of Customs and Excise, relates to the application for a license: "There shall be forwarded with the application for a license a requisition (Form E., 159) for the numbers of the embossed cheques required by the licensee, together with a certified cheque, by way of deposit, payable to the Receiver-General for an amount equivalent to the estimated tax as per assertions 1 (A) and 1 (C) on application for license plus 25 per cent. The commissioner may at any time require a larger deposit."

Cheques will be embossed and issued to a licensee subject to certain conditions most of which are as follows: "A licensee shall keep an account in which shall be entered at the time each cheque is drawn particulars of the cheque, showing the serial number, the date of issue, the amount and the sum due as excise tax thereon. A separate account shall be kept for each bank or branch of a bank on which the licensee draws cheques. On or before the fifth day of each month the licensee shall forward through the Collector of Customs and Excise at the port through which the license was obtained to the commissioner the account or accounts, as the case may be, for the preceding month, verified by the statutory declaration of the licensee, and accompanied by a certified cheque, payable to the Receiver-General, for the total sum of tax shown as accrued by said account or accounts; and all bank statements of cheques debited to the licensee's account and all relevant books of account of the licensee shall be open to inspection and audit, for the purpose of these regulations, by officers of the Department of Customs and Excise, and such audit shall be made by officers of the department at such times as are deemed necessary.

"Each embossed cheque shall have printed or lithographed on it, in a prominent manner, the name of the licensee, the number of the license and the name of the bank on which the cheque is to be drawn; and no person other than the licensee whose name is so printed or lithographed shall draw such cheque, and no bank shall pay an embossed cheque drawn by any person other than the licensee whose name is so printed or lithographed, or on which the license number does not appear.

"In the event of a licensee abandoning his license, there may be repaid to him the amount of his deposit in excess of the amount payable in respect of the stamp tax on all embossed cheques issued by him, less the cost of embossing and transportation of that portion of unused cheques remaining on hand, and the unused cheques must be returned to the commissioner. If a license is cancelled for a violation of any of the provisions of the Special War Revenue Act and amendments, or of these regulations, or for any other reason, no portion of the deposit will be repaid to the licensee, and he shall be liable for any further amount payable by him in respect of stamp tax on embossed cheques which he has issued, and he shall return to the commissioner all un-issued embossed cheques.

Forwarding Blank Cheques

"The blank cheques must be forwarded to the American Bank Note Company, Ottawa, who must be advised by the shipper as to the quantity and description of blank cheques in the consignment, the outer covering of the parcel being also marked to indicate the name and address of the shipper. Packages the gross weight of which exceeds 90 pounds, if shipped from Montreal; 60 pounds if shipped from Toronto, or 40 pounds if shipped from Winnipeg, must be forwarded by freight. Under these weights shipment must be made by express. From each of the three places mentioned the parcels are to be forwarded by Canadian Government Railways or Canadian National Express (as the case may be), charges collect."

In this connection it is pointed out that there will be no expense to the licensee for the embossing itself, provided all the conditions stipulated in the circular are complied with.

Clause 24 refers to the conditions of refund: "Refund of excise tax may be allowed on embossed cheques returned to the department, when it is established to the satisfaction of the commissioner that the cheques, although drawn, were for some valid reason never negotiated, but on which the excise tax has been paid. Minimum amount of tax for which a refund will be allowed under this section shall be $5."

Letters To The Editor

"THE PARTICULAR GROCER"

Victoria, B.C. July 3, 1922

The Canadian Grocer, Toronto.

Dear Sir:

I am paying a visit to the above city and during my wanderings around I came across a good grocery concern. He advertised himself as a particular grocer, which I thought was a good stunt. The words were combined with his name. I thought it was one of the best ads. I had seen. It was painted in one line on his window as follows:—

"James Adam, Particular Grocer."

What do you think of this?

Yours truly,

E. Warren, Manager.

Point du Bois Supply Co.,

Point du Bois, Man.

WESTERN NEWS

M. Wood of Tees & Persse, Winnipeg, is spending his vacation at Gimli.

Donaldson Phillips Agencies Ltd., Vancouver, B. C., have recently moved to larger premises at 320 Richards Street.

C. W. Duncan of C. Duncan & Son, manufacturers' agents, Winnipeg, has returned from a business trip throughout the West where he has been calling on the wholesale trade.

APRICOT CROP WORTH $4,000,000

More than $4,000,000 will have been returned to California apricot growers for their 1921 crop of dried apricots when final payments to the growers are completed by the California Prune & Apricot Growers' Association. The prices paid during the past season ranged from 11/1-3c. to 23½c., according to size and quality. The average price paid to growers was slightly more than 16½c. Though the 1921 apricot was far below normal, there was a normal production of dried apricots, owing to the fact that canners put up only a very small amount of fruit, due to the large holdover of 1921 crop apricots they had on their hands in the summer of 1921 as a result of the business depression during the fall and winter of 1920 and 1921. Where in ordinary years only 25 to 30 per cent. of the California apricot crop is dried, more than 50 per cent. of the 1921 crop was dried by the growers.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE feature of the Canadian markets in grocery commodities this week is the advance in sugar by Canadian refiners. Two refiners announce an increase of 25 cents per cwt., in the price of sugar, and another refiner has withdrawn from this market making two that are not quoting prices. The reason for this withdrawal is the fact that export orders are receiving all their attention. The New York sugar market is gaining strength, and two of the large refiners there have withdrawn their prices, while others are quoting $6.50 and $6.60 seaboard basis. The situation generally is stronger and Cubas this week were quoted at 3½c c. & f. New York, at which figure one U.S. refinery bought 27,000 bags for first of August shipment and another bought 20,000 bags.

The quotation of Canadian refiners, Montreal basis, is now $7.25.

Markets generally speaking apart from sugar are without any changes of note this week. Movement is on the whole very good, although buying is not heavy. Cereals are moving in good volume with quotations steady. Teas are still very strong, and some dealers are quoting higher prices on some of the lower grade teas this week. Canned goods are in fair demand, and the new pack of canned strawberries is offered this week. The rice market is very quiet, and dealers report little movement. Domestic fruits and vegetables are now arriving on the various markets in abundance, and prices are showing easier levels.

QUEBEC MARKETS

MONTREAL, July 13.—The grocery market is quiet this week with limited buying and a steady tone to prices pretty well throughout the market. Sugar is strong with further advances in raw sugar and a 25 cent advance in the price of refined. Two refineries are now off the market. The buying of canned goods is limited and the trade is looking forward to lower prices on the new pack. In the meantime prices on spot stocks stand firm. The spice market shows more activity with a stronger tone on account of an increased demand for the preserving season. The coffee market is quiet and shows no change. Tea is steady in price with a little higher quotation on the new Japan teas than was expected. Package and bulk salt is slightly lower in price. The feature of the dried fruit market is the downward tendency in raisins and figs with bumper crops reported. Currants are strong and evaporated apples show a weakness with a decline of 1 cent. per lb. French walnuts show an advance in price with the exchange strengthening up and a higher market value for the nuts. The cereal market is unchanged with only a limited demand.

COFFEE PRICES STEADY

Montreal.

The coffee market shows no change. Prices are steady and trade is a little dull. Importers state that according to indication the prices on the new crop will be about at the same level as present stocks.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

SPOT STOCKS ARE FIRM

Montreal.

CANNED GOODS—The market for stocks of canned goods is strong since local holdings have been pretty well cleaned up. Buying is dull since retailers are endeavoring to unload all their stocks so as to be able to enter upon the new market with a clean sheet. Everywhere the opinion is expressed that prices on the new pack will be lower than on the old. Early June peas show a slight advance in price and tomatoes are strong. Imported French peas will be higher in price however since the crop has been poor and is backward.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 55
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Peas, standard	1 70	1 80
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	15 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	3 50
2½s	....	4 20
Bartlett Pears	....	3 40
Greengage Plums, heavy syrup	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

CEREAL MARKET QUIET

Montreal.

CEREALS—The cereal market is dull with demand only for small lots to meet immediate requirements. Prices are steady with no indication of any change.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 06
White beans	....	0 07½
Green peas, dried	0 03	0 05¾
Split Peas	....	0 07¼

RAISINS AND FIGS LOWER

Montreal.

DRIED FRUITS—Reports coming to the market of big crops of sultana raisins and figs feature the dried fruits market. Smyrna reports a bumper crop of figs and there is every indication of much lower prices this year. Local importers admit that prices on raisins and figs will be lower this year than last. While some importers have made quotations on the new crop, no prices have been issued yet by sources which are regarded as the most reliable barometers of the market. The current market in London shows a stronger tone but there is no change in local prices. Dried apples show a weakness with a drop of 1¼ cents in price but wholesale grocers do not yet show the declines.

DRIED FRUITS—	
Apricots, fancy	0 35
Do., choice	0 31
Do., slabs	0 29
Apples (evaporated) 25 lbs.	0 26
Do., 50 lbs.,	0 25
Peaches (fancy)	0 28
Do., (choice)	0 25
Pears (choice)	0 22
Do., fancy	0 27 0 28
Peels—	
Cut mixed	0 31
Lemon	0 25
Orange	0 25
Citron	0 40
Raisins	
Valencias	0 19
Muscatels, 2 Crown, spot	0 17½
Do., 3 Crown, spot	0 18
Do., 4 Crown, spot	0 18½
Turkish Sultana, 5 Crown	0 25 0 27
Fancy seeded (Bulk)	0 18 0 19
Do., 16-oz.	0 20 0 21
Cal. Seedless, cartons 12 doz.	0 21
Do., 16 oz.	0 24½
California Seedless, in bulk	0 19 0 20
Cluster, 20 1-lb. pack.	7 25
Currants, loose	0 13½
Dates, excelsior, (36 10s), pkg.	4 50
Dromedary, (36-10 oz.)	7 20
Loose	0 10 0 12
Figs, 4 crown	0 21
5 crown	0 22
6 crown	0 23
7 crown	0 25
Mats, Portuguese	0 08
Smyrna cooking, bags	0 13
Prunes (25-lb. boxes)—20-30s	0 09½
40-50s	0 10½
50-60s	0 15
60-70s	0 14½
70-80s	0 14
80-90s	0 12½
90-100s	12½

MOLASSES MARKET STRONG

Montreal.

MOLASSES—The molasses market stands in a strong position after the recent two advances, which brought the price up to 6 cents per gallon. The raw sugar market shows stronger tendencies and this has an important bearing on the molasses market. Influences bearing on the molasses price are entirely outside this market and therefore it is hard to make any definite prediction as to the trend of prices.

MOLASSES—	
Puncheons, Island of Montreal	0 70
Barrels	0 73
Half barrels	0 74
Puncheons, outside of Montreal	0 65
Fancy molasses in tins (ginger bread)	
No. 2, 2-doz. per case	4 20
No. 3, 2-doz. per case	4 60
5-lb. tins	3 95
10-lb. tins, per case	3 60
CORN SYRUPS—	
Barrels, about 700 lbs.	0 06½
Half barrels, about 350 lbs.	0 06¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5-lb. tins, per case	4 20
10-lb. tins, per case	4 00
24 2-lb. tins	3 75
WHITE CORN SYRUP—	
24 2-lb. tins	4 25
12 5-lb. tins	4 70
6 10-lb. tins	4 50

FRENCH WALNUTS HIGHER

Montreal.

NUTS—The feature of the nut market is the advance in prices of French walnuts. Market values have been low in the past few weeks on account of the drop in value of the French franc. This alone was accountable for the lower prices on walnuts but since the exchange shows improvement and the walnut market itself has advanced, import prices show a marked increase. Local buying also shows improvement with a stronger tone to the market. Other nuts are steady in price with a quiet market.

NUTS—	
Almonds, Tarragona, per lb.	0 19
Valencia shelled almonds 3 crown	0 44
Pecans, new Jumbo, per lb.	0 60
Do., large, No. 2, polished	0 29 0 30
Cocoanut (shredded, bulk)	0 26 0 28
Filberts (Sicily,) per lb.	0 16
Brazils, shelled	0 50
Peanuts, Jumbo	0 15½
Do. shelled No. 1 Spanish	0 10½
Do., salted red	0 17
Do., shelled, No. 1 Virginia	0 12½
Peanuts (salted)—	
Fancy wholes, per lb.	0 34
Fancy splits, per lb.	0 29
Pecans, shelled	0 90 1 00
Walnuts, Grenoble in shell	0 30
Walnuts, Marbot	0 26 0 28
Do., new Naples	0 28
Do., Bordeaux, shelled	0 58 0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

RICE MARKET QUIET

Montreal.

RICE—The rice market is quiet and shows no change in price. The demand is only for small lots and is limited at this season.

RICE—	
Carolina, extra fancy	0 07½ 0 08
Do., fancy	0 06
Honduras, fancy	0 06
Rangoon CC, per cwt.	5 75
Rangoon, B, per cwt.	5 75
Texas rice	0 06½
Tapioca, per lb. (seed)	0 09
Do., (pearl)	0 09
Do., (flake)	0 08 0 08½
Sago	0 08 0 08½

SALT PRICES LOWER

Montreal.

SALTS—Lower prices are quoted on salts this week. Windsor Table salt in 2 lb. packages is reduced to $7.55 a barrel plus cartage for the styles of 140 packets. Regal table salts in cartons reduced to $1.45 per doz. or $2.60 per case. Dairy salt in barrels is quoted at $3.60.

SPICE MARKET MORE ACTIVE

Montreal.

SPICES—Advice from primary market shows that seasonal needs are in some ways broader than were expected, particularly in seeds, all spice and a few other grades. The demand has been fairly heavy and prospects for a good preserving season and prices show a stronger tone. There are however, no changes in the wholesale quotations. There is a firmer feeling in black peppers, because of the evident approach of the finish of Malaber arrivals, and the steady shrinkage in the Lampong supply.

SPICES—	
Allspice	0 18 020
Cassia, pure	0 26 0 26
Cassia compound	0 18
Caraway seed, Dutch	0 20
Cocoanut, 20 lb. pails, per lb.	0 22½
Do., sweetened, lb., packages	0 34
Chicory, (Canadian), lb.	0 14
Cinnamon—	
Rolls	0 32
Pure, ground	0 36
Cream of Tartar, French pure	0 41 0 45
Do., American high test	0 45 0 50
Whole Cloves	0 55
Ginger (Jamaica)	0 30
Ginger (Cochin)	0 27
Mace, Japan	0 25
Mixed spice	0 30 0 32
Do., 2½ shaker tins, doz.	1 15
Nutmegs, whole—	
Do., 64, lb.	0 30
Do., 80 lb.	0 28
Do., 100 lb.	0 30
Do., ground, 1 lb. tins	0 35
Pepper, black	0 24
Do., white	0 32
Do., white, compound	0 18
Do., cayenne	0 32 0 34
Do., tins, 2's	0 36
Do., black, compound	0 15
Do., package, 2 oz., doz.	0 35 0 40
Do., package, 4 oz., doz.	0 65 0 70
Turmeric	0 25 0 30
Pickling spice	0 25 0 28

PACKAGE CHEESE HIGHER

Montreal.

PACKAGE GOODS—The feature of the package goods market is the reduction in the price of package salt. Regal table salt is now quoted at $1.45 a dozen. In case lots the price is $2.60. Due to the higher price on Canadian cheese Kraft Maclaren Cheese Co., have advanced their prices, making the Canadian Cheese Loaf 30c per lb.

PACKAGE GOODS—	
Breakfast, food, case 18	3 50
Cocoanut, pound packages, per lb.	0 34
Do., ¼ lb. packages	0 37
Corn Flakes, 3 doz. case	3 40 2 40
Cornmeal, yellow, 24s	2 85
Rolled oats, 18's	2 00
Rolled oats, 20's	5 00
Aluminum package, 20s	6 25
Oatmeal, fine cut, 20 pkgs	5 50
Puffed Rice	5 70
Puffed Wheat	4 40
Farina, case, 24s	2 55
Hominy, pearl, crax, 2 doz.	3 00
Scotch Health Bran (20 pkgs.) case	3 50
Pancake Flour, case	7 1.
Pancake flour, self-raising, do.	1 50
Wheat Food, 18-1½s	3 75
Porridge wheat, 36s, case	4 ot
Do., 20s case	2 25
Self-raising flour, (3-lb. bags, doz.	2 25
Do., (6-lb. pkg.) doz.	4 40
Corn starch (prepared)	0 09
Corn starch, 1 lb. pkgs.	0 07½
Potato flour	0 14½
Flour, tapioca	0 15 0 16
Puffed rice pancake flour	2 90
Shredded Krumbles, 36s	4 35
Shredded wheat	4 40
Cooked Bran, 12s	2 25
Enamel Laundry Soap, 40 cake case	3 00
Celluloid starch, 45 pkgs. case	3 80
Malt Breakfast Food, (36 pkgs.)	9 60
Macaroni	3 15
Spaghetti	3 15
Egg noodles, Quaker	2 25
Canadian chese loaf, lb.	0 30
Pimento loaf	0 32
Swiss chees loaf	0 44

SUGAR MARKKET STILL STRONGER

Montreal.

SUGAR—The sugar market still stands in a strong position. Prices have recently advanced and only two refineries in Montreal are now quoting. Both the Atlantic and the St. Lawrence sugar refineries have withdrawn officially from this market and are not quoting any price. The other two are quoting $7.25 a 100 pounds. The retail

trade feel that the market is due for still another advance but expects that 8 cents will be the peak of the price.

SUGAR—	
Granulated, sugar, per cwt.	7 25
Do., barrels	7 30
Granulated, gunnies, 5-20	7 45
Do., cases, 20 5-lb. cartons	7 65
Do., gunnies, 10-10	7 55
Do., cases, 50 2-lb. cartons	7 75

TEA PRICES STEADY

Montreal.

TEAS—There is no change in the condition of the tea market. Japan teas are a little higher in price than was predicted a few months ago. Their level is about that of last year. It is expected however that the second crop will be slightly easier in price. Ceylon teas are firm with a fair demand. Most retailers are fairly well stocked with black teas since there was a good warning prior to the advance in price.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 56	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 60	0 60
Above retail prices range of quotations to the Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

PLENTY OF FRESH FRUIT

Montreal.

FRUITS—There is an abundant supply on this market with prices running much lower than they did last year. Fruit dealers report an over supply of canteloupes on the market and prices are easy. Strawberries are practically finished. A few cars of New Brunswick berries came to the market early this week but the price was high. Raspberries vary considerably in price but run from 30 to 35c a qt. Cherries are in good supply, quoted at 65c to 75c a basket.

FRUIT—		
Apples, Greenings	10 00	10 50
Spys	12 00	14 00
Baldwins	9 50	10 00
Boxes, 176s, 210s,	3 75	4 50
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Messina	5 50	6 00
Florida, grape fruit	8 00	9 00
Spys	10 00	12 00
Domestic	....	6 00
Russets	8 00	9 00
California Valencias	9 50	10 00
Oranges, late Valencias	10 50	11 50
California Pears, per case	....	7 00
Domestic strawberries, per qt.	....	0 25
Pineapple, per crate, 24s	6 00	....
Do., 36s,	5 25	5 50
California Peaches	3 25	3 75
Georgia peaches, per crate	....	4 00
Watermelons	6 00	6 75
Canteloupes, crate	....	6 00
Cherries, Red	....	1 25
11 qt. baskets, black	....	2 50
Honey Dew Melons 6-8	5 00	6 00
Cherries, sour, 11 qt.	1 00	1 10
Plums, basket	2 50	3 50
Pears	4 50	5 00

NEW LOCAL POTATOES

Montreal.

VEGETABLES—New local potatoes are on the market at $2.75 and $3.25 a bag. The old potatoes are eclipsed by the fairly low prices on the new crop. Cauliflower is lower in price and tomatoes are now being sold by the bushel at $2.65. Local tomatoes are almost ready for the market. Other lines are steady in price.

VEGETABLES—		
Beets, new doz. local	0 50	0 90
Green beans 40 lb.	2 00	2 50
Wax beans	4 00	5 00
Cauliflower, doz.	1 50	2 00
Cabbage, local, hamper	1 25	1 75
Carrots, local, per doz.	0 50	0 75
Carrots, local, per doz.	....	0 90
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.	....	2 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 50	6 00
Montreal Potatoes	1 15	1 25
New Potatoes, local, per bag	2 75	3 25
Bermuda onions, crate	....	2 50
Egyptian onions, per 100 lb.	....	5 00
Spinach, barrel, local	0 40	0 50
Cucumbers, local, per doz.	1 00	1 25
Green Peas, per hamper	....	6 50
local, 40 lb.	4 00	5 00
New turnips, per doz.	....	1 50
Parsley, per doz.	....	2 00
Radishes, per doz.	0 10	0 15
Tomatoes, Mississippi flats	1 25	1 50
Tomatoes, Jersey crate	2 65	2 75

ONTARIO MARKETS

TORONTO, July 12.—An advance is reported in the market for sugar this week, and another refiner has withdrawn his price. The quotation, Toronto basis, is now $7.59 per cwt. The sugar market is generally very strong. Cereals both bulk and the package lines are moving in good volume, prices remaining firm and unchanged as compared with a week ago. In canned goods, the new pack of canned strawberries is quoted this week, twos being offered at $3.50. Teas continue in a strong market with higher prices quoted on some of the lower grades. Dried fruits are steady, with demand inclined to be fairly active for immediate requirements. Domestic fruits and vegetables are arriving in fairly heavy volume, and prices in some instances are lower.

ACTIVE INQUIRY FOR CEREALS

Toronto

CEREALS—No change is reported in the market for cereals this week. Prices are holding steady and the general situation is firm. Rolled oats continue strong, and the present movement is reported active at the price of $3.30 for single bag lots.

CEREALS—	
Barley, pearl, 98s	5 00
Barley, pot, 98s	3 75
Cornmeal, golden, 98s	4 20
Oatmeal, 98s	3 85
Corn flour, 98s	2 80
Rye flour	4 40
Rolled oats, 90s	3 30
Rolled wheat, barrel	6 25
Cracked wheat, bag	5 00
Breakfast food, 98s	4 75
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split, per bag	7 50
Marrowfat Green peas, Ont.	7 75
Graham flour, 98s	4 50
Whole Wheat Flour	4 10
Wheat Kernels	5 25

BEANS SELLING SLOWLY

Toronto.

BEANS—There is not a great deal of activity in the bean market at the present time. Buying is a little slow and prices are for the most part unchanged. Canadian white beans are quoted this week in bag lots at $4.25 per bushel, and in bushel lots at $4.40. Smaller lots are 7¾c per lb.

BEANS—		
Candian hand picked, per bu.	....	4 40
Do., No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

CANNED STRAWBERRIES LOWER

Toronto.

CANNED GOODS—New pack of canned strawberries in heavy syrup, twos, are quoted this week, and the price shows easier levels as compared with previous quotations on the old pack. The new price is $3.50. Peas are now being packed but quotations on the new crop are yet available. Standard peas, old crop are quoted somewhat easier this week, one wholesaler offering them at $1.75 per doz. As announced last week owing to the light pack of lobsters this season, the market is very strong, and sales are being made only in small lots. The quotation is $4.90 per doz. for the half pounds and from $2.90 to $3.25 for the quarters.

CANNED GOODS—		
Shrimps	2 85	....
Salmon—		
Sockeye 1s, doz.	....	3 60
Do., ½s, doz.	....	3 25
Alaska red, 1s.	....	4 25
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 45
Pinks, 1s, doz.	....	1 50
Lobster, ½-lb. doz.	3 85	4 90
Do., ¼-lb. tins	2 90	3 25
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, standard, doz.	1 75	....
Do., Early June	2 15	2 25
Do., Sweet Wrinkle	....	2 40
Do., Extra Sifted	....	3 00
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Do., Golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 85	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 60
Tomatoes, 2½s doz.	1 70	1 80
Pumpkins, 2½s	1 90	1 80
Spinach, 2½s doz.	....	2 05
Do., 2s	....	2 25
Pineapples, sliced, 2½s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack, doz.	....	6 30
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	3 50	....
Raspberries, 2s	4 50	6 00
JAMS—		
Black currants, 12 oz. doz.	2 80	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz. doz.	....	3 05
Do., 16 oz. doz.	3 25	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 40	3 05
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 85	0 90
Marmalade—		
12 oz., glass, doz.	2 85	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 53	0 65

COFFEE SITUATION STRONG

Toronto.

COFFEE—Spot quotations on coffee show no change as compared with a week ago. The market at primary centres is inclined to be strong, and the tendency is decidedly towards higher levels. This condition is reflected in a strong spot situation although prices to the trade are yet unaffected. Stronger values in the near future would not be entirely unexpected.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 48
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 55

DRIED FRUITS ARE STEADY

Toronto

DRIED FRUITS—Little in the way of price changes is reported in the market for dried fruits this week. One wholesaler is quoting Oregon prunes, 30-40s, 25s at 19½ cents. Buying is fairly active for immediate requirements. California Sultana raisins are quoted at 17c per lb. although some wholesalers are asking as high as 19c. Other prices are unchanged as compared with a week ago.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.		0 49
Lemon caps, 12-lb. boxes, lb.		0 31
Orange caps, 12-lb. boxes, lb.		0 32
Mixed containing 4½ lb. lemon per lb.		0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 16½
Dates—		
Excelsior, pkgs., 3 doz., in case		4 00
Dromedary, 3 doz. to case		7 50
Do., 4 doz. to case		3 90
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07½
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 17
60-70s, 25s		0 16
70-80s, 25s		0 14
80-90s		0 12½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California, Sultanas, lb.	0 17	0 19
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.		14½
Seedless, 15-oz. pkts.		0 25
Do., 8 oz., pkt.		0 12
Thompsons, seedless, bulk		0 19½
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.		0 10½
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

PECANS ARE HIGHER

Toronto.

NUTS—Some higher prices for shelled nuts are reported this week. One large importer stated that at the end of last week he had advanced his quotations on Manchurian shelled walnuts, the new quotation being 62c per lb., and he is quoting the broken Manchurian shelled walnuts all the way from 40 to 50 cents per lb. Pecans are also higher at from 80 to 83c. Cocoanut remains unchanged at 22c for both the sweetened and unsweetened.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 22
Do., sweetened, lb.	....	0 22
Do., shred	....	20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	....	0 18
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 22	0 37
Walnuts, Bordeaux, lb.	070	0 75
Do., Manchurian, lb.	0 62	....
Do., broken	0 40	0 50
Jordan Almonds	0 70	0 75
Brazils, lb.	....	0 65
Pecans, lb.	0 80	0 83

PACKAGE CEREALS MOVING WELL

Toronto

PACKAGE GOODS—Package cereals are unchanged this week. Dealers report a good steady inquiry, and consumption is in good volume for the summer months.

Rolled Oats, 20s, round case	....	5 00
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 15
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry Starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 10¾
Do., in 6 lb. tin cannisters	....	0 11½
Celluloid starch, case	....	3 80
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s	....	2 70
Self-rising Pancake Flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

RICE MARKET IS QUIET

Toronto

RICES—Advices from primary points indicate that the market for rice continues very quiet. Supplies appear to be ample for the demand, as buying is not a large scale. Some operators in New York, it is stated, are shading prices in order to induce buying. As far as the market on spot is concerned there is not much activity, and prices show no changes as compared with a week ago.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simia	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 7½	0 08
Do., fancy	0 09½	0 10

FEW CHANGES IN SPICES

Toronto.

SPICES—There is a very good inquiry for most spices. The market however shows few changes. Black peppers are quoted at from 20 to 22c per lb. and white pepper at from 30 to 32 cents. Ground nutmegs are 30c per lb.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 50	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spices	....	0 20
Mace	....	0 55
Peppers, black	0 20	0 22
Do., white	0 30	0 32
Paprika, lb.	....	0 45
Chillies, lb.	....	0 50
Nutmegs, selects, whole	0 30	0 40
Do., ground	....	0 30
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 45
Coriander seed	....	0 18
Carraway seed, whole	....	0 20
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2-oz. pkgs., doz.	....	0 90

SUGAR AGAIN TAKES A JUMP

Toronto.

SUGAR.—St. Lawrence sugar refinery has withdrawn from this market and is not quoting. Acadia and Canada Refinery have advanced their prices and the quoting $7.59 per cwt., Toronto. Dominion sugar has advanced its price to $7.53. The market appears very strong, and the filling of export business as well as back orders is responsible for the withdrawal of the Atlantic refinery last week and the St. Lawrence this week. In the market for raws Cubas are now selling 3½ cents c. & f. New York. Canadian refiners have bought 20,000 bags for July loading at 3.30 f. o.b. Cuba, while holders are now asking 3.35 at which figure some 25,000 bags are now closed in Cuba, with only fourteen operating. Up to July first shipments of new sugar were 2,377,510 tons of which 362,011 tons were destined to U. S. Atlantic ports, the balance going principally to Europe with some to the Orient and some to Canada.

SUGAR—	
Acadia Sugar Refinery, ex. gran.	7 59
Dom. Sugar Refinery, ex. gran.	7 53
Canada Refinery, gran.	7 59

Differentials: Graduated, advance over basis 60-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

RASPBERRIES ARE HIGH

Toronto.

FRUITS.—Shipments of domestic fruits are very heavy these days. Raspberries are now being quoted, but prices are yet very high, at from 25 to 30c. per quart box. Receipts of cherries are easing but have been very heavy. Prices for the 11 qt. baskets of sour cherries are from 65 to 75 cents, while the small baskets of sweet whites are from 40 to 50 cents. and the sweet blacks from 75 cents to $1. Blueberries are offered in 11 quart baskets at from $2.-25 to $3. Bushel baskets of yellow transparent apples are offered at a lower figure this week at $3.50 each. There

are some strawberries still being shipped in, and dealers are quoting 16 and 17 cents a box.

FRUITS—		
Oranges, Cal. Val.	5 50	9 25
Lemons, Messina	....	6 00
Raspberries, per box., qts	0 30	0 35
Bananas, per lb.	....	0 07½
Strawberries, per box, qts.	0 16	0 17
Blueberries, qts.	2 25	3 00
Do., Verdellis, 300's	....	5 50
Grapefruits, 64s, 80s, 100s, and 126s	7 00	7 50
Watermelons, ea.	0 75	0 90
Cherries, Cal., per box	....	3 50
Apricots, Cal., per box	....	3 00
Plums, Cal., per box	....	3 25
Cantaloupes, standards	5 00	5 50
Do., flats	5 00	5 50
Peaches, per box	....	2 00
Apipes, yellow transparent, bus. bkt..	....	3 50
Cherries—		
Sour, 11 qt. bkt.	0 65	0 75
Sweet white, 6 qt. bkt	0 40	0 50
Sweet black, 6 qt. bkt.	0 75	1 00
Gooseberries, 11 qt. bkt.	....	0 75

HEAVY RECEIPTS OF VEGETABLES

Toronto.

VEGETABLES.—Domestic vegetables are arriving in plentiful supply, and prices are for the most part easier as compared with last week. Old potatoes are quoted at from $1 to $1.10 per bag, while new potatoes are offered at from $6 to $6.50 per barrel. Canadian tomatoes are now on the market, although receipts are light as yet. They are quoted in 11 qt. baskets at $2 each. California onions are quoted at $3.50 per case. Carrots, beets, and green onions are all quoted at from 25 to 30 cents per doz. while new cabbages are quoted at $2.50 per crate.

VEGETABLES—		
Potatoes, Ontario.	1 00	1 10
Do., No. 1 bls., new	6 00	6 50
Onions, Cal., per case	....	3 50
Leaf Lettuce, doz.	....	**0 25**
Green Onions, local, doz.	0 25	0 30
Beets, local, do. bun.	0 25	0 30
Carrots, doz. bun.	0 25	0 30
New Cabbage, large crate	....	2 50
Radish, per doz.	....	0 25
Green peppers, per doz.	....	**1 00**
Tomatoes, 4 bkt. crates	....	1 65
Do., 6 bkt. crate	....	4 00
Canadian, 11 qt. baskets, each	....	2 00
Egg Plant case	....	4 50
Wax beans, basket	....	1 00
Cucumber, per basket	....	2 00
Green Peas, 11 qt. bkt.	....	1 00

LOWER GRADES TEAS HIGHER

Toronto

TEAS.—The market continues strong for teas, and some dealers this week state that they have advanced their prices on the lower grade teas. Pekoe Souchongs is now quoted at from 40 to 45c. per lb., while quotations on other lines are unchanegd as compared with last week's prices.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	**0 42**	**0 68**
Broken Pekoes	**0 45**	**0 68**
Broken Orange Pekoes	**0 60**	**0 80**
Japans and Chinas—		
Early pickings, Japans	....	**0 65**
Do., seconds	0 50	0 55
Hyson thirds	**0 32**	**0 40**
Do., points	**0 45**	**0 57**
Do., sifted	0 55	0 65
Above prices give range of quotations to the		

MILLFEEDS ARE QUIET

Toronto.

MILLFEEDS.—The demand for millfeeds is a little quiet, but supplies are said to be not plentiful. No changes are reported in prices.

MILLFEEDS—	
Bran, per ton	25 25
Shorts, per ton	27 25

ACTIVE INQUIRY FOR FLOUR

Toronto

FLOUR.—No change is reported in the flour market this week. There appears to be an active inquiry for domestic needs.

FLOUR—	
First Patents, in cotton bags, bbl.	8 00
Second Patents, in jute bags, bbl.	7 30

SYRUPS HOLD FIRM

Toronto.

SYRUPS.—The market in syrups and molasses shows no changes as compared with last week.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	**0 06½**
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case..	**4 50**
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2 lb. tins 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails, No. 2	1 70
West India, gal.	0 30
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
Pails No. 5	3 35

MANITOBA MARKETS

WINNIPEG, July 14.—The sugar market continues in a strong position and a further advance of 25c making the price $8.25 per cwt. Canned vegetables and fruits show little change other than a good steady movement which is closely cleaning up supplies. There is little change in the dried fruit situation with prunes showing activity. The flour market is showing a firmer tone and an advance is expected. New prices have been named by Western packers on strawberry, raspberry, black currant and loganberry jams. The peanut market is active. The first shipment of fresh raspberries has arrived on the market. New Southern vegetables are in demand at lower quotations.

MILD COFFEE ADVANCES

Winnipeg.

COFFEE.—Mild coffee on the primary markets has shown an advance from 1½c. to 2c. per lb. Rio remains firm. Santos is reported slightly easier.

COFFEE—			
Rio, roasted, best grade, per lb.	0 19¾	20-7/9	
Mexican, roasted, best grade, lb.	0 44	0 49	
Jamaica, roasted, best grade, lb.	0 28	0 30	
Bogotas, roasted, best grade, lb	0 40	0 43	
Mocha (types), best grade, lb.	0 51	0 53	
Bourbon, best grade, per lb	0 30	0 35	
Santos, best grade, per lb	0 27½	0 30	
Maracaibo, roasted, best grade, lb.	0 38	0 44	

CANNED GOODS UNCHANGED

Winnipeg.

CANNED GOODS.—The canned goods market is generally unchanged. There is a slight falling off in the demand as supplies of fresh vegetables are plentiful. Stocks of all lines with the exception of corn are becoming scarce. The tomato market is ruling firm. This situation also applies to canned fruits. Higher prices are quoted on sockeye, cohoe and pink salmon and the demand locally is fair.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case	8 00	11 00
Do., ½s, 8 doz. case, case	....	7 25
Herring (an.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ½s, 8 doz. case, doz.	....	2 85
Do., ½s, 4 doz. case, doz.	....	4 95
Oysters, 1s, 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 60
Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	15 00
Do., ½s, flat, 8 doz. case	....	16 00
Cohoe, 1s, tall, 4 doz. case	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	6 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 00

RICES STEADY

Winnipeg.

RICES.—Rices are steady with the situation at primary points showing considerable strength.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08¼
Do., 50-lb. sacks, lb.	0 08¾
Siam, 100-lb. bags, lb.	0 08¾
Do., 50-lb. bags, lb.	0 09
Sago, sack lots, 130 to 150 lbs., per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

PRUNE MARKET ACTIVE

Winnipeg.

DRIED FRUITS.—The latest report states that the prune market is active under a heavy export enquiry. New prices on prunes will not be named by the association for some time. Apricot quotations have been withdrawn by

the association. Raisins are in good demand especially seedless, seeded and muscatels in bulk. Evaporated apples are practically off the market and none can be procured. Peaches continue to be quoted at reasonable figures.

DRIED FRUITS

Evaporated apples, per lb.	0 20¼
Currants, 90 lb., per lb.	0 16
Do., 8 oz. pkgs., 6 doz. case, pkg.	0 15
Dates, Hallowee, bulk, lb.	0 14
Do., pkgs., 3 doz. case, lb.	0 09
Figs, Smyrna, per lb.	0 14
Loganberries, 8 oz., 4 doz. case, pk.	0 27¼
Peaches, standard, per lb.	0 18
Do., choice, per lb.	0 19½
Do., fancy, per lb.	0 23
Do., Cal., in cartons, per carton	1 00
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 30
Prunes—	
30-40s, 25s, per lb.	0 24
40-50s, 25s, per lb.	0 20
50-60s, 25s, per lb.	0 17½
60-70s, 25s, per lb.	0 16
70-80s, 25s, per lb.	0 14½
90-100s, 25s, per lb.	0 12½
In 5-lb. cartons, carton	0 73 0 80
Raisins—Seeded—	
Cal., pkg., 16 oz., fancy, per pkg.	0 21½
Do., pkg., 12 oz., fancy, per pkg.	0 17½
Do. 16 oz., choice, per pkg.	0 21
Do., 12 oz., choice, per pkg.	0 16
Cal., 5 lb. cartons, per carton	1 15
Do., bulk, 25-lb. boxes, per lb.	0 20
Raisins—Seedless—	
Cal., pkg., 11 oz., per pkg.	0 20
Do., bulk, 25-lb. boxes, per lb.	0 22
Do., bulk, 5-lb. cartons, per carton	1 15
Do., Cal. Muscatels, 5 lb. carton, per	
Apricots—	
carton	1 15
Do., Standard, 10s, per lb.	0 32
Do., 25s, per lb.	0 30
Do., Choice, 10s, per lb.	0 34
Do., 25s, per lb.	0 32
Do., Fancy, 10s, per lb.	0 36
Do., 25s, per lb.	0 35
Apricots, 5 lb. cartons, per carton	1 65

PACKAGE CEREALS STEADY

Winnipeg.

CEREALS.—Nothing of interest has developed in packaged cereals. An active seasonable demand is noted and the situation appears to be a steady one. The bean market is ruling firm. Foreign beans continue to be imported and Kotenashis have advanced and higher prices are quoted.

PACKAGE CEREALS—

Rolled Oats, 20s. Rd. Ct.	3 75 4 65
Do., 36s, case square pkts.	3 75
Do., 18s, case	2 10
Corn Flakes, 36s, case	3 50 3 80
Cornmeal, 2 doz. case, per case	3 40
Puffed wheat, 4 doz. case, per case	4 40
Puffed Rice, 3 doz. case per case	5 70
Cream of Wheat, 3 doz. case per case	7 50
Grape Nuts, 2 doz. case, per case	3 80
Package Peas, 3 doz. case	3 00

BULK CEREALS—

Rolled Oats, 80s, per bag	2 65
Do., 40s, per bag	1 40
Do., 20s, per bag	0 76
Do., 10-8s, per bale	3 55
Oatmeal, 98s, steel cut, per bag	3 30
Wheat granules, 98s, per bag	4 70
Do., 16-6s per bale	5 90
Peas, whole green, 100 lb. bag, per bushel	3 85
Peas, split, yellow, 98s, per bag	7 50
Do., split, yellow, 49s, per bag	3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	8 50 4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½ 0 14½
Barley, pot, 98s, per bag	3 45
Do., pot, 24s, per bag	0 93
Do., pot, 24s, per bag	4 60
Barley, pearl, 98s, per bag	4 60
Do., pearl, 24s, per bag	1 22
Cornmeal, 98s, per bag	2 60
Do., 49s, per bag	1 40
Do., 24s, per bag	0 70
Do., 10-lbs. per bale	3 35
Buckwheat, Gritz, 98s, whole, per bag	6 25

NEW PRICES ON JAMS

Winnipeg.

JAMS.—New prices on strawberry, raspberry, black current and loganberry jams have been named by Western packers. New quotations are $10.75 per case of 4 lb. tins, with gooseberry 75c. per case less. This is an advance of 25c. per case higher than last year's.

JAMS—

Black Currant, 4s, per tin	0 89
Strawberry, 4s per tin	0 89
Raspberry, 4s per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 46

STRONG FLOUR MARKET

Winnipeg.

FLOUR.—The wheat market is ruling firm and it is stated that flour may show an advance shortly.

FLOUR—

98 lb. sacks	4 15
Two 49 lb. sacks	4 22½
Four 24 lb. sacks	4 24½

STRONG TONE TO PEANUTS

Winnipeg.

NUTS.—The peanut market is active and prices have advanced. Filberts are reported higher. The demand for nuts is mostly in small quantities for immediate requirements.

NUTS, SHELLED—

Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

SUGAR PRICES HIGHER

Winnipeg.

SUGAR.—The market continues with a strong tone and a further advance has been noted. Canadian refined sugar is quoted at $8.25 per cwt.

SUGAR—

Extra gran., bags, 100 lbs.	8 25
Do., gunnies, 5-20 lbs.	8 40
Do., cartons, 20-5 lbs.	8 65
Do., gunnies, 10-10 lbs.	8 60
Yellow, No. 1, lt. bags, 100 lbs.	8 00
Do., golden bags, 100 lbs.	7 90
Powdered sugar bbls.	8 80
Do., boxes, 50 lbs.	8 80
Do., boxes, 25 lbs.	9 20
Icing, barrels	8 90
Do., boxes, 50 lbs.	9 30
Do., boxes, 25 lb.	9 30
Soft lumps, boxes, 100 lbs.	9 20
Do., boxes, 50 lbs.	9 40
Do., cases, 20 cartons	10 25
Do., cases, 40½ lbs.	11 00
Small lump boxes, 100 lbs.	9 10
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	9 30
Do., cartons, 50 2lb.	9 20
Do., boxes, 25 lbs.	10 20
Hard lump boxes, 10 lbs.	9 20
Do., boxes, 50 lbs.	9 35

RASPBERRIES ON MARKET

Winnipeg.

FRUITS.—Raspberries are now arriving and are in good demand at $6 per case. As the season advances lower prices will be in order. Loganberries 12 pints to the case are selling readily at $2.50. Oranges have advanced and are quoted at $9 to $10.50 per case. Bananas have eased off slightly and are quoted at 9½c. per lb. California cantaloupes are in good demand and flats are quoted at $2.50 per case with standards at $5.

FRUITS—

Oranges, Valencia's per case	9 00 10 50
Lemons, Cal., fancy, per case	10 00
Lemons, Cal., choice, per case	10 00
Grape fruit, Florida, per case	8 00
Bananas, per lb.	9 50
Strawberries, per case	3 50
Apples, per basket	4 50

FIRMER TONE TO SYRUPS

Winnipeg.

SYRUPS.—The tone of the syrup market is stronger due to the advance in sugar and the heavy local demand.

CANE SYRUP—

No. 2s, 2 doz. case	4 95
No. 5s, 1 doz. case	5 75
No. 10s, ½ doz. case	6 30
No. 20s, ¼ doz. case	6 15

CORN SYRUP—

Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 25
Cases, 20-lb. tins, white, ¼ doz. in case	4 25
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 65
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 00

MAPLE SYRUP—

Pure, 2½s, tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	19 00
Pure, 10s, per case of ½ doz.	17 50

TABLE SYRUP—

Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80

MOLASSES BARBADOES—

2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75

MOLASSES BLACKSTRAP—

1½s, tins, ½ doz. case	4 85
2s, tins, 3 doz. case	4 20
2½s, tins, 2 doz. case	3 55
5s, tins, 1 doz. case	3 40
10s, tins, ½ doz. case	3 00

STARCH IN DEMAND

Winnipeg.

STARCH.—There is no change in quotations on starch but the demand is showing an improvement especially on corn starch.

WHITE PEPPER ADVANCES

Winnipeg.

SPICES.—The market shows little change as compared with a week ago. A fairly good movement is noted but generally of a hand to mouth character. White pepper has advanced 2c. per lb. and black pepper is ruling firm.

SPICES—

Allspice, Jamaica, best qual., lb.	0 18
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 10, carton, doz.	0 75
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 60
Ginger, washed, Jamaica, No. 1	0 65
Do., Jamaica, No. 2	0 40
Do., Japan or Africa, lb.	0 30
Mace, extra bright Penang, lb.	0 65
per lb.	0 35
NUTMEGS—	
Nutmegs, extra large brown, 70 lb., per lb.	0 55
Do., large brown, 85 lb., per lb.	0 40
Do., med. brown, 110 to lb., per lb.	0 35
Do., carton of six, per doz.	0 80
Do. carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz.	0 90
Do., bulk, No. 1, per lb.	0 22
Do., No. 2, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18
Do., No. 2, per lb.	0 16
Do., No. 1 4 oz. cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Cloves, bulk, per lb.	0 63
Do., 2 oz. cartons	1 45
Do., 4 oz. cartons	2 75

(Continued on next page)

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, July 10.—Flour has advanced fifty cents a barred. Sugar advanced 25c the price now being $8.45. A slight advance is noted on rolled oats eighties now being $3. The new season's western pack of strawberry jam has arrived and is quoted at $10.75. Robin Hood porridge wheat has advanced 40 cents a case on the small packets and 35 cents a case on the large packets.

Beans, Kotenash, per cwt.	6 25	....
Rolled oats 80s	....	3 00
Rice, Siam	5 90	**6 50**
Japan, No. 1	7 15	**7 50**
Tapioca	7 50	**8 00**
Sago	7 50	**8 00**
Flour per bbl.	....	8 40
Sugar, pure cane, gran., cwt.	....	8 45
Cheese, No. 1, Ont., large	....	0 20½
Alberta cheese, twins	....	**0 20**
Do., large	....	**0 22**
B[illegible] c[illegible]e y, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s	....	**10 80**
Eggs, new laid, local, case	....	**7 00**
Tomatoes, 2½s	4 40	**4 50**
Pumpkin, 2½s case	4 05	**4 25**
Lemons, case	....	**7 75**
Corn, 2s, standard case	2 80	**3 60**
Peas, 2s, standard case	3 95	**4 20**
New early June peas, case	....	**4 75**
Salmon sockeye 1s, case	19 80	**21 50**
Do., Sockeye, ½s	....	**21 65**
Onions, per lb.	0 0	....

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, July 13.—Sugar is quoted 25 cents per cwt. higher here this week, making the price for granulated $7.45 per cwt. Grapefruit is quoted at 10 per case, oranges at from 11 to 12, lemons 7.50, and bananas 9 cents per lb. Butter is easier this week at 38c for prints, and 36c for solids.

Rolled oats, bag	....	**4 00**
Do., bbls.	....	**9 00**
Cornmeal, gran., bags	....	2 75
Rice, Siam, per cwt.	....	6 60
Tapioca, per 100 lbs.	....	9 50
Molasses, gal.	....	**0 60**
Tomatoes, cans, doz.	....	1 90
Raisins, Valencia layers	0 24	**0 30**
Currants, cleaned	....	**0 20**
Prunes, 90-100, 25-lb. boxes	....	**0 14**
Lemon peel	....	**0 34**
Orange peel	....	**0 34**
Citron peel	....	**0 46**
Walnuts	....	**0 23**
Almonds	....	**0 22**
Brazils	....	**0 20**
Peanuts	....	**0 13**
Filberts	....	**0 16**
Cocoanuts, bag	....	**6 00**
Potatoes, per bbl.	....	1 65
Pork, clear, bbls.	....	**34 50**
Oranges, per case	11 00	12 00
Lemons, case	....	7 50
Grapefruit, case	10 00	....
Pigs' feet, per 20-lb. pail	....	**2 25**
Hams, shoulder, per lb.	....	**0 22**
Bacon, side per lb.	....	**0 33**
Bacon roll, per lb.	....	**0 62**
Lard, pure, in pails, lb.	....	0 18½
Lard, pure, in tubs, lb.	....	0 18
Shortening, in pails, lb.	....	0 17
Shortening, in tubs, lb.	....	0 16½
Butter, creamery, prints	....	0 38
Butter, creamery, solids	....	0 36
Oleomargarine	....	**0 23**
Cheese, whole, lb.	0 19	**0 21**
Cheese, twins, lb.	....	**0 21**
Eggs, per doz.	....	**0 30**
Sugar, gran.	....	7 45
Do., cut loaf	....	9 45
Do., No. 1 yellow	....	6 95

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, July 13.—Tapioca has advanced to $8 per cwt., sugar to $7.50 and molasses to 65 cents per gal., cheese, Ontario twins, is quoted at 20 cents. Lard is firm at 16½ cents and 18 cents. American clear pork is quoted at $32 onions are down to 6 cents per lb.

Flour, No. 1 patents, bbl.	....	**11 00**
Cornmeal, bags	....	**2 50**
Rolled oats, per bag	....	**4 00**
Rice, Siam, per 100 lbs.	0 06¾	**0 10**
Tapioca, 100 lbs.	....	8 00
Sugar, standard, gran.	....	7 50
Do., No. 1 yellow	....	7 00
Molasses, gal.	....	0 65
Cheese, Ont., twins	....	0 20
Eggs, fresh doz.	....	0 31
Lard, compound	....	0 16½
Do., pure, lb.	....	0 18
American clear pork, bbl.	....	32 00
Tomatoes, 2½s., stan., doz.	....	**2 00**
Hams, aver., 25-30 lbs.	....	0 32
Do., aver., 18-25 lbs.	....	0 34
Hams, aver., 12-18 lbs.	....	0 37
Roll bacon	....	**0 24**
Breakfast Bacon	....	0 33
Butter, creamery, prints, lb.	....	0 42
Do., creamery, solids	....	0 40
Raspberries, 2s Ont., doz.	....	**4 00**
Peaches, 2s, standard, doz.	....	2 90
Corn, 2s, standard, doz.	....	**1 60**
Peas, standard, doz.	....	1 85
Strawberries, 2s, Ont., doz.	....	3 60
Salmon, Red Spring, flats, cases	....	....
Do., pinks	....	7 00
Do., Cohoes	....	14 00
Do., Chums	....	6 00
Evaporated apples, per lb.	....	0 22
Dried peaches, per lb.	....	0 22
Potatoes, Nat., 90-lb. bag	....	**1 10**
Corned beef	3 00	3 55
Onions, Spanish, lb.	....	0 06
Do., American, bag 10 lbs.	....	13 50
Oranges, per case	....	**8 50**
Cauliflower, per doz.	....	3 50

WINNIPEG MARKETS
(Continued from previous page)

NEW POTATOES LOWER

Winnipeg.

VEGETABLES.—New Virginia potatoes are quoted at $8.50 per barrel of 165 lbs. net First shipment of Manitoba celery has arrived and is quoted at $2 per doz. Southern corn is arriving in fair quantities and is meeting with good sales at $1 per doz.

Cabbage, per lb.	0 05
Head lettuce, per case	8 75
Head Lettuce, per doz.	1 00
Green onions, per doz.	0 30
Cucumbers, per doz.	2 50
Tomatoes, per case	2 00
Celery, per case	2 00
Onions, per case	5 00
Rhubarb, per lb.	0 02

SALT DECLINES

Winnipeg.

SALT.—There has been a decline of 5c. per case and 10c. per barrel on fine and coarse salts.

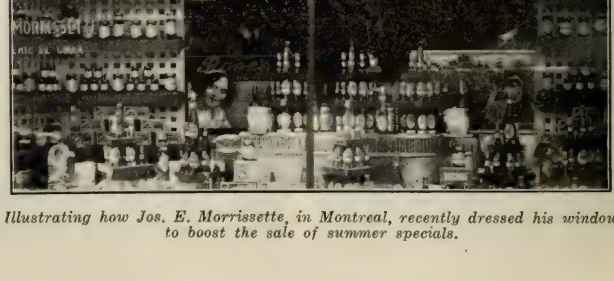
TEAS CONTINUE FIRM

Winnipeg.

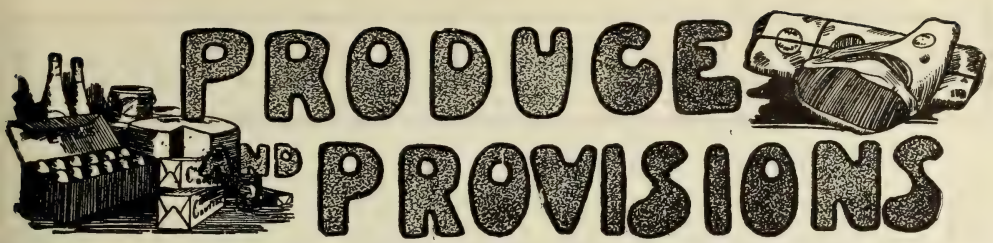
TEA.—The tea market continues steady and Ceylons are ruling firm. Indian teas have eased off slightly but this is thought only to be temporary. The demand locally is good with no price changes.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

MAKING A FEATURE OF LINES THAT GO WELL DURING THE HOT WEATHER



Illustrating how Jos. E. Morrissette, in Montreal, recently dressed his window to boost the sale of summer specials.



Refrigerator Counters Are Silent Salesmen With a Good Selling Argument

Morris Abramson, Montreal, Has Refrigerator Counter in His Window and it Sells—"Is Not Hard on Ice and Easily Pays for Upkeep," Says the Proprietor

MONTREAL (Special). — Particularly during the hot summer weather, there is perhaps no piece of equipment in a grocery store that will show more definite results than a refrigerator counter. Morris Abramson has put a small one in the window of his new store at the corner of Fort and St. Catherine Streets, Montreal. This piece of equipment takes up the whole of one of the windows, save for a strip at the front which is used to display bulk and package teas.

Brings Extra Business

But Mr. Abramson assures Canadian Grocer that this case easily pays for the space it occupies and the ice it consumes in a day. Three sides of this case and the top are of glass but the whole is air-tight with an air space between the two thicknesses of glass. In the top section of the case are a number of blocks of ice upon which he displays lettuce, fresh vegetables and fruits. Below are trays of fresh meats, jellied and cooked meats and bacon.

An Attraction

The display itself is truly attractive and invites customers to the store. It speaks of coolness and cleanliness. It is a silent salesman that is continually on duty and irresistibly puts its sales arguments before every passerby who sees it. There is no limit to the variety of lines that can be made a feature in such a display case.

Not Hard on Ice

Mr. Abramson says that the case is not extravagant with ice. One filling of four blocks will last well over the day. "Yet even if it were," said the proprietor, "it would easily pay for itself for it has not only shown a big increase in the sale of cooked meats and vegetables but has brought many new customers into my store. It is my fault then if I cannot sell them. But I do and the case is a great boon to the business."

Dominion Fruits Commissioner On Crop Outlook

Ottawa, July 7.—The Dominion Fruit Commissioner supplies the following summary of the outlook for the fruit and potato crops in the Eastern Provinces:

Ontario

Apples—30 per cent. larger crop than last year, or 1,150,580 barrels. Spy, Greening, Baldwin light.

Peaches—Heavy crop.

Plums—Japanese, light; others exceptionally heavy.

Pears—Below average; Keiffers and Bartlett fair.

Cherries—Sweet, full crop; sour, light in western Ontario, but a good crop in eastern districts.

Grapes—Fair crop.

Raspberries—Fair, but less than 1921.

Currants—Full crops.

Onions—30 per cent. increase in acreage over 1921, or 1,807 acres.

Potatoes—99 per cent. of acreage of 1921, or 162,000 acres.

Quebec

Apples—75 per cent. in excess of 1921, or 61,600 barrels.

Potatoes—106 per cent. of acreage of 1921, or 235,000 acres.

New Brunswick

Apples—25 per cent. in excess of 1921, or 41,250 barrels; Spy or Stark light.

Potatoes—99 per cent. of acreage 1921, or 74,000 acres.

Prince Edward Island

Potatoes—96 per cent. of acreage 1921, or 35,400 acres.

Nova Scotia

Apples—75 per cent. of crop 1921, or 1,527,000 barrels.

Potatoes—98 per cent. of acreage 1921, or 38,400 acres.

SHOULD BRANCH STORE PAY THIS EXPENSE

(Continued from page 23)

receipts from branch store come into this?

Turnover can be figured accurately either on the basis of cost of merchandise or on sale values. The only thing to be sure of is that both ends of the problem are reduced to the same common denomination. For example: A merchant does a hundred thousand dollars business on a stock which averages $10,000. It is a common error for him to believe and state that he is turning his stock ten times. He forgets that his sales records are based on selling price values while his stock is taken at cost or replacement value—wholesale.

To arrive at the true figure, he must either add to his stock of $10,000 enough to put it on its selling basis, or reduce his sales of $100,000 to cost. Say his average margin is 17 per cent. Take 17 per cent. from $100,000 and you have $83,000 left. That in turn being divided by $10,000, you find a turnover of 8.3. It shows that the man who loosely says ten times, is fooling himself to the extent of 1.7 times: and that is plenty to make him show a loss where he might otherwise confidently look for a profit.

Or you may take the proper average mark-up to yield 17 per cent. margin on the $10,000 stock. That will give you a selling value of $12,048.19 plus. Divide $100,000 by that and you will have 8.3 and a fraction—because of the fraction indicated by "plus." Or multiply it by 8.3 and you will get $99.999.97 plus. That proves conclusively that our figure of 8.3 is correct for turnover in this case.

Do Not Confuse Turnover and Volume

There is a tendency to confuse turnover with volume. Volume is more nearly synonymous with sales than with turnover. For example: A man may do a given business one year on a given stock. He may increase his sales next year by a third but to do it he may carry 60 per cent. more stock. In this case, his volume has grown but his turnover has been reduced.

It seems to me that you must keep receipts from branch store separate. In fact, you have to do it as an intermediate step anyway. Best way is to keep a separate account with store No. 2, say, charging it with all goods delivered to it and crediting it will all receipts from it.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 5.—The produce and provision market shows a stronger and steadier tone this week. The butter market, however, shows weakness with a like feeling in cheese which follows in sympathy with the trend of butter. There are no changes however in wholesale prices. The egg market shows a stronger tone with evidence that points towards higher values. The prices on light weight hogs stand steady and packers predict a firm market throughout the summer. The demand for smoked and cooked meats shows improvement and prices are well maintained. There is no change in the lard market.

BUTTER MARKET EASIER

Montreal.

BUTTER.—The feature of the butter market is the more pronounced weakness that prevailed in the situation, owing to a further increase in the offerings, more so to the different attitude on the part of English buyers with regard to securing supplies. Consequently the volume of business was much more than the previous week and receipts here have been larger. There is a decidedly easy feeling in the butter market the wholesale prices are so far unchanged.

BUTTER—

Creamery prints, finest	0 38	0 39
Creamery solids	0 37	0 38
Dairy solids	....	0 29
Dairy prints	....	0 31

CHEESE SHOWS WEAKNESS

Montreal.

CHEESE.—The same weak feeling as appears in the butter market is noted in cheese. The export market is dull and spot stocks are accumulating. Wholesale prices show no change however.

CHEESE—

Old colored, twins	....	0 23
Old White	....	0 22
New Large, per lb.	0 18	0 20
New Twins, per lb.	0 18	0 20
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.	0 18	0 20
Stilton, per lb.	....	0 30
Quebec	0 18	0 20

STRONGER TONE TO EGGS

Montreal.

EGGS.—The feature of the egg market is the improved demand for export to England. Cable advices from leading English centres have been stronger and the prospects for the export trade here for fall shipments are more promising. There has been no important change in the condition of the local market. Prices have been fully maintained with supplies coming forward amply to meet immediate requirements but according to advices from producing centres the competition for the offerings has been keener than usual, which gives a firmer tone to the market.

EGGS—

Specials	0 34	0 36
Selects, new laid	....	0 34
No. 1	....	0 30
Storage	....	0 29

HOG MARKET FIRM

Montreal.

FRESH MEATS.—The hog market shows no change. There is a steady feeling and dealers express the opinion that prices will hold steady through the month. The supplies coming to the market are not heavy and the demand for smoked meats and bacon shows improvement which tends to hold prices at the present levels. The beef market is a little easier however but there is no radical change in wholesale prices.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	14 50	14 75
Fresh killed	21 00	22 00
Fresh Pork—		
Legs of pork (foot on)	0 20	0 21
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 19	0 21
Untrimmed	....	0 17
Pork sausage (pure)	....	0 20
Fresh Beef—		

	(Cows)	(Steers)
Hind quarters	0 15 018	0 12 0 16
Front quarters	0 10 0 12	0 05 0 08
Loins	0 23	.... 0 28
Chucks	0 10	0 11 0 12

SMOKED MEATS FIRM

Montreal.

SMOKED MEATS.—With the more seasonable weather comes an improvement in the demand for smoked meats and although prices show no change there is a stronger tone to the market.

BACON—

Breakfast, best	0 43	0 55
Smoked breakfast	0 33	0 43
Cottage rolls	....	0 29
Picnic smoked hams	....	0 23
Wiltshire	0 30	0 34
MEDIUM SMOKED HAMS—		
Weight, 84, long cut	0 38	0 40
Do., 14-20	0 36	0 38
Do., 20-25	0 34	0 36
Do., 25-30	0 32	0 34
Over 35 lbs.	0 29	0 30

COOKED MEATS STEADY

Montreal.

COOKED MEATS.—The cooked meat market stands firm at the present basis with some improvement in the demand with the warmer weather. No lower prices are expected by the wholesale dealers within the next two months.

COOKED MEATS—

Hams, cooked	0 52
Square pressed	0 59
Smoked shoulders	0 22
Bologna	0 10 0 21
Corned Beef 1's, per doz.	3 25
Per doz. 2's	5 75
Per doz. 6's	23 50

LARD IS UNCHANGED

Montreal.

LARD.—The lard market stands fairly steady at the present prices. Prices are well maintained although the demand is limited.

LARD—

Tierces, 60 lb.	0 15½	0 16½
Pails, 20 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½

FAIR DEMAND FOR FISH

Montreal.

FISH.—Prices on halibut and salmon remain low with a good demand for both. Gaspe salmon is the feature of the fish market and a fair trade is being done in that variety and many retailers are featuring it. There is no change in prices.

FRESH FISH—

Herring	....	0 06
Market Cod, fresh	....	0 05½
Steak cod	....	0 07½
Haddock	....	0 06
Halibut	....	0 21
Lake Trout	....	0 17
Flounders	....	0 08
Mackerel	....	0 11
Brook trout	....	0 50
Gaspe Salmon	....	0 16
Dressed pike	....	0 12
FROZEN FISH—		
Haddock	....	0 06
Halibut	....	0 18
Chicken halibut	....	0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	0 13	0 14
Qualia Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon	0 14	0 16
White fish	....	0 13½
Dressed pike	....	0 07
Sea Herring, 100 lbs.	....	0 06½
Mackerel	0 13	0 18

MAKING SURE OF IT

A salesman walked into a country grocery store one day when business was quiet and soon a rather animated converation was going on. Finally the grocer pointed out a Swedish looking fellow who was dozing in a corner and told the salesman that the Swede could eat ten quarts of oysters inside of fifteen minutes.

The salesman rather scoffed at this and soon a $10 bet was made. They awoke the Swede and told him of the wager. The Swede excused himself for a few minutes and went out.

He soon came back and started in. Sure enough he won the bet for the grocer. As the salesman paid he asked Mr. Swede where he had gone when he went out.

"Oh," replied the oyster swallower, "I wasn't quite sure I could do it so I went into the grocery store next door and tried it there first."

It is proposed by a councillor of New Toronto to introduce a by-law imposing a license of fifty dollars on persons operating traveling groceterias. It is felt that as the owners of these stores on wheels are not paying taxes, they should contribute to the town's treasury in some way.

ONTARIO MARKETS

TORONTO, July 12.—Produce markets as far as Ontario is concerned, are for the most part strong and unchanged. The live hog situation took another jump this week, advancing 50 cents per cwt. Smoked meats are somewhat higher too, and there is reported a very brisk inquiry for smoked meats, the warmer weather having stimulated the demand. Butter is firm, but some wholesalers are quoting cheese slightly easier as compared with a week ago. Eggs are unchanged. Poultry receipts are light and demand a little quiet. Lake fish are selling fairly well.

BUTTER STEADY AND STRONG

Toronto.

BUTTER.—The butter market is more or less without feature this week. Prices are steady and unchanged although the undertone is strong. Buying is active for storage and export and the inquiry for domestic consumption is also good.

BUTTER—

Creamery prints, No. 1	0 39	0 41
Creamery prints, No. 2	0 37	0 38

CHEESE SLIGHTLY EASIER

Toronto.

CHEESE.—Large new cheese is quoted at easier levels this week, some wholesalers quoting it at 20c. per lb. September cheese is unchanged at 24c. and Stiltons are also quoted at 24c. Supplies of September cheese are narrowing down, and prices are very firm at present quotations. While the easier figure of 20c. per lb. is quoted for large new cheese by some houses, a cent higher is still being quoted by others. The demand is active and buying is in good volume.

CHEESE—

Large, new	0 20	....
Do., Sept.	0 24	0 24
Stilton, new	0 24	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGGS ARE UNCHANGED

Toronto.

EGGS.—The market for eggs is on the whole firm, and prices show little change as compared with a week ago. Production continues light, and some difficulty is experienced in obtaining sufficient supplies to meet requirements. No. 1 eggs are quoted for the most part at 33c., although one dealer had some for sale at 32c. Selects are 35 and 36c.

EGGS—

No. 1, per doz.	0 32	0 33
Selects, per doz.	0 35	0 36

SHORTENING IS STEADY

Toronto.

SHORTENING.—No change is reported in the market for shortening. There is a very good inquiry, and prices are as previously quoted, at from 17 to 18 for lb. prints and at 15c. for the tierces.

SHORTENING—

1-lb. prints	0 17	0 18
Tierces, 400 lbs.	....	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

LARD WITHOUT FEATURE

Toronto.

LARD.—The market for lard is without feature this week, with wholesalers quoting prices steady with last week. There is the usual inquiry for the same.

LARD—

1-lb. prints	0 18	0 18½
Tierces, 400 lbs.	0 15½	0 15½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE IN GOOD DEMAND

Toronto.

MARGARINE.—There is a good steady inquiry for this product with quotations unchanged as compared with a week ago.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 18

LIVE HOGS AGAIN HIGHER

Toronto.

FRESH MEATS.—The market for live hogs is again stronger this week, an advance of 50 cents being named, as compared with a jump of 25 cents last week. The fed and watered quotation is now $15 per cwt.

Quotations on fresh pork cuts are for the most part unchanged as compared with last week, although the situation in the same is very strong. Beef prices are steady and strong. Demand is moderately good, although the hotter weather has seen some slight falling off.

FRESH MEAT—

Hogs—		
Live, fed and watered, cwt.	15 00	
Live, f.o.b.	14 25	
Live, off cars	15 25	
Dressed, light per cwt.	17 00	18 00
Do., heavy, per cwt.	12 00	14 00
Fresh Pork—		
Legs of pork, up to 15 lbs.	0 3-1	0 33
Loins		0 34
Fresh hams, lb.		0 34
Tenderloins, lb.	0 45	0 47
Picnics, lb.	0 17	0 19
Montreal shoulders		0 22
Boston butts, lb.		0 28
New York shoulders		0 21
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 26	0 32
Hips, lb.	0 14	0 16

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Do., Medium	0 09	0 11
Sheep, whole, lb.	0 10	0 15
Lamb, Spring, lb.	0 25	0 28

Above prices subject to daily fluctuations of the market.

GOOD INQUIRY FOR COOKED MEATS

Toronto.

COOKED MEATS.—The hotter weather as resulted in a much greater demand for cooked meats, and while prices to the trade show no change the market is very firm.

COOKED MEATS—

Boiled ham, lb.	0 53	....
Do., square pressed	0 55	0 56
Boiled shoulders	....	0 47
Choice jellied ox tongue lb.	....	0 61
Jellied pork tongue	....	0 34
Macaroni and cheese loaf	....	0 21
Roast pork	....	0 57

Above prices subject to daily fluctuations of the market.

SMOKED MEATS ADVANCE

Toronto.

PROVISIONS.—The higher prices in the market for live hogs this week are reflected in the market for smoked meats. Hams, 6 to 12 lbs., are quoted a cent higher at from 37 to 38c. per lb. Medium hams are the same price. Ordinary breakfast bacon is also a little higher ranging from 25 to 32c. per lb. while the special trim is bringing 38 and 40c. per lb.

Hams—

Small 6 to 12 lbs.	0 37	0 38
Medium, 12 to 20 lbs.	0 37	0 38
Large, 20 to 35 lbs. lb.	0 31	0 34
Heavy, 35 lbs., and upward..	....	0 28
Backs—		
Boneless, per lb.	0 45	46
Rolled, per lb.	....	0 52
Peameal	0 38	0 43
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 35
Do., special trim	0 38	0 40
Cottage rolls in casing		0 38
Cottage rolls	....	0 37
Roll, per lb.	....	0 28
Wiltshire (smoked boneless) lb.	....	0 28½
Do., three-quarter cut	....	0 31
Do., middle	....	0 32½

Dry Salt Meats—

Long clear bacon, av. 50 to 70 lbs.		0 20
Do., av. 80-90 lbs.		0 17
Clear bellies, 15-30 lb.	0 19	0 20
Fat backs, 10-12 lbs.		0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—

Mess Pork	33 00
Short cut backs, 200 lbs.	41 00

PICKLED ROLLS—

Lightweight	47 00
Heavy	36 00

Above prices subject to daily fluctuations of the market.

POULTRY RECEIPTS LIGHT

Toronto.

POULTRY.—Receipts of poultry coming forward are comparatively light. Dealers report a fair demand for the same, and prices with one or two exceptions show little change as compared with a week ago. Ducklings, 4 lbs. and over are quoted lower this week at 25c. per lb. for the live, and at 32c. for the dressed.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	0 25	0 30
Chickens, spring	0 30	0 40
Roosters	0 14	0 20
Fowl, 4 to 5 lbs.	0 20	0 25
Fowl, over 5 lbs.	0 18	0 25
Fowl, under 4 lbs.	00 14	00 20
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 25	0 32

Prices to retail trade—

Turkeys dressed	0 35
Chickens, spring	0 45
Fowl, 4 to 5 lbs.	0 30
Ducklings	0 40

LAKE FISH IN FAIR DEMAND

Toronto.

FISH.—Lake fish is selling fairly well these days, although dealers report the inquiry for fish only of moderate proportions. Cod steak is quoted at from 9 to 10 cents per lb., medium halibut this week is 19 and 20c. per lb., with the chicken halibut offered at from 15 to 16c. Fresh trout is 15 and 16c.

WINNIPEG MARKETS

WINNIPEG, July 14.—The feature of the provision market is the advance in the price of butter and cheese. The egg market has developed a firmer tone. Live hogs are ruling firm and a further advance of 25c per cwt. has been recorded. Bacon, lard and shortening are steady and unchanged while cooked meats are firm. Fish is in fair demand at unchanged quotations.

STRONG BUTTER MARKET

Winnipeg.

BUTTER.—The strength that has characterized the butter market for the past few weeks still continues. A good demand is noted and quotations to the retail trade on creamery prints are 41c. per lb. for best grade. Dealers however think that the peak has been reached and the tendencies will be for lower prices from now on.

BUTTER—	
Creamery, best table grade	0 41
Creamery, solids	0 39

CHEESE PRICES ADVANCE

Winnipeg.

CHEESE.—A strong situation prevails in the cheese market reflecting somewhat the condition of butter. Local dealers have advanced their prices to 22c. per lb. for large.

CHEESE—	
Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 22
Ont., twins, lb.	0 22½
Ont., triplets, lb.	0 23

EGGS FIRMER

Winnipeg.

EGGS.—The egg market has developed a firmer tone. Receipts are heavier and supplies arriving are not in the best condition. Eggs in cartons are quoted at 36c. per doz. and No. 1 candled at 25c.

LARD HOLDS FIRM

Winnipeg.

LARD.—The market for lard has a fairly steady tone and although the hog market has advanced quotations remain unchanged.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 60

COOKED MEATS FIRM

Winnipeg.

COOKED MEATS.—Quotations show no change but the situation in cooked meats continues strong under an active demand.

COOKED MEATS—	
Hams, best quality, skinned 8/14 lbs.	0 52
Do., 13-1 lbs.	0 51
Roast ham, lb.	0 53
Roast shoulders, lb.	0 39
Jellied ox tongues, lb.	0 60
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lb.	0 12

HOGS ADVANCE

Winnipeg.

FRESH MEATS.—Live selected hogs have shown an advance of 25c. per cwt. and are quoted at $13.50. The cattle market is showing a firmer tone and good quality cattle are in good demand. Choice steers are quoted at $7.75 with other qualities ranging from $6.50 to $7.25. Heifer receipts are light with choice kind quoted at $6.50 to $7 and fair quality from $5 to $5.50. There is a good demand for veal calves with prices ranging from $7 to $8. The lamb market has shown a weaker tone with the bulk selling from $11 to $11.50. Sheep are quoted from $5.50 to $6 for best grades.

HOGS—		
Selected, live, cwt.	13 50	.....
Heavier	7 50	11 50
Light	13 00	....
Sows	7 50	9 50

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS.—There are no changes in this market. There is an active demand and with prices of hogs advancing the tone of the market is upward.

SMOKED MEATS—	
8 to 16 lbs., per lb.	0 39
16 to 20 lbs., per lb.	0 39
Roneless, 8-14 lbs., per lb.	
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 41

POULTRY UNCHANGED

Winnipeg.

POULTRY.—The poultry situation shows no change. Receipts are light under an inactive demand.

POULTRY—		
Broilers, 1½ to 2 lbs., per lb.		0 30
Do., 2 to 2½ lbs., per lb.		0 32
Chickens, 2½ to 3½ lbs., per lb.		0 28
Do., 3½ lbs., and up, per lb.		0 30
Fowl, per lb.	0 22	0 29
Roosters, per lb.		0 20
Turkeys, young, per lb.		0 42
Ducks, per lb.		0 33
Geese, per lb.		0 33
Fresh Pork—		
Legs of pork, lb.	0 24	0 28
Spare ribs	....	0 15
Loins of pork, lb.	0 27	0 30
Fresh hams, lb.	0 26	0 30
Shoulders	0 17	0 19
Fresh beef—from steers and heifers—		
Hind quarters	0 19	0 22
Front quarters	0 06	0 10
Whole carcass, good grade, lb.	0 11	0 15
Mutton—		
Choice, lb.		0 22
Choice, 30-45 lbs.		0 32
Lambs—		
Choice Stews		0 12
Veal—		
Good veal, 40 to 80 lbs. hind quarters		0 25

NO CHANGE IN FISH

Winnipeg.

FISH.—No change has occurred in the fish situation. The demand continues moderate.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East, Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85

A Bit of Humor In This Window Gets the Passerby

Montreal.—A bit of humor may be a big attraction in a window display. The most surly being in the world cannot resist the appeal of real wit and, knowing this, a Montreal merchant has for two years back been using this principle to attract attention to his goods.

The effect of this simple attraction upon those who daily pass this store can hardly be exaggerated. The fact of the matter is that many men and women, yes all those who frequent that district, look eagerly for that bit of humor. It merely consists of a small oak picture frame that encases a page from Punch.

One rarely passes that store but there are five or six people enjoying the sketch and the humor. As it happens these are the very people to whom this merchant looks for his trade.

Perhaps the cockney humor bears a particular attraction, for almost everyone who stops to read the few lines or glance at the sketch, goes on his way with a smile. Naturally when looking at the sketch one cannot help but see the display in the window and notice the prices neatly printed on tickets attached to each line. There is something about the attraction that is more subtle than the mere humor or the goods and the price tickets. There is an impression left with those who enjoy the layout of the window that it would be pleasant to deal in that store. Perhaps it is hard to substantiate that theory but nevertheless such is the case. One is favorably impressed by the atmosphere that surrounds that window.

This idea can be easily applied to any grocery business. The picture frame is inexpensive and the sketch costs only what one pays for the magazine that contains it and the little thought and extra time it takes each week to select a suitable page.

LIMA BEAN CROP FAVORED

The California Lima Bean Growers Association, of Oxnard, Calif., writes "Weather conditions have been very favorable for the growing of lima beans up to this date. There has been some replanting done on account of damage by worms and during the past week we have received reports from Orange County, which produces about 20 per cent. of limas raised in California, to the effect that they are sustaining considerable damage on account of worms, estimates running as high as 20 per cent. of their crop. There have been no reports, however, from other lima bean districts."

LIPTON'S TEA — Largest Sale in the World

LIPTON'S COFFEE — The finest Coffee in the finest flavour-retaining container on the market to-day at the lowest price

LIPTON'S COCOA — By test undoubtedly the best Cocoa packed

LIPTON'S JELLY TABLETS — Miles in front of any other Powder or Tablet sold

Full particulars of special offer in connection with our advertising campaign from our Offices at

Toronto 24 Front St., W. — **Montreal** 228 Lemoine St. — **Winnipeg** 149 Notre Dame Ave., E.

SERVICE, QUALITY, PROFITS

Telfer Biscuit Company Limited, Toronto, are

Broadcasting!

their new Radio BISCUIT

NAME & DESIGN REG'D.

Simply delicious—a cream filled biscuit with a wonderful new flavor.

There is an advertising campaign behind it.

Result—a big seller.

Order today from your jobber or direct.

We *guarantee* you repeat business on this line.

ROSE BRAND







You Make No Mistake

WHEN your customer is in doubt as to what to buy—you can't go wrong if you recommend a Rose Brand Pure Food Product—

Because Rose Brand Products are selected from the very choicest foods that pass through our enormous plant.

Because Rose Brand Products are prepared with particular care and attention to insure their original quality reaching the consumer unaltered.

And because, as a result of this, Rose Brand Products will worthily uphold the good name and reputation of your store.

CANADIAN PACKING CO.
LIMITED

Branches:
Fort William, Ont.
Sudbury, Ont.
Sydney, N.S.
Charlottetown P.E.I.
Winnipeg, Man.

Packing Houses
Brantford, Ont.
Peterboro, Ont.
Toronto, Ont.
Montreal, Que.
Hull, Que.

CPC





Also—Maple Leaf Hams and Bacon

Yes, sir!

Gunns' Maple Leaf Pork Sausage sells! It sells quickly because it is well advertised, but more especially because it is made only from the best quality pork and your customers like it. They come back for more.

Customers bringing repeat orders mean many sales for you. Be ready for them. Order your supply of Maple Leaf Pork Sausage now.

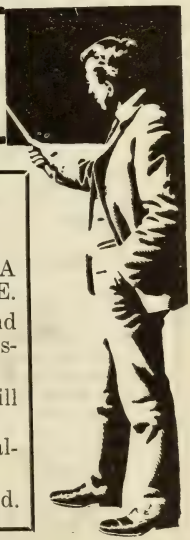
Phone Junction 3400

Gunns LIMITED West Toronto



We would suggest that you make a window display of olive oil this week. There is a big demand at this season for good oils for salad dressing and table use.

HERE'S PROOF



We want to prove to you and your customers that there is no finer quality or richer flavor in olive oil than found in COSTA BRAND.

Have a quantity of sample tins of COSTA BRAND and we want to send them to you FREE.

These you may use in a window display and then distribute them to your most exacting customers.

You will benefit because a new demand will spring up in your trade.

We will benefit because we know they will always want Costa Brand.

Write to us at once. The quantity is limited.

IMPORTERS

Amoroso & Malagodi Co., Limited

119 & 121 ST. HENRY ST., MONTREAL



Neater Package—Less Paper and String

For Meats, Butter, Lard, Pickles, Etc.

The Riteshape saves you money and improves the service you give your customers whichever way you look at it. The Riteshape, with less paper and string, ties up into a neater package than any other. Besides this, it is odorless and non-absorbent. Made from thin slices of hard maple, all Riteshapes are carefully inspected, so that they reach you in good condition—every dish perfect—none to throw away.

Write for Samples and Prices

Victoria Paper and Twine Co., Limited

439-441 Wellington St. W., Toronto. 382 Notre Dame St. W., Montreal.

Sole Canadian Distributors for the Oval Wood Dish Corporation, New York

57

Profits from Ketchup

Heinz Tomato Ketchup can mean only one thing—fresh red ripe tomatoes blended with pure spices, granulated sugar and onions. Years of experience and the finest materials insure the same high quality in every bottle. Such a product backed by the volume of newspaper advertising which it is receiving will, with proper attention, yield for you the most gratifying returns. Display Heinz Ketchup and watch your sales increase.

H. J. Heinz Company

Montreal Factory : Leamington Toronto



Specialties from France

ANCHOVIES IN OIL and HORS d'OEUVRES

A Bosc & Cie., Bordeaux France.

PURE FRENCH CASTILE SOAP 72%

La Grappe d'Or.

BERTRAND'S FRENCH ALIMENTARY PASTE

Macaroni, Vermicelli, Spaghetti, etc., in sealed pound packets.

DELORY'S FRENCH SARDINES

Boneless and whole. Packed in pure olive oil. ¼'s and ½'s.

Sole Agents for Canada and the United States

HENRI JONAS & CO.

177 ST. PAUL ST. W., MONTREAL







Brunswick Brand Sea Foods

Unusually fine flavor, low price and high standard quality—these are the three big reasons why **Brunswick Brand Sea Foods** are such popular sellers from coast to coast. The excellent profit margin they offer and the speedy rate at which they turn over has made them a selling proposition of such high order that few grocers can afford to ignore.

These delicious sea foods are perfectly cooked and are ready to serve on opening the tin. Try a sample order. **Brunswick lines** include the following:—

¼ Oil Sardines
Finnan Haddies
Kippered Herring
Clams

¼ Mustard Sardines
(Oval and round tins)
Herring in Tomato Sauce

Connors Bros., Limited

Black's Harbor, N.B.

Winnipeg Representatives :

CHAS. DUNCAN & SON, Winnipeg, Man.



"Kiwi"
KEE WEE

The Quality Boot Polish

Is made in 7 varieties of shade. Black, Tan, Brown, Dark Tan and Ox Blood Tan and Patent Leather Polish, to Light Stain Polish.



ONE SIZE ONLY. Latest price list and advertising matter gladly sent to any Dealer upon request.

Are you sharing the increasing sales of this World Famous Polish?

THERE are many good boot polishes on the market—but only one "KIWI." Its great and rapidly-growing reputation is based on that best of all testimony—the glowing praises of the user.

It never varies in the smallest degree and is specially manufactured to suit climatic conditions, hence it can be safely recommended.

With "KIWI" there is a constant and rapid turnover of capital—the only real source of worthwhile profit to a retailer.

Trade price list and terms will be gladly sent to any dealer upon request.

Agents:
Anglo-British Columbia Corporation, Ltd.,
Riggs-Selman Buildings,
Pender Street, Vancouver

G. W. Price & Company,
Lombard Buildings, 70 Lombard St.
Toronto, Ontario.

Kiwi Polish Co., (Pty.) Ltd.
London, Eng.

TOILET PAPER
Brands That Will Stand Inspection

"INTERLAKE" "WHITE CROSS" "BLUE BIRD"
"OLD DUTCH" "HURON"

Interlake Standard Brands of toilet paper will stand as "quality papers." Made of soft, strong tissue, put up in uniform rolls, well perforated and attractively labeled, they appeal to and satisfy your customers and assure you an excellent profit.

You can prove your reliability by carrying the Interlake line of toilet papers. We will send full roll samples on request free of charge. Note these descriptions:

"INTERLAKE"—700 Sheet Roll—White, soft, linen-like tissue.
"WHITE CROSS"—8-ounce—White, soft, genuine crepe.
"BLUE BIRD"—6-ounce—Manilla, soft, genuine crepe.
"OLD DUTCH"—11-ounce—Plain, duplex manilla tissue.
"HURON"—4-ounce—Light, soft, machine crepe.

If your wholesaler cannot supply you, write direct.

Interlake Tissue Mills Co.
MERRITTON Limited CANADA

Head Office: 54 University Avenue, Toronto, Canada.
Sales Branch: McGill Building, Montreal, Quebec.

New Business For The Grocer

Each day, each week Carnation Milk advertising is hammering home its lesson to the consuming public—to buy their milk from the grocer—the Modern Milkman.

Now it's up to you, Mr. Grocer, to link up your store with Carnation Milk advertising and get your share of this new business. Display Carnation in your window and on your counter.

Carnation advertising material costs you nothing. Ask our representative—or write to us for window trims; giant Carnation carton; counter cutout; counter stand; Carnation Recipe folders; Carnation streamers or hangers.

Your jobber can supply you

CARNATION MILK PRODUCTS CO., Limited, Aylmer, Ontario.

Carnation

"From Contented Cows"

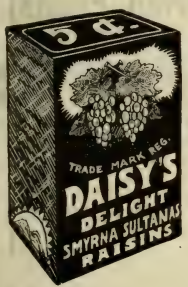


Milk

The label is red and white

3 Sizes—6 oz.—16 oz.—32 oz.

Made in Canada



The most Hygienic, Aristocratic, Nourishing and sweetest pies can only be obtained by using *Daisy's Delight Smyrna Raisins.*

The Old Time Raisin with The Old Time Flavor

Now

Selling in 5c Packages

Smyrna Sultanas and Eleme Raisins attractively put up in small packages, also in 1-lb. packages and bulk 28 and 56-lb. cases.



A delicious and tasty fruit for both young and old. The children's delight, the old folks' fancy.

The finest flavored raisins in the world. Introduce this new package to your customers. Grown and Packed by Le Fils De A. Floras & Co., Smyrna-Vourla (Asia Minor).

The largest growers, packers and exporters of all qualities of 3-4-5-6 Crown Sultana Raisins, also the best Eleme Raisins, Black Raisins and Figs, from Smyrna.

Make enquiries for price of NEW CROP direct shipment

Canadian Selling Agent: **A. JOHNSON P. O. Box 1089, Montreal**



"I DID NOT KNOW"

that your Malt Extract made such a refreshing drink says one of our customers

100% Pure rich dark Malt

Yes, our Maple Leaf Pharmaceutical Malt Extract

Makes the best Brew and the most Brew



Packed in 1 lb. and 2½ lb. tins—2 doz. to the case.
Complete with hops and Crown corks.
Order from your Wholesaler or direct from

The Maple Leaf Malt Extract Co.

61 Canning Street, Montreal

Now is the time to book orders for Spanish Dried Fruits



Fancy Muscatel Table Raisins

Packed in carton De Luxe.
The finest quality.
The finest carton on the market.
Will make a beautiful display.
Appealing by itself.

Figs

Esmeralda Brand FRAGRA style, 22 lbs. Boxes
PALACE BRAND Locoum style 1 lb. wooden boxes
" " " " 2 lbs. " "
" " " " 4 lbs. " "
" " " " 10 lbs. " "
" " " " 22 lbs. boxes
White Malaga Figs in Mats 25 and 28 lbs.

Also shippers of Valencia and Jordan Almonds.

Place your orders now with your wholesalers for direct importation.

Buy Thornton's, They Are The Best

THORNTON & COMPANY

Malaga -- Spain

Agents: **St. Arnaud Fils & Cie.**, Montreal, P. Q.
Donald H. Bain & Co., Winnipeg, Man.
R. S. McIndoe, Toronto, Ont.
Jarvis & Co., Vancouver, B.C.
Geo. J. Hayward, St. John, Newfoundland.



Two Popular Made-in-Canada Sellers

Junket
MADE with MILK

Mr. Grocer—Did you ever try this delicious, economical and nutritious dessert and recommend it to your customers?

Put up in 10 cent tablet packages—retails at fifteen cents.

JUNKET POWDER

Junket in powder form. Just the thing for quickly made dessert. Retails at 15 cents with a good profit. Put up in four different flavors. Try a sample order of these two lines.



Chr. Hansen's Canadian Laboratory
TORONTO, CANADA
LOGGIE, SONS and Company
Selling Agents for Canada
32 FRONT STREET WEST, TORONTO



MALCOLM
(*all Canadian*)
MILK PRODUCTS



Now is the time to feature these handy Campers' and Picnickers' necessities ....

The great convenience of these wholesome MALCOLM MILK PRODUCTS, especially for campers, picnickers, etc., makes them ideal lines to feature in your windows during the vacation season. Get up a good Malcolm display to-day. The quality of these "all Canadian" milk products ranks them with the most popular summer sellers. Order your requirements from your wholesaler.





The Malcolm Condensing Co., Limited,
St. George, - Ontario

For The Tourist Traffic

We have full Daily Supplies of

Georgia Peaches
California Plums and Apricots
Oranges and Lemons
Grape Fruit Tomatoes
Watermelon and Cantaloupe

Local Fruits.--**Cherries, Raspberries, Currants, Gooseberries.**
Vegetables, Wax Beans, Beets, Carrots, New Cabbages.

WHITE & CO. Ltd.
TORONTO

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic
Fruit and Vegetables

LEMON BROS.
OWEN SOUND ONT.

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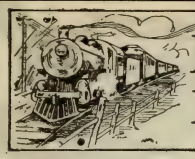
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BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, CAN.

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

SMYRNA RAISIN CROP IS LOOKING GOOD

A report from Smyrna commenting on the raisin crop there says:

"The crop is looking very well and the output is expected to beat last year's. Germany and Holland unfortunately have bought at prices quoted for September-October shipment and this has given a firm tone to the market. The quantity sold, however, is very small, and it is not expected to have much effect, so that lower prices, it is felt, will prevail. Owing to a large crop of California raisins expected this year, California will be in a position to compete favorably with Smyrna Sultanas and that the latter must lower, as otherwise there will be small chance of doing any business. Already there is a tendency to lower prices. We have had offers fully 2c per pound cheaper for the good qualities and about 1c for ordinary grades."..

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

SIGN WRITING
Do Your Own Card Writing
Write for our Catalogue which will tell you what you need. Best goods at Closest Prices.
ARTISTS' SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

This Space is Yours for $2.20 on Yearly Order

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—POSITION, CLERK IN GENERAL store, long experience good references, both languages. French Canadian. Age 25. Box 212 Canadian Grocer, 153 University Ave., Toronto, Ont.

CLERK, MARRIED, 12 YEARS' EXPERIENCE in General Store. Have been manager for 10 years in the same store, for groceries and hardware. Thoroughly understand buying. Am good stock keeper, not afraid of work. Please state wages. Best of references. Am at present in New Brunswick. Western Canada preferred. Box 204, Canadian Grocer, 153 University Ave., Toronto.

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

A MARRIED MAN 37 YEARS OLD THOROughly experienced clerk in hardware, grocery, or general store. Wants position. Apply to Box No. 220, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE

FOR SALE—STORES WITH APARTMENTS under construction at Annette and Armadale, Toronto. Ideal location for butcher or grocer. For particulars call Junction 2004J.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

FOR SALE—SMALL GROCERIES SUNDRIES business. Manufacturing pickles, summer and wine cordials, vinegar bottling etc. Plant well fitted up. To be sold at fair valuation about $4,000. Fred Coward, 402 Spadina Ave., Toronto.

FOR SALE—GROCERY STOCK AND FIXtures or stand. Snap for quick sale. Owner leaving city. Stop 27. Hamilton Highway, Next door to garage.

FOR SALE

FOR SALE:—J. & J. TAYLOR'S BURGLAR and fire-proof safe in good condition. Outside measurements, 3 ft., 4" high and 2 ft., 4 ins. square. Compartments and drawers. Price $125.00 for cash sale. Fred Coward, 402 Spadina Avenue, Toronto, Can.

FOR SALE—GENERAL STORE INCLUDING Bell Telephone exchange with good salary. Also Post Office. Good farming community, no opposition Splendid opportunity. Good reasons for selling. Apply Box 222, Canadian Grocer, 153 University Ave., Toronto, Ontario.

Good papers furnish A.B.C. reports to their advertisers.

Canadian Grocer is a member of the Audit Bureau of Circulation.



OAKEY'S
"Wellington"
KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

THE BEST IN 1750 STILL LEADING

PURNELL'S

Pure Malt **VINEGAR**

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

Sell—



Every day and every hour we are making sales for you

Advertising constantly in magazines, newspapers, with outdoor and indoor signs and window decorations—

Sales practically are made when goods are delivered to you.

No extra overhead is required in your store.



Made in Canada
THE COCA-COLA COMPANY
Winnipeg — Toronto — Montreal

Sell by the case
for the home

The World's Most Accurate, Most Sanitary, Most Durable SCALE



All working parts of this scale are enclosed, and the sensitive mechanism completely protected. If desired, the Scale can be furnished in white porcelain enamel—the most durable and lasting of all finishes.

THE NEW GREATER DAYTON

will not only protect your profits by giving you accurate weights and price computations instantly, but attract customers to your store by its handsome appearance and the evidence it gives of your up-to-dateness and your desire to give clean, quick, sanitary service.

Sold on attractive monthly payments without interest. Discount for cash.

When you are in Toronto visit our handsome new downtown City Show Rooms, 32 King Street West.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager
Head Office and Factory: 300 Campbell Ave., Toronto

Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N.B., Halifax, St. John's, Nfld.

THE DAYTON IS MADE IN CANADA

CANADIAN GROCER

The Largest Circulation of any Trade Paper in Canada
Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., JULY 21, 1922 No. 29



The Tobacco with a heart

MACDONALD'S

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation

An attractive window display by Almy's Limited, Montreal, showing display card, recipe books and jars.



Cash in on the Fruit Crop

With "PERFECT SEAL," "IMPROVED GEM" and "CROWN" Jars

Here is an opportunity to bring new customers to your store and increase the trade of the old ones. The coast-to-coast advertising campaign of "PERFECT SEAL," "IMPROVED GEM" and "CROWN" jars starts week of Aug. 7th.

Tie up with the Dominion-wide advertising campaign by making a special window display. Your customers will read the newspaper advertisements and then look for the dealer who stocks these jars. If you display them prominently, the business is **yours.**

The display will bring them into **your** store and you can sell them, not only jars, but all the other requisites for canning.

A HANDSOME EIGHT COLOR DISPLAY CARD for use as window trim will be mailed to you together with pictures and diagrams of window dressing suggestions by Mr. Carroll, head window designer of Almy's store, Montreal, FREE OF CHARGE. Write for it on your letterhead. And write at once, the number available is strictly limited.

Window Dressing Competition

A first prize of THIRTY DOLLARS, second prize of TWENTY DOLLARS and FIVE PRIZES of TEN DOLLARS will be awarded for the best dressed window tieing up with this campaign. Pictures must be on glossy paper, at least quarter-plate size. Dress your window early, photograph it and stand in line for one of the prizes.

Dominion Glass Company Limited, Montreal

WAYAGAMACK PURE KRAFT



Is an Ideal Paper

for use as a wrapper or cover for articles of every description. It can be obtained in Glazed or Unglazed finish and in Plain, Fine-stripe and Broadstripe patterns from the following wholesalers.

NEW BRUNSWICK

ST. JOHN—Schofield Paper Company, Limited.

ONTARIO

OTTAWA—Continental Paper Products, Limited.

TORONTO—Kilgour Bros., Limited.
H. E. Livingstone & Company.
Ratcliff Paper Company, Limited.
Wilkinson Paper Company, Limited.
Wilkins Smallware Company.
Weatherhead Paper Company, Limited.
Cameron & Fraser.
The Brown Bros., Limited.
Victoria Paper & Twine Co., Ltd.

HAMILTON—Walter Woods, Limited.

LONDON—Reid Bros. & Company, Limited.
H. T. Reason & Company.
The E. B. Eddy Company, Limited.

FORT WILLIAM—Tees & Persse, Limited.

ALBERTA

EDMONTON—John Martin Paper Company, Ltd.
Western Supplies, Limited.

CALGARY—Stanley Paper Company.
John Martin Paper Company, Limited.

BRITISH COLUMBIA

VANCOUVER—Columbia Paper Company, Limited.
J. C. Wilson, Limited.

VICTORIA—Columbia Paper Company, Limited.

NOVA SCOTIA

HALIFAX—The E. B. Eddy Company, Limited.
Schofield Paper Company, Limited.

QUEBEC

QUEBEC—Lucien Frigon.
St. Lawrence Paper Bag Company.

MONTREAL—Continental Paper Products, Limited.
Dominion Paper Company.
The E. B. Eddy Company, Limited.
M. S. Kilby, Limited.
Alex. McArthur & Company, Limited.
MacGregor Paper Company, Limited.
Robertson & Parker.
Victoria Paper & Twine Company, Ltd.
J. C. Wilson, Limited.
E. A. Cole & Company, Limited.
Munderloh & Company, Limited.
Librairie Beauchemin, Limited.
Beveridge Supply Company, Limited.

MANITOBA

WINNIPEG—Kilgour Bros., Limited.
John Martin Paper Company, Limited.
J. C. Wilson, Limited.
Walter Woods, Limited.

SASKATCHEWAN

REGINA—Paper & Stationers, Limited.

MOOSE JAW—Tees & Persse, Limited.

SASKATOON—Tees & Persse, Limited.

Wayagamack Pure Kraft

means

Strength and Security



RETAILS AT
15c

A new BODLEY creation that is meeting with an unusual reception

BODLEY'S DANDY CAKE

This delicious cake is a new idea in cake making that combines the economy and convenience of the package cake with the rich quality of the well-known Bodley Fruit Cake. **Dandy Cake** is daintily wrapped in waxed paper in half-pound packets. Like all other Bodley high-grade products this tempting, "different" flavored cake is meeting with instant favor everywhere it is introduced, and is bringing a large repeat business to wholesalers and grocers throughout the Dominion.

Your wholesaler will supply you.

C. J. BODLEY, LIMITED
Toronto

Acadia

All high class stores sell Royal Acadia

Acadia

For every sweetening purpose

ICING

SUMMER TIME IS SUGAR TIME—STOCK UP

GRANULATED

ROYAL ACADIA SUGAR

RICH YELLOWS

100% PURE

POWDERED

Sell Your Customers

When Sugar is Ordered Supply

Acadia

Acadia

Some seasonable "Clark" Good Things

SOUPS
13 kinds

PORK & BEANS
With Tomato
Chili or Plain
Sauce

Corned Beef
Corned Beef Hash
Boneless Chicken
Roast Beef

SAUSAGES:
Cambridge or
Smoked Vienna in
tins.

Canadian Boiled
Dinner.

Devilled Meats
Potted Meats
Pate de Foie Gras
Pate de Viande
a la Canadienne

Pea Nut Butter

Tomato Ketchup



"Let the CLARK Kitchens help You"

is being shouted to consumers from Halifax to Victoria

Your customers will hear the call and so will most of those who pass your store. Get your share of the passing trade by displaying a good assortment of Clark's Prepared Foods in your windows as well as in the store.

Let the Clark Kitchens help you to more sales—new customers and larger profits.

W. CLARK, LIMITED, Montreal

PREPARED FOODS

Establishments at Montreal, P. Q., St. Remi P. Q., Harrow, Ontario

CLARK'S Prepared Foods are made in Canada by a purely Canadian Company using Canadian Farm Produce

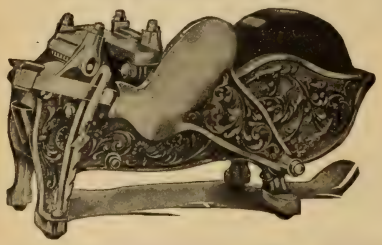
Kolacafé

REG'D

Is Real Good Coffee

If your Wholesale Grocer cannot supply you, write:
Agent for Ontario:—Georke G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

National Package Sealer
And Gummed Tape
SAVES TIME AND MONEY



ARE YOU TYING UP YOUR PROFITS? . . . . . .

This national package sealer will enable you to wrap up your parcels more neatly in half the time and will cut 75% off your wrapping cost.

National Sealers are easy and simple to operate.

Let us tell you how they will save you money and speed up service.

CANADIAN NASHUA PAPER CO. LTD.
PETERBORO, ONT.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.
Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO ONT.

Send for Your Copy Today!

You should be in a position to know what are sound stocks and bonds and what are purely speculative—perhaps you can't afford to speculate—If not, you must be assured that you are really investing.

THE FINANCIAL POST specializes in an Inquiry Service noted for its accurate and sound replies regarding investment. This service is free at all times to subscribers.

The careful opinions backed solidly by facts, the accurate news and the weekly market reports that appear in THE FINANCIAL POST are your sure guides to the knowledge that means safety.

Send for a sample copy today. The subscription price—$5.00 a year of fifty-two issues—is really insurance on your invested money.

THE FINANCIAL POST 143-153 University Ave. TORONTO, CANADA

"Mailing Lists Obsolete"

A large Canadian manufacturer enquiring about a mailing list of retail grocers in a certain Canadian city has been unable to secure an authentic one. He writes us that he has used certain alleged lists, but finds that they were practically obsolete.

In other words, there are so many changes in the grocery business from month to month that it is almost impossible to keep up a list that will approach accurateness.

Canadian Grocer is read by the largest number of retail grocers in Canada. It comes to their stores by paid invitation every week.

Moreover, it is subscribed for by grocery departments of large general and department stores and other big buyers whose names would not appear on a grocery mailing list.

From a recent investigation into our records we found that quite a number had been taking the paper continuously from its inception in 1886. Many more had been continuous subscribers for more than 20 years, a great many more than 10 years, and the big majority more than 5 years.

The readers of Canadian Grocer are the permanent business men in the Canadian grocery trade.

This is the type of merchant manufacturers want to reach. The most economical and effective method of reaching them is through the advertising pages of Canadian Grocer.

There is no other satisfactory way of reaching the clerks in these stores.

CANADIAN GROCER

VANCOUVER WINNIPEG TORONTO MONTREAL

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

DISTRIBUTION
Through responsible warehouses is both profitable and economical. We can handle your product for service to your customer.
Security Cartage & Storage Co., Limited
CALGARY, CANADA.

The City Dray Co., Limited
230 Princess St.,
Winnipeg
Storage and Distribution
Insurance Rate 30c

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
501 Confederation Life Bldg., Winnipeg
OFFICES:
St. John Montreal Toronto Vancouver

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

Say you saw it in
CANADIAN GROCER
it will help to identify you

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches; Regina, Saskatoon, Edmonton, Calgary, Vancouver, Fort William, Montreal
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION



Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate. The Codville Co. Ltd.

THE BEST IN 1750 STILL LEADING

PURNELL'S

Pure Malt VINEGAR

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *Save* You Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

SAINSBURY BROS., LTD
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
Head Office 35 Front St., East, Toronto
OFFICES:
Vancouver Winnipeg Montreal St. John

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.



BEER

The Consumer wants the BEST.

The Famous CREAM OF MALT is the BEST.

So give him the BEST.

Canadian Malt Extract Co.
44 Pearl St. Toronto, Ont.
Telephone Adelaide 3304



OAKEY'S "Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Andersen, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermot Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.



Made in Canada

FLY TERROR

After years of experimenting, we have succeeded in manufacturing a product that will positively keep Flies, Mosquitoes, etc., away.

This preparation is in great demand by Hunters, Campers, Tourists, Fishermen, Surveyors, etc.

Order your supply NOW for the Spring and Summer Trade. A Big Seller—Showing a nice Profit.

Representatives Wanted

THE FLY TERROR MFG., "Regd."
7 NOTRE DAME SQUARE - - QUEBEC

PATENT RIGHTS FOR SALE

of a

Canadian Patent on Food Products

I hold the rights of a Canadian patent on quickly-cookable soups, sauces and gravies produced from a starchy material, fat and seasoning, to be marketed in a dry, preserved form and am desirous of getting in touch with existent manufacturers of food products for the sale of same or with interested parties for the purpose of organizing a company for the manufacture in Canada of these products under my patent

Address your inquiry to

S. LUFT, 2701 Baldwin Ave., Berwyn, Ill., U.S.A.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
17 ST. PAUL EAST — MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

BRITISH GELATINE
We represent ZIMMERMAN & COMPANY manufacturers of Gelatine. These are of special high quality and low prices. Your enquiries solicited.
J. RUSSELL-MURRAY CO., LIMITED
Coristine Building, MONTREAL

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

HARRIES & CROMWELL
GROCERY BROKERS
IMPORTERS and MANUFACTURERS' AGENTS
11 St. Sacrament St., MONTREAL

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
116 St. Nicholas Bldg., Montreal.
OFFICES:
Vancouver Winnipeg St. John Toronto

This Space is Yours for $2.20 on Yearly Order

When Writing to Advertisers Kindly Mention this Paper . .

BABY'S OWN SOAP

50% PROFIT

Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.

CLASSIFIED ADVERTISING

MR. MOORBY, of Newmarket, who ran a small Advertisement on price tickets, writes:—
"The last advertisement you inserted for me more than paid for itself."

Do you need a clerk? Do you want a position?
Do you need a salesman? Do you want to buy a business?
Do you need a bookkeeper? Do you want to sell a business?

Do you want to change your present position?

Any of these needs can be supplied if you go about it the right way. The cost is so small—only 3 cents per word for the first insertion—2 cents per word for each subsequent insertion—5 cents extra per insertion for replies to be placed under box number.

PAYABLE IN ADVANCE.

CANADIAN GROCER - 143 University Ave., TORONTO.

STICKNEY & POOR'S
PURE SEASONINGS

Pepper, Ginger, Allspice, Cloves, Cinnamon, Paprika, Cayenne, Carroway and Celery Salt are a few of the standard line of Stickney & Poor pure seasonings.

With your next order to your jobber be sure and say, "Send me Stickney & Poor's Pure Seasonings."



Your Co-operating Servant,
"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century old — Century honored 1922
HALIFAX
Mustard — Spices — Seasonings

THE ONLY REFRIGERATOR WORTH WHILE IS
The Refrigerator that is Successful from Coast to Coast



Eureka Refrigerators are known from coast to coast by thousands of our satisfied customers. And the reason is natural and simple: All Eureka customers know that Eureka Refrigerators are the best; that they have a constant circulation of cold, dry air, and that this is the chief secret in gaining proper and satisfactory refrigeration; they also know the walls are heavily insulated and Eurekas are easy on ice, while at the same time they eliminate practically all waste from spoiled foods.

Order yours to-day! Hot weather is here—and only the Eureka will do. Write for free catalogues.

Eureka Refrigerator Co., Limited
Head Office and Factory:
OWEN SOUND, ONTARIO



S.S. Melita & Mottistond
THIS WEEK BRING
PATES DE FOIES GRAS
FROM L. 'S. HENRY
STRASBOURG

"Virgin" Pure French
Olive Oil

In Bottles and Tins
From Grasse France

Bertrand's Imported French Alimentary Pastes

Macaroni — Vermicelli — Spaghetti
Alphabets — Coquilles — Noodles

Sole Agents for Canada and the United States

HENRI JONAS & CO.
177 St. PAUL St. W., MONTREAL

Of Course you sell Tomatoes
But do you Sell
ELEPHANT BRAND TOMATO PASTE?



It is a profitable article and easy to sell, once it has been introduced to your trade, because one little can of ELEPHANT BRAND TOMATO PASTE contains more tomato than three big cans of the ordinary pack.

This is what the chefs in the big hotels use for their delicious soups and bouillon. It is the best and most economical.

FREE

Let us send you FREE a large size sample tin for your own use. Just mail us your address.

IMPORTERS

Amoroso & Malagodi Co. Limited
119 & 121 ST. HENRY ST., MONTREAL

Try the Taste Test

Taste them all. Taste every canned milk on the market. Get a can of each product and a glass. **You'll be able to drink** Keepsweet Cream. And you will find the flavor simply delicious. Every day hundreds and hundreds of Canadians are discovering how good Keepsweet is. How about your customers?

Fresh, Sweet Cream Not Condensed Milk

Keepsweet Cream is simply rich, fresh, wholesome **cream.** (The only canned **cream** on the Canadian market). The taste is perfect. It is not condensed, evaporated or medicated. It is all ready to use as it comes from the can. Of course, as soon as it is opened it must be treated with the same care as ordinary cream.

It is a wonderful repeat proposition. One grocer reports that while he has handled Keepsweet Cream only a few weeks it now ranks with the best repeaters in his store.

Keepsweet Cream is put up in Baby Size Cans, containing 6 oz. of **cream** (not milk), and in Family Size Cans, containing 11 oz. of **cream** (not milk). Place an order at once through your regular house.

Heavily Advertised

We are backing grocers handling Keepsweet with a very powerful campaign of advertising, which is pulling splendidly. Full page, half-page and other large advertisements appear at regular intervals in the biggest newspapers.

Tie up to this campaign and get a share of the profits from the sale of this wonderful new product.



Dominion Milk Corporation
Limited

TORONTO - CANADA

SCREATON & WHITESIDE, Winnipeg.
Western Representatives.

Keepsweet Table Cream

QUAKER TALKS NO. 3

Meet the "Cut Raters" —Make Your Full Profit

BY FEATURING

QUAKER CORN FLAKES

QUAKER CORN FLAKES are mighty good friends to the trade, these days. They have put Corn Flakes back on the pre-war basis and **enable the dealer to really make money** on a popular seller.

QUAKER CORN FLAKES cost you $2.70 a case.

Slightly higher west of the Great Lakes.

Other brands cost you more money.

You can sell QUAKER at 10c a package—meet the "cut-raters" at their own game—and still make a profit of 33 1-3%.

Or—if you are happily situated where you don't have to compete with "cut rate stores," there is no reason why you should not sell QUAKER CORN FLAKES at 2 for 25c, giving you a profit of 66 2-3%.

There is no reason indeed, because the QUAKER brand stands **supreme to-day for quality in Corn Flakes.**

They are made from selected white corn. They are rolled thinner. They hold their delicious flavor indefinitely. Testimony of thousands of buyers prove it. By economy in preparation and volume of output we have been able to accomplish our end—of putting out a profitable 10 cent seller of the best quality.

Whether you sell at 10c a package, or two for 25c, you are giving your customers honest goods and honest value—a product made and guaranteed by the greatest cereal company in the British Empire—and you are enjoying a quick turnover and making real money on every package you sell.

Remember, that QUAKER CORN FLAKES are just as fine in their way as Qpaker Oats are among rolled oats—and you know the reputation of Quaker Oats.

If, for one reason or another, your wholesaler cannot supply you with QUAKER CORN FLAKES, we will be glad to ship to the grocer a five-case accommodation shipment to be charged to any wholesaler.



THE QUAKER MILLS

Peterborough, Ont., and Saskatoon, Sask.

Unvarying quality counts

RED ROSE TEA has been the same good tea for over 28 years. When cheap bulks replaced many other teas, RED ROSE TEA kept right on selling. People would not ask for "something just as good," when they could get genuine RED ROSE TEA in its sealed package.



The demand is increasing steadily. Grocers are selling it faster than ever. If your stock's low write or wire nearest branch. Shipment the same day.

T. H. Estabrooks Company Limited

ST. JOHN, N.B.; MONTREAL, TORONTO, WINNIPEG, CALGARY

"Niagara Falls Brand"

PINEAPPLE TIT-BITS

For Profitable Summer Selling

Niagara Falls Pineapple Tit-Bits are cut from the ripest, juiciest, most delicious sections of selected creamy-white pineapples. They are preserved in heavy syrup made from pure, granulated sugar and find a ready sale at this time of year. They are made in Canada by Canadians for Canadian people. Buy Made-in-Canada goods and keep Our Factories Busy.

Suggest to your customers that they use Pineapple Tit-Bits for fruit salads and other summer desserts.

We can make immediate shipment--Order now

DOMINION CANNERS LTD.

HEAD OFFICE: HAMILTON, ONTARIO

FRESHNESS

Is always considered when purchasing either eggs or butter. This is quite natural because both eggs and butter deteriorate very rapidly unless prevented artificially from doing so. Few people, however, realize that **the same applies to tea.** Tea is also most susceptible, and loses flavour very fast when exposed to the air. When sealed in air-tight aluminum (even wood or cardboard being inadequate) as in the "Salada" package, the natural "garden" flavour and fragrance are all retained. Your customers want really good tea, so give them

"SALADA"

The Tea that Everyone Enjoys

Order to-day—Freight is prepaid on all orders of 60 lbs. or more.





A Valuable Impression

A pleasing impression upon customers is of value. You can create one and at the same time save your goods from damage by spreading sheets of TANGLEFOOT in your show windows, especially over Sunday.

TANGLEFOOT will then be at work for you and will not only catch the flies, but attract the attention of people who pass your store to your efforts to keep your stock clean and fresh. For 1922 TANGLEFOOT has been considerably reduced in price.

Remember TANGLEFOOT *catches the germ as well as the fly, and that poisons, traps or powders cannot do it.*

CANADIAN GROCER

Vol. XXXVI TORONTO, JULY 21, 1922 No. 29

Say Motors Reduce Delivery Costs

Gibb Bros., Yonge Street, North Toronto, Changed From Horse Drawn Vehicles to a Motor Truck Last May, and Find Delivery Costs Are Reduced More Than Half—What Other Merchants Have Found in Their Experience.

THE PROBLEM of delivery is one that has been given a good deal of thought by the service grocer, and the question as to which is the more satisfactory as well as cheaper method, the horse drawn vehicle or the motor truck, has its champions on both sides. Many grocers who have changed from the horse deliveries to the motors declare that they would not go back to the old way, and insist that in adopting motors they are saving money, having greatly reduced the cost of delivering.

"We changed from the horse-drawn vehicles to the motors last May," Mr. Gibb of Gibb Bros., North Yonge Street, Toronto, told a representative of Canadian Grocer the other day. "Previously we had two horses on the road all the time. With one motor truck now, we believe we are giving better service, covering the territory in much better time, and cutting the expenses more than half what it was formerly. Where we had to employ two drivers under the old scheme, now we have only one. In wages to drivers alone we have effected a saving of twelve dollars per week. We have a garage at the rear of our store, and have done away with the necessity of renting stable accommodation. Feed and blacksmithing charges were heavy items of expense in the old mode of delivery, as yet we have not found them exorbitant."

Have a Big Trade

Gibb Bros., have an extensive grocery trade, and a good deal of it comes over the telephone, although the situation of their store is such as to attract a fair portion of catch business. But service of delivery and credit has been given for some time. Consequently any change in the method of delivering goods is an important factor in the way of reducing overhead expenses. "Not only have we brought about a saving in delivery costs, but we think we have improved the service, since making the change," Mr. Gibb added.

Thos. Collins, a grocer in Ottawa, is another merchant who finds the motor truck the cheaper way to deliver. Mr. Collins declares that where a grocer is employing more than one horse to do his delivering, he will find a motor is the cheaper. That at any rate has been his experience.

"In my own business," stated L. O. Pearson, grocer at St. Thomas, Ont., "the motor is the cheaper. I can only answer as my own experience dictates. I was employing a driver at $12 a week, and a clerk at $20. I let them both go, and engaged one man at $25 per week. He not only drives the truck, but in between deliveries, helps a great deal in the store. In one item alone I have thus effected a saving of $7 per week."

What Vancouver Grocers Say

The correspondent of Canadian Grocer on the Pacific Coast interviewing a number of grocers in Vancouver on this this question as to which is the cheaper delivery, relates some interesting expressions of opinion.

One grocer in Vancouver states that $45 per month covers the cost of maintaining his delivery waggon. In his computations, however, tires and repairs and insurance seem to have had scant attention.

Mr. Dean, of Morrow and Dean, retail grocers in Vancouver states that he estimates the cost of maintaining his delivery truck at $95 per month. This figure does include gasoline, oil, tires, repairs, insurance and depreciation. The last named is shown each month at $15.

All those who seem to have given the subject their thoughtful attention name figures for maintaining a light delivery truck and its driver around $175 to $200 per month. The London Grocery Co., informs me through its manager, D. Shore, that the two trucks which they formerly employed cost about $350 per month.

Charging Depreciation

Fen. E. Newton, manager for the Northwestern Messenger Service which operates a fleet of such trucks states that M. Shore's figures are just about correct. Mr. Newton further pointed out that Wanamaker, in Chicago, operates a fleet of such trucks and every year puts a new chassis under each body and sells the old ones. That is how Wanamaker figures his depreciation. This same executive estimates that the only safe way for a retailer operating a light truck to figure, is to charge off to depreciation the first year 40 per cent. of the cost of the truck, 25 per cent. the second year, 20 per cent. the third year and the balance 15 per cent. the fourth year. He further points out that the grouped amounts for depreciation and repairs will remain fairly constant during the four years. In other words, as the amount for depreciation drops the amount for repairs will mount correspondingly. Another point made by this experienced merchant is, that the totals for the man employing cheap drivers will be about the same as for the man employing capable and experienced drivers. As the actual value of the driver's services comes down, the outlay for repairs and expense generally advances.

EFFECTIVENESS OF WINDOW DISPLAYS

Gibb Bros., North Yonge Street, Toronto, believe thoroughly in the effectiveness of window displays as a means of increasing sales. They use their windows all the time to attract the passerby. Situated as they are on a much travelled thoroughfare, the opportunity to sell merchandise in this way is particularly good. The other day, when a representative of Canadian Grocer happened to be calling at this store, a man who was passing came in, and said: "Give me a tin of that——, in your window. I have never tried it. If I like it, I will come back and get some more."

One of the windows on this occasion was dressed with canned lines that should have a particular appeal at this season. Canned milk and cream, a certain brand of canned fish, were the features of the display. "We have sold a lot of that canned fish since we put that window in," Mr. Gibb added. "It is a line that we have not had long, but it is going to go good. It has already. Window displays always help the sale of goods for us."

Operation of Sales Tax In Regard To Transactions By Manufacturers

Rulings From Ottawa Clear Up Some Interesting Points, But Fact Remains That All Sales by Manufacturers or Wholesalers Must Show Tax on Invoice

IN CONNECTION with the operation of the sales tax, many enquiries seek interpretation of amendments made recently in this Act.

One of these rulings was to the effect that it is absolutely necessary that manufacturers and wholesalers in billing retailers for purchases, show the total amount of the sales tax applicable to the sale, as a separate item on the invoice. If a manufacturer wanted to absorb part of the tax, say 2¼ per cent. on a sale direct to the retailer which ordinarily would carry a 4½ per cent. tax, it would be contrary to the provisions of the act for him to show only the 2¼ per cent. on the invoice. He must show the full amount of the sales tax as a separate item.

Sec. 199 B. B. B. of the Special War Revenue Act, as amended at the last session of parliament, provides that: "The purchaser shall be furnished with a written invoice of any sale which invoice shall state separately the amount of such tax."

Discussing the question of the operation of the sales tax as between manufacturers and wholesalers, A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association told Canadian Grocer that an arrangement had been made with a large number of manufacturers whereby the wholesaler did not have to lose the two and one quarter per cent. tax on goods purchased from manufacturers. Through this arrangement, while the manufacturer shows the amounts of the tax on his invoices, he allows the amount by either increasing his percentage of discount to the wholesaler, or quoting his prices to allow for the same.

Another interesting point raised was whether manufacturers on transactions of semi-finished products had to pay the sales tax on these transactions as between themselves.

How Tax is Pyramided

This enquiry was answered in the affirmative.

It was pointed out to the department that if a manufacturer who purchased articles from another manufacturer to incorporate into his product before it was ready to be marketed, had to pay a sales tax on these articles before they went through the regular channels of distribution, it meant that the tax would be greatly pyramided and would work much hardship in a number of cases.

"That may be so," said the official, "but the transaction constitutes a sale."

It was pointed out that the tax must be shown as a separate item on the invoice. If part of the tax or the whole tax is absorbed by the manufacturer it is either adjusted in a lowering of prices on the commodities listed or a clause appears in the invoice stating "above amount includes Sales Tax paid by us of $———"

Freight Traffic and the Storage Warehouse

Westerner Shows Advantages of Eastern Firms Taking Advantage of Car Load Rates and Utilizing the Warehouses of the West—Thinks This Will Promote Business

By A. V. MANAREY, Calgary

WHAT better market offers for the products of Eastern Canada than that of the prairie provinces; yet, it is only gone after by a few of the more courageous firms, and why?

It has often occurred to the writer it is mainly because of distance and the high freight rates staring the producer or manufacturer in the face. When high freight rates are added to the cost of selling, it makes the figure so high in the eyes of the manufacturer, it seems unreasonable to assume the commodity can be marketed at a fair price and give a profit and satisfaction. This is unfortunately true when one does not thoroughly understand the marketing and distribution of commodities. The misunderstanding is particularly due to a lack of knowledge of traffic problems. Many persons will look at a freight classification tariff and see their product marked for example: less than carlot, second class, carlots, fourth class and possibly right there and then, conclude second class freight rates are too high and that this would make the selling price beyond reach of the consumer, knowing they have not enough weight to make up a carload.

Advantage of Pool Cars

It is also possibly a fact, that such a firm has not studied the question from the point of Pool Car Service or through distributing warehouses; consolidation of merchandise from various firms at a distributing warehouse for the purpose of shipping small quantities to distant points in pool cars. Getting the benefit of carload rating, is one way of reducing the cost of transportation.

Shipping in quantities of buyers' demands and carrying spot stocks in merchandise storage warehouses, for the purpose of service and convenience is rapidly being adopted by many progressive firms who realize the value of service and duties that the stores' own warehouse would perform. Manufacturers in the East can conduct the shipping and handling of stocks to the utmost advantage at a fraction of the cost by having one's own warehouse—usually acting as receiver—warehouseman, shipper, stock-keeper and accountant.

Seasonal accumulations of raw products and manufactured articles must be spread over a period of consumption. Products of the East and products of the West must be readily available for the use of both. Here the storage warehouseman is playing an increasingly important part. Many ways are to be found where the warehouseman can be utilized both profitably and economically in the distribution of foodstuffs, whether the finished article or the raw product for manufacture.

Not a Last Resting Place

It is the desire of all storage warehousemen to alleviate if possible, the aversion of many business houses towards the warehouse industry. The modern warehouse is not a morgue for articles that have lost their sale or for dead issues of stocks. The activities and facilities for improving the better distribution of goods for the benefit of manufacturer, jobber, wholesaler and the ultimate consumer are of infinitely more importance than to be used as a last resting place for dead stocks. The storage warehouse to-day is a bee-hive of industry from the office staff, who look after the customers' accounts and credits to the shipping room, where they look after other peoples' goods with the same care and accuracy as if they were their own.

It may be mentioned that members of the Canadian Storage Association are endeavoring, through proper organization and legislation, to put their business on the same high standard as the banking system and one of their axioms, "Choose your warehouseman as you would your Banker," bespeaks the realization of their responsibilities.

———

One of the questions which young men applying to Thomas Edison for jobs are required to answer reads as follows: "You are a salesman making every effort to get an order from a big manufacturer who is married to an unusually jealous wife. One evening you see this prospective customer dining in a restaurant with a chorus girl. What would you do?"

That's easy. Either cop the girl or cop the order. The real scientist in salesmanship would cop both.

Baskets of Fruit for Steamship Travel the Feature of This Window Display

A. Dionne Son & Co., 581 St. Catharine St., Montreal, Make Attractive Window to Boost the Sale of "Specials" for Picnics and Summer Outings—Results Are Good.

MONTREAL.—A. Dionne Son & Co., retail grocers, 581 St. Catherine St., West Montreal, have, during the past week, had an attractive window display, designed to sell fresh fruit, not for preserving but for the picnic and holiday trade and as a gift that is appreciated in the summer time. Their idea is that fruit can be sold to people who are not preserving and, according to John Daly, who dressed the window, their idea is correct. The window did sell fruit for eating, for picnics and for gifts.

Carrying Out Picnic Idea

The design of the window carried out the picnic idea. The base, sides and back of the window were trimmed with evergreen and red and green crepe paper. Dainty baskets of mixed fruits, bottles of soft drinks, lime juice and fruit extract were nestled among the fruit baskets. Some of them were quite fancy, being arranged with ribbons and bearing tags, illustrating some of the uses to which the fruit might be put.

A Parting Gift

For instance one of the baskets bore the store's tag with the address of some lady, care of S. S. Metagama, Pier 27, sailing Friday morning. Written on the bottom of the tag was "Bon voyage. Goodbye and good-luck. Mrs. Peters." This store makes a specialty of preparing these baskets for delivery to outgoing vessels and this display illustrates effectively the idea.

Everything For a Picnic

Besides the fruit there was everything for a picnic in this window, biscuits and candies, figs and dates, olives and nuts. The main selling point of the display was for "Steamship Baskets," as announced in a big placard that was stretched across the window.

To Prevent Dumping of Red Raspberries on U. S. Markets

Ottawa, July 17 (Special).—United States anti-dumping regulations are to be applied to Canadian raspberry imports according to a letter which has been received by the Department of Trade and Commerce at Ottawa, from Frederic Hudd, Canadian Trade Commissioner in New York. Mr. Hudd has written as follows:

"The United States Treasury Department Decision No. 3,177, dated June 19, 1922, makes finding under section 201 (a) Anti-Dumping Act, 1921, of dumping in the case of canned red raspberries imported from Canada. The treasury department's finding reads as follows:

'After due consideration I find that the industry of canning red raspberries in the United States is being or is likely to be injured, by reason of the importation into the United States of canned red raspberries, imported from the province of Ontario, Canada, and that such merchandise is sold or is likely to be sold in the United States at less than its fair value.

'Hereafter an appraising officer will scrutinize every entry of Canadian red raspberries into the United States and should entries of canned red raspberries indicate that they are offered to United States importers at less than the home market value in Canada the special dumping duty will be assessed, which is the difference between the price to the United States importer and the home market price in Canada, when the former is less than the latter.'"

New Pack Dried Peaches Are Higher Than A Year Ago

Prices on the new pack of California dried peaches are announced, and are somewhat higher as compared with a year ago. This is said to be due to the fact that the demand for peaches for canning purposes was so great, that values for dried peaches were consequently enhanced. Quotations f. o. b. California for 25 lb. boxes, yellows and Muirs are as follows:

	Yellows	Muirs
Standards	0 11	0 11¼
Choice	0 11¾	0 12
Extra Choice	0 13¼	....
Fancy	0 15¾	0 16¾
Extra Fancy	0 17¼	0 18¼

The peeled varieties are one cent higher. Shipment of new crop is promised latter end of August and September. Quotations named by the California Packing Corporation, the California Peach Growers, and Rosenberg Bros. are all alike.

The marked difference in exchange this year, will more than offset the increase in prices. Last year exchange was ruling around twelve per cent. and to-day it is only a matter of one per cent. Last year's opening price on standard Muirs was 8¼c as compared with 11¼c this year. Extra fancy dried peaches were quoted a year ago at 11c as compared with 17¼ and 18¼ this year.

TOO TRUE

Grocer: "What do you want, little girl some candy?"

Little Girl: "Yes, sir, but I hafta get some eggs."



A window of baskets of fruit, suitable for taking on steamer or holiday trip proved a popular "stunt" with this grocer's buying public.

Illustrating how A. Dionne, Son & Co., of Montreal, dressed their window recently as a means of stimulating the sale of summer lines such as fruits and picnic delicacies.

Carry Lines that Sell Most Readily

If the "Chains" Kept All the Independent Grocer Does, They Would Suffer in Competition—Standardization on Quick Sellers Is Very Important in Chain Store Management—Advantages Have Disadvantages Sometimes

Sidelight Into "Chains" by DR. PAUL H. NYSTROM—Ninth Article in Series on Chain Stores

ONE OF the principal points of competition between chain stores and independent stores, according to the recent chain store study by Dr. Paul H. Nystrom, in the New York Journal of Commerce, a part of which appeared in Canadian Grocer a few weeks ago, is the competition of management between chain store experts operating indirectly through assistants and the independent store managers who operate directly and in personal contact with their business.

That some independent store managers are out-distanced in this race is not surprising, when one considers the lack of training many of them have when entering the business. Many independent store managers are quite content to sell out or give in to the chain and become lieutenants or rank-and-file men under the direction of the chain store experts.

Sometimes Meets Defeat

On the other hand, the chain store sometimes meets defeat. I have heard chain store executives say: "I never locate a store in a community in which there is a live independent dealer" and "sometimes we make a mistake and get into a community where there is a live merchant or where one who formerly was more or less dormant began to adopt up-to-date merchandising methods on our arrival. As soon as we discover these conditions we pull up our store and sell out our lease."

I suppose it is the experience of practically every chain organization to find it impossible to make progress in certain localities, and in consequence more profitable to drop their store there and move elsewhere.

Practically all chain store organizations place the highest emphasis on proper location, seeking situations which are the most convenient for the public. The department store consolidates several lines of merchandise under one roof; the chain store keeps department store type of ownership and management but decentralizes the location of its departments. It goes to the people instead of asking the people to come to it.

All chain organizations make a strong point of having a suitable building of pleasing appearance, east entrance, appropriate fixtures and display space, adequate lighting and efficient use of selling aids, "silent salesmen," etc. All chain organizations continually strive for better sales service, including promptness from their sales people or attendants, courtesy, knowledge of goods and sales ability.

Lines That Sell Most Readily

Most chain stores specialize in the goods they handle, not only in dealing in but one general line of merchandise but also attempting to have and sell only those items out of that line that sell most readily. Slower selling lines, goods offering smaller profit making prospects and merchandise in which losses are likely to occur, such as perishables, are usually left out and allowed to go to the other stores of the community.

Chain store organizations must have accounting systems that tell their managers in great detail whether their retail units are going ahead or not and precisely where the progress or lack of progress is taking place. As everyone knows, the average independent retailer, in the past at least and probably even now, has little definite accounting knowledge of his establishment.

To illustrate, the chain store manager, by studying the records of his perpetual inventories, may learn of changes in public demand almost instantly, while the independent store manager who depends on impression or intuition for getting such information is not likely to discover the trend until considerable sales opportunity has been lost in the new goods wanted and after the old merchandise on his hands has been held so long that it must be sacrificed at considerable losses.

Whether a store shall specialize in goods handled in the way that the chain stores do depends to some extent upon trade posibilities. In a small territory, such as a chain store would not think of entering, the independent retail store must of necessity handle a wide variety of goods in order to secure sufficient volume to make the institution pay. In large communities, after the chain store concentrates on a few of the best selling lines, the independent store must of necessity handle what the chain store does not push.

Difference In Management

Chain stores do not even locate where there are too few prospective customers for their specialized lines to make their stores pay. Ordinarily a 5 and 10c store cannot be made a success in a town of less than 4,000 population, but a general merchandise store could no doubt make a 5 and 10c department a success.

For generations retailers have agreed that goods well bought are half sold. In most of these points, therefore, the essential difference between the chain store and independent stores is nothing more nor less than a difference in capability of management. The chain store can and ordinarily does procure the best possible talent in its executive management. It can afford to pay the necessary salaries to procure such talent. The independent store gets its management from its owner and no selecting agency other than ultimate failure determines who shall and who shall not become an independent store manager.

But the chain store problems of management do not end with the selection of expert executives. The capable independent store manager can as a rule carry out his ideas in person, or at least under personal supervision. The chain store expert must work through instructions and assistants, and the ultimate result depends largely upon how well the expert's instructions are followed.

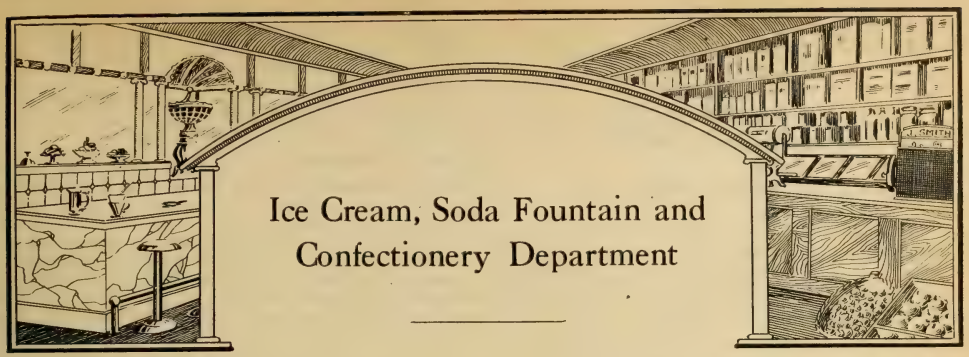
Because of the difficulties in chain store management, standardization is introduced at every possible opportunity. There is no essential virtue in standardization of methods in retailing except in so far as it sets the minimum requirements for success. Standardization sacrifices the benefits from individual application to local needs in order to make sure that none of the units may fall below minimum safe requirements.

So chains standardize their equipment, their displays of merchandise, their advertising aids, their merchandise and even their sales service. In addition to standardization, the chain store expert also requires for successful operation of his plans a minute system of instruction, of inspection and supervision of the work done according to his instructions. Everything is done by proxy.

So while the chain store can procure the best trained brains to plan the management of its enterprise, it also must sacrifice something, due to the fact that its managers are out of personal contact with the rank and file, and the value of the expert's work is almost certain to lose some of its qualify and inspiration as it flows outward through the mechanism of the organization.

LONG CONTROVERSY OVER FISH

Washington, July 17.—A long controversy over duties on North Pacific fish, which involved alleged discriminations by Canadian authorities against United States fishermen, was finally settled by the Senate adopting an amendment to the proposed tariff bill, which requires that fish caught by United States fishermen but packed at a Canadian port and later shipped in bond to the United States, to pay the two cents per pound duty.



Ice Cream, Soda Fountain and Confectionery Department

This Grocer Has Heavy Sales of Ice Cream and Finds it a Profitable Line

Sells Anywhere From Six to Twelve Gallons in Bulk, and From One to Three Dozen Bricks a Day, according to the Weather—Soft Drinks Too Have a Big Inquiry.

"OUR SALES of ice cream run anywhere from six to twelve gallons a day, and from one to three dozen bricks, depending altogether on how hot the weather is," R. T. Holland, grocer at 1276 Yonge Street, Toronto, told a representative of Canadian Grocer the other day. Mr. Holland has been handling ice cream for the past year and a half. He has a soda fountain, and serves a full line of sundaes and specials in the way of ice cream. While his store is not large he has sufficient space for a few tables, where customers can sit down and be served refreshments. A small counter at the rear of the store accommodates the fountain, and people can also be served here.

12 to 15 Cases Each Week

"We sell from twelve to fifteen cases of that drink, every week," one of Mr. Holland's assistants remarked, pointing to a case of empties that was being removed from the store. "In the line of soft drinks it is one of the best sellers we have. It is sold chiefly for consumption in the store, but our turnover in ginger ale is for the most part with family orders of groceries. We sell a good deal of it by the case and in less than case lots."

Speaking of the sale of ice cream in connection with a grocery store, this grocer finds the two work very well together. Mr. Holland carries a full line of groceries. In fact he declares that having ice cream helps the turnover of the other food commodities. "People very frequently telephone an order for ice cream around the dinner hour, and we deliver if it is not too far distant. Such an order is very often accompanied by a request for other groceries. Then again people who come into the store purposely just to purchase groceries are frequently tempted to buy ice cream before leaving. Thus it is that the two departments work so well together. Ice cream shows a good profit, and is well worth while."

Cakes and Confectionery Sell Well

Mr. Holland has a silent salesman for the display of cakes and confectionery, a line that is a good seller along with ice cream. He endeavors to keep a good assortment on hand all the time, and always fresh. He also has a good turnover in candy, and carries high-class chocolates. These too are shown in silent salesmen.

Business is conducted on a cash basis, and a good deal of "catch" trade is a feature of this store.

Some Suggestions in Recipes for the Fountain

Shanghai Chocolate

Chocolate syrup.....1 ounce
Vanilla syrup.....½ ounce
Egg..... ... .One

Mix with shaved ice and shake thoroughly. Strain into a twelve-ounce glass and fill with coarse and fine streams.

New Nut Sundae

Put a slice of banana in the bottom of a banana split dish and cover with a measure of vanilla ice cream then add a ladle of chopped walnuts and chocolate syrup. On that place another slice of ice cream, top with pineapple aces and chopped filberts.

Orange Milk

Juice of one orange, teaspoon sugar, one egg, glass of milk, tea, shake well, strain. serve with nutmeg.

Orange Lily—Lemonade

White grape juice, dash of orange juice, little sugar, shake well, strain fizz split soda.

Orange Cocktails—Cocktail Glass

Orange juice, white of one egg, dash raspberry syrup, shake well, frappe.

Grenadine Cocktail—Cocktail Glass

One jigger of grenadine, juice half lime, dash of pineapple juice, frappe.

Pineapple Cocktail—Cocktail Glass

One jigger of pineapple juice, dash of orange juice, juice half lime, frappe.

Rose Cocktail—Cocktail Glass

One jigger of grenadine, dash of pineapple juice, lime juice, frappe.

Chocolate Punch—Goblets

Chocolate extract, sugar, milk, whole egg, cracked ice, shake well, nutmeg.

Grenadine Punch—Goblets

Lemon juice, half spoon sugar, jigger grenadine syrup, cracked ice, shake well, fruit.

Pineapple Punch—Goblets

Juice half lemon, one jigger pineapple juice, a couple sprigs mint, cracked ice, shake well, fruit.

Pineapple Fizz—Fizz Glass

Juice of half lemon, jigger of pineapple juice, half teaspoonful sugar, three sprigs mint, frappe, fizz with siphon.

Loganberry Punch—Goblets

Juice of half lemon, jigger loganberry juice, half spoon sugar, cracked ice, shake well, fruits.

A Western fountain owner recently doubled his sales on lemonade by having a stonecutter make a top of sandstone which he placed on a section of his counter. Beneath this he placed a ten gallon stone jug in a box lined with ice. A sign reading "Ice-cold lemonade direct from the old stone well" completed the arrangement. Each person who secured a check drew his own dipper of ice-cold lemonade from the stone well. After a few days' advertising his store was thronged all day long.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

Vol. XXXVI JULY 21, 1922 No. 29

Retailer and His Advertising

THE RETAILER and his advertising is an important subject. To get the best results and to know the best mediums to employ are matters of moment to the merchant who is advertising. What the head of the advertising department of a great department store has to say on this subject should be of interest to every retailer in the country. His remarks are contained on the opposite page to this one, and in short he states that advertising to be useful to a store, must first be of benefit to the public. It must tell the news of the store, new arrivals of merchandise, new lines just being introduced, of attractive prices, and in the case of grocers, how different commodities can be used to make appetizing and delicious foods. Plain, simple truths must be told in advertising. Advertising of the right sort brings people into the store not only once but coupled with good merchandising brings them back many times.

The value of advertising for the retailer cannot be underestimated. The story was told in these columns not many weeks ago of the merchant who sued a certain paper for the non-appearance of his advertisement on a particular date, claiming because of its failure to appear he had lost several hundred dollars' worth of business. Coupled with good selling displays, advertising of an intelligent sort can do much to stimulate the sales of the average retailer, and grocers as well as all other merchants should endeavor to deal with this question in the most intelligent manner. By a stricter attention to this important subject, the merchants will do more than merely state their name and address but will give some real live news of the store, saying something that will bring people into the store.

Conditions Are Promising

AGRICULTURAL reports from various sections of the Dominion are uniformly encouraging, says the Canadian Bank of Commerce monthly report. The acreage sown to wheat this year was, according to the most recent estimates, slightly under normal, owing to the unusual amount of precipitation in the spring, which had the effect of delaying seeding from one to two weeks. More recently, however, the rainfall has not been so copious, and this has permitted a large acreage of coarse grains to be sown. The crops are emerging from the most critical period of their growth in a healthy condition, and during the early weeks of June were favored by frequent showers. Only a few areas report lack of rain.

Although the external trade of Canada is still adversely affected by the disorganized state of the European market, it continues, there is evidence of an improved domestic demand. Merchants throughout the country are ordering a little more freely, not in large quantities, it is true, but there is a general tendency to build up depleted stocks in anticipation of a revival in trade. When the prospects of a good crop are definitely assured, wholesalers anticipate a volume of orders which it will tax their ability to fill. Stocks on hand are generally regarded as being sufficient only for day-to-day requirements and inadequate in case present crop prospects materialize.

Reports on the fishing industry vary greatly, but indicate that, on the whole, operations will be attended with a substantial measure of profit. Lobster fishing on the Atlantic Coast has been somewhat unsatisfactory; to such an extent has the catch fallen off in certain sections that the Government was petitioned to extend the fishing season. The request was not, however, granted. Mackerel and other fishing has been attended with success. On the Pacific coast the market has shown improvement of late, and forward sales of all varieties of salmon are said to approximate one-quarter of the season's estimated catch. The canneries are in receipt of heavy orders, chiefly from France, and future contracts are the largest known for this season of the year.

Ontario fruit farmers appear to be well satisfied with the prospects for the season. Prospects for grapes and peaches are good, also for plums and pears, and for apples the outlook is promising. On the whole the rural districts have much to encourage them, a contributing factor being the firmness in price of live stock, more especially of cattle and hogs.

Do Not Misrepresent

MISREPRESENTATION never pays. This is a truism whether it is applied to the individual, the man in business, the manufacturer or in fact to anyone. J. T. Crowder, president of the British Columbia branch of the Retail Merchants' Association, in addressing a gathering of the Kiwanis Club in Victoria, B.C. the other day cited the experience of a British trade representative when travelling through South Africa at one time. He had purchased a five cent lead pencil, and proceeded to sharpen it, only to find that the lead did not extend far into the wood. He tried the other end of the pencil and found the same fault, and so took the pencil back to the merchant who had sold it to him. He learned that the article was a product of Japan. Later the trade representative was sent through the Empire, speaking on trade matters, and he never lost an opportunity to tell about the pencil, and thus through the dishonesty of a Japanese manufacturer, great damage was done to the reputation of Japan.

The average retailer should not have to be told that selling an article, representing it to be something which it is not, is bad business, and possibly spreads a more damaging reputation for his store than anything else almost that might be mentioned. Representing commodities to be only what they really are, and selling them strictly on their merits will be found to be the best policy in the long run. In fact a merchant is well advised to try out a new line of goods in his own experience before reccommending it to others. Hundreds of merchants through the country follow this method with a good deal of success.

Editorials in Brief

Keep your eyes open for the opportunity to add side lines that will increase the number of your customers and add to sales volume without increasing overhead.

The most important thing in getting customers to stick by your store is to give them satisfaction. The satisfied customer is a hard one for your competitor to lure away.

What Retail Advertising Must Do

To Be Effective Advertising Must Be of Value to the Public—Only the Truth Must Be Employed to Make Advertising Profitable—Successful Stores Have Won Through Greater Skill in Advertising

EDITOR'S NOTE: Merchants will be interested in some of the ideas expressed in regard to the handling of retail advertising, as outlined at the recent convention in Milwaukee of the Associated Advertising Clubs of the World. Effective retail advertising can be of great assistance to the merchant in stimulating trade at present, and no matter how much each retailer thinks he knows about advertising he will find some points which he can make use of to advantage in this report.

"RETAIL advertising and therefore the people who devote their time to it, can be just as big, as important, as influential, as those engaged in the business desire," asserted Louis Blumenstock, of St. Louis, advertising manager of one of the great department stores of that city, and president of the Associated Retail Advertisers, at the convention of the Associated Advertising Clubs.

"Throughout the sessions of the retail advertisers, who are gathering from the four corners of the earth to discuss methods for improving such advertising, the fundamental thought has been that advertising, to be useful to the store that uses it, must first be of benefit to the public. It must tell the news of a store of new merchandise arrivals, of attractive prices, of the uses to which merchandise can be put to obtain the largest possible benefit from its purchase. Strong emphasis has been laid upon the fact that the best advertising of today is not that which tells merely about the goods offered, but rather, that which tells about the use of the goods.

The Truth Only

"Another deep current in these sessions has been the unanimous agreement that nothing short of the plain, simple truth, as to qualities, prices, etc., can be employed profitably in advertising, and this was especially stressed by Mr. Blumenstock. He showed that advertising does more than merely bring people into a store once—that proper advertising and sound merchandising will bring the customer back time and again.

"A business that is properly built," he said, "is not entirely dependent upon the daily advertisement. It possesses a clientele that has been culivated and has been encouraged to come, day after day, to the establishment to satisfy its wants. And this clientele, which is termed 'natural business,' should be sufficient to assure an average business. The advertising should merely give it a greater impetus, and the occasion should be carefully planned and honestly presented.

"Many things in a business have to do with its future, with its progress, with its place in the community. The establishment that interests itself in municipal affairs, advocates progress in an editorial way, is advertising itself as a progressive business and indicates to the public that it is vitally interested in the progress of the community, and that the establishment consders itself a factor within it."



The great gathering of retailers has developed the interesting fact that during the last few months when many stores have had to retrench sharply and even have shown financial losses, there have been other merchants, similarly situated, who have been distinctly prosperous; and in every case, the successful stores have won through the exercise of greater skill in advertising and merchandising shown by the successful ones.

Sharp emphasis has been given, by several speakers, to the need for better advertising copy—a better understanding of merchandise and the customer—and the use of attractive advertising illustrations. An illustration, attractive in appearance and truthfully describing the merchandise to be sold or clearly reflecting the character of the store, it has been shown, can be of the greatest importance in selling goods and building permanent good will.

"The successful retail advertising man of today must know the store through and through—the management, employees, merchandise, customers—every element and phase of the business, and moreover, he must not only reflect the spirit of the institution he is advertising, but also be in the position of helping to guide the management in the adoption of policies which will win greater good will." Such was the declaration of Edward S. LaBart, of Wilson & Co., Chicago, in addressing the retail section of the advertising convention.

What I Would Want to Know

"Were I a young man," he said, "and had an opportunity to become identified with a retail store in the advertising department, I would want to know about all that I could of the retail store business because I would consider that as long as I had to interpret the store to the public, I would have to know within myself those things I should have to consider and write about.

"If I owned a store and wanted to have an advertising department, I would first make certain that I actually had something to offer the public and then I should insist upon my advertising man knowing every employee of my establishment and to spend some time both behind and in front of the counters absorbing everything possible concerning my busness.

"As an advertising man in a retail store I would not stop in my endeavors until I had sold every employee on the value of advertising; until I was certain every one of them knew the great underlying thought or message that I was carrying along in my copy. I would not stop until I found it possible to make it easer for those higher than I to understand that advertising was the mouthpiece of the business they were building and to be open to suggestions and means for improving the store policies where needed and to permit me to carry to the public the great impelling story that surrounds every successful enterprise. Every success is a business romance and has attached to it wonderful stories, principles and ideals—splendid merchandising facts that await the touch of a human mind trained and directed towards revealing them in a way easy to be understood.

"You cannot row a boat across a river with your hands tied behind your back, any more than a retail store can hope to have its ideals and purposes dug out and properly supported by one whose hands and ideas are tied tight by the big boss, who himself does not thoroughly understand what advertising actually is.

"Every department of a retail store must understand the power of advertis-

(Continued on page 24)

Systematic Investment is the Only Way

Some Sane Advice to the Merchant on the Subject of Investment —The Man Who Saves $35.52 Every Month Starting at the Age of 30 Years, Will Have a Competence of $50,000 at 65 Years

By HENRY JOHNSON, Jr.

SAM Partridge, industrious young grocer, lifted the telephone receiver.

"Partridges," he said, in his usual attentive, ready-to-serve, well-modulated voice, and this came back to him over the wire in carefully measured unhurried tones:

"Mr. Partridge, this is Worthington Cranmer speaking, representative of Henry Blonson & Co., members of the Chicago and New York Grain Exchanges. I have opened offices in the Beck Block, directly across the street and should like to have the opportunity to invest a little money for you where it would make a nice profit."

Sam was a bit flustered, but also he felt flattered with the courtesy of Mr. Cranmer's address and a trifle unbalanced to find himself all at once in the class supposed to have money to "invest," but, though he talked a little with Cranmer, he did nothing further, except say he'd "drop in and see" Cranmer.

About a week later, Cranmer got on the line again and spoke thus:

"Pardon me for taking the liberty to call you again, Mr. Partridge, but the wheat market is very active to-day. Prices have been low and appear to be due for a sharp advance. Why not trade in a small lot—say a thousand bushels—and make a little profit on the side?"

Sam was swept off his feet and before he knew it he had placed "an order" to buy a thousand bushels and and promised to send over the require margin of $35. In the first interval of leisure, he took the money over himself and, nothwithstanding Cranmer showed him that the market already he jumped half a cent so that he "made five dollars profit" in the three hours since he had placed his order, he had a scarey feeling as he parted with his coin.

The Sucker Always Loses

Sam's instinctive fright was correct premonition; for his "account" at Cranmer's showed "profits" and "losses," but the profits never came clean and the losses made further margins persistent.

Weeks followed during which Sam spent so much time in Cranmer's "office," neglecting his business in such noticeable fashion that he had to invent excuses. His nights were sleepless. For hours he lay restless or dropped into fitful slumber from which he awakened in a cold sweat from dreams of losing all he owned. His appetite suffered. He became fretful and snappy to his wife and the babies. Mrs. Sam could not understand her husband's moods.

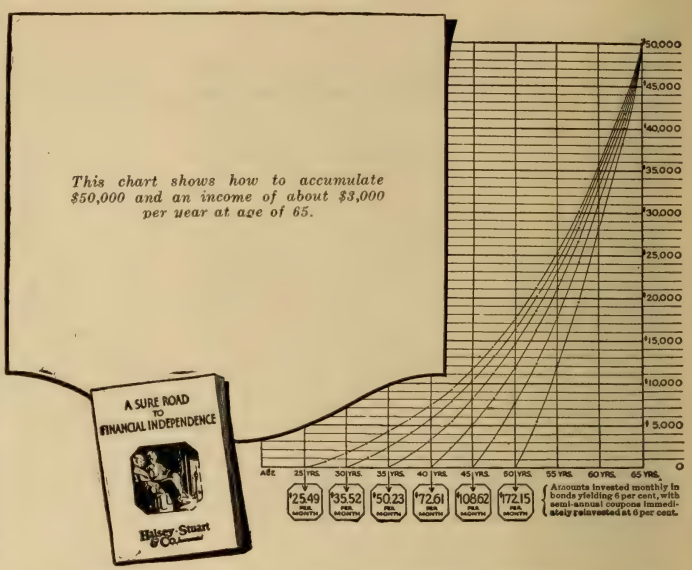
Finally, with a sudden slump in wheat he realized that he was some $700 to the bad. It was a sum he could in no way afford to lose, but he knew that to continue was to risk all he had. So he closed his account and took his medicine. His lesson was learned. He had paid a stiff price, yet his experience was cheap at the cost, for he had one wonderfully valuable fact:

That investment is not speculation! Cranmer always talked of "investment" but what he dealt in was pure gambling. Sam knew that now.

With the close of his account, Sam recovered his sanity. The pull was hard, but only a few weeks after he had regained his poise so that he could laugh even though a little grimly at something he saw in a comic sheet. It re thus:

"One trouble with having a run for your money is that it is such a long walk back."

It was some time before Sam had any spare money to invest; but when he did he really did invest it. He had the sense to consult his banker. He learned about sound bonds. He looked carefully before he leaped. He learned discrimination. He knew now that money accumulated by thrifty self-denial was too precious to risk on promises of alluringly high "interest" or "earnings" and that six per cent. is about the limit consistent with safety.



Shortly after the experiences I have outlined, Sam happened across a chance which pictured the potentialities of consistent savings and safe investment so graphically that any child could understand it. That chart I reproduce, and I urge every reader to study it with the greatest care for such study may readily result in the accumulation of a sufficient competence by many who otherwise would have little or nothing to show for their life work

Sam was still a young man. What struck him about the chart was the smallness of the monthly sum necessary to produce a handsome competence while yet any normal man's expectation of life would promise several years of independent ease.

By tracing the graphic lines carefully, one by one, he found that a man who began to save at thirty years putting aside $35.52 per month and who continued this without a break until he was 65, would then have the comfortable sum of $50,000. "Surely, such a sum—only $426.24 a year—can be put aside by any business man, and he will never miss it," he thought.

He traced the lines more minutely and discovered another important point: that such accumulations would result in his having $17,500 when fifty years

(Continued on page 34)

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

A number of the employees of Moirs Limited, chocolate manufacturers, Halifax, N. S., were overcome by fumes escaping from the ammonia tank in the cold storage department.

Quebec

Henri Jonas, president of Henri Jonas Co. Ltd., Montreal, is away on a business trip to the United States.

J. K. McLauchlin, manufacturers' agent, Toronto, took the boat trip to Montreal this week.

Mr. Ackroyd of Ackroyd & Shaw, manufacturers' agents, Montreal, was in Toronto last week on a business visit.

M. J. Epstein, proprietor of the Maple Crispette Co. Ltd, Montreal, returned this week from a business trip through Western Canada.

Senator Gaston Menier, chocolate manufacturer of France, and owner of the island of Anticosti in the Gulf of St. Lawrence, was in Montreal last week for a few hours.

Ontario

John Mattox, who conducts a grocery at Petrolia, recently suffered loss by fire.

Demers & Co. have purchased the grocery business of J. F. Sutcliffe, Pembroke.

Gordon Dodington of the Western Canada Flour Co., Toronto office, is spending his vacation in Muskoka.

John Gill, of the staff of Sainsbury Bros., representatives of the California Prune and Apricot Association, is spending his holidays at Grimsby Beach.

R. H. Hayhoe, of R. B. Hayhoe & Co., Front Street E., Toronto, returned to business this week, after a fortnight's vacation at his summer place at Bronte.

R. S. Whyte, of the Whyte Packing Co., Front St. E., Toronto, with Mrs. Whyte, is taking the boat trip on the lower St. Lawrence and the Saguenay this week.

Alex. Mackie, Toronto, a Dominion Government egg inspector, while going about his duties at London the other day was overcome with the heat and had to be removed to the hospital.

Twenty representatives of the grocery brokers of Toronto were matched against twenty representatives of the Toronto wholesale grocers in a game of golf at the Rosedale Links on Thursday of this week.

A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, Toronto, is leaving for Montreal on Saturday of this week, where he will be joined by the president of the Association, Armand Chaput. These officers will visit the trade in New Brunswick, and Mr. Pyke will spend his annual vacation in the Maritimes.

WHEN IS YOUR CIVIC HOLIDAY?

Canadian Grocer will run in an early issue a list of Civic Holidays in different towns and cities. We should like to have as extensive a list as possible. Will you please drop us a card giving date of your Civic Holiday so that we will have your town listed among the others?

John W. Wild, who has been with S. F. Lawrason & Co., London, Ont., for the past fifteen years has joined Carter & Son, tent and awning manufacturers as a partner in the firm. Mr. Wild has traveled across Canada several times while with S. F. Lawrason & Co. When leaving he was presented by the old firm with a club bag accompanied by an address.

T. C. MacIver, Toronto, sustained severe injuries on Saturday last on Danforth Ave., when he was run over by an automobile. Broken collar bone, broken ribs and a lacerated leg were among the injuries, and at one time it was feared that his lung had been pierced. He is, however, gradually recovering. Mr. MacIver is the representative in Toronto district for J. Rattray & Co., of Montreal, and was formerly with Kellogg Cereal Co. His many friends will hope for a speedy recovery.

BUSINESS CHANGES

H. K. Denike is now in business at Welland, Ont.

A. E. Robins, has commenced business with store dealing exclusively in meats and provisions at Welland, Ont.

The Grocery Supply Service, Limited, has commenced business at 27 King St., St. Catharines, A. R. Mustard is manager.

The Central Stores, have commenced business with a large double store dealing in groceries and meats at Welland. J. G. Whittingham is manager of the grocery department. H. Honsberger is in charge of the meats.

Crosse and Blackwell Organize in Canada

Head Office at Toronto With Branches in Other Large Centres—John T. Menzies to be General Manager—Want to be Closer to Canadian Trade

Reports have been circulating for some time in connection with the formation of a Canadian Crosse and Blackwell firm. Canadian Grocer has this week received definite confirmation of it. The new company is known as Crosse and Blackwell, Canada, Limited. It has become established under a Dominion charter with head offices in Toronto and branches in Montreal, Winnipeg and Vancouver



J. T. MENZIES

With Crosse & Blackwell, are also associated the firms of Jas. Keiller & Sons, Ltd., of Dundee; Elizabeth Lazenby & Son, Ltd., Batger & Company, Ltd., and Alexander Cairns, Ltd., whose products will henceforth be distributed through the Canadian company of Crosse & Blackwell.

The change is to go into effect immediately. In fact it is already in operation under the general management of John T. Menzies, who for the past three months has been busy re-organizing in the Dominion from coast to coast. The new company will be under the direction of such men as Robert Just Boyd, chairman of Crosse & Blackwell, Ltd.; Thomas Geoffrey Blackwell, Stanley Machin, Sir George L. Johnston, and Sir Ernest Fitzjohn Oldham.

The reason given for the organization in this country is that they may be in position to get closer in touch with the trade here.

Official of Customs and Excise Dept. Thinks Tax Applies to Counter Sales

Believes Receipt Tax Applies to All Cases Where Receipts Are Voluntarily Given But Adds That Such Is Not Official As Nothing Definite Is Yet Decided

OTTAWA, Ont.—"I would be inclined to think that the tax on receipts would have to apply to all counter sales where receipts are voluntarily given," said a high official of the Department of Customs and Excise at Ottawa.

It was in an effort to secure a definite ruling on this point that the Ottawa representative of Canadian Grocer called at the department. The official expressed his opinion, as above and then added: "Nothing definite, however, has been decided. We are still considering the matter and it will probably be some time before we have drawn up any regulations."

The section of the Act dealing with this matter was gone over carefully by the official and Canadian Grocer. When the former had finished reading it, the writer enquired:

"And what would that seem to you to imply?"

"I would interpret it as meaning that all counter sale receipts would be affected; but you cannot take that as the department's definite interpretation of the Act."

What "Receipt" Means

A memorandum by the department points out that for the purposes of the act, the expression "receipts" includes any note, memorandum or writin whereby any money amounting to $10 or upwards, is acknowledged or expressed to have been received.

The receipts which do not come under the provisions of this section are outlined as follows:

(a) A receipt for or upon the payment in any bank as defined in section twelve of this Act to be accounted for to the person to whose credit the money is deposited.

(b) A receipt or document in the nature of a receipt which is taxable under any other section of this Act.

(c) An acknowledgment by a bank of the receipt of a bill of exchange or promissory note for the purpose of being presented for acceptance or payment.

(d) A receipt for or upon the payment of money paid for any purpose to or by His Majesty for or out of the Consolidated Revenue Fund or for or out of the Consolidated or General Revenue Fund of any province of Canada.

(e) A receipt endorsed or otherwise written upon or contained in any instrument liable to stamp duty and duly stamped acknowledging the receipt of the consideration money therein expressed.

Cancellation of Stamps

The Act is clear on the method of stamp cancellation. It reads: "Cancellation shall be effected by the person who cancels the stamp, writing or impressing his name or initials on or across the stamp together with the true date of such writing or impressing."

The Act, nor the department's memorandum nor the department officials themselves do not make it clear who is to pay the tax in the event of it applying to counter sales.

"That is one phase of the question that we must decline to discuss at present. All the regulations governing this section of the Act, will be made public in due time," said the official.

Retailers Antagonistic

The attitude of retail merchants to this piece of legislation is one of bitter antagonism. "It is a clumsy piece of legislation, and if it goes into effect, it won't be our fault," said E. M. Trowern, secretary of the Dominion Board, Retail Merchants' Association of Canada, who announced that the board was making plans to fight the matter to a finish. "Our case is being prepared at present and we will have something very interesting to report before long," said Mr. Trowern. He added that he firmly believed the provisions would never be enforced.

WESTERN NEWS

S. L. Jones & Company, of San Francisco, have appointed H. F. Pennock & Company Limited, as their Western agents.

Screaton & Whiteside, manufacturers' agents, Winnipeg, have been appointed Western sales agents for The Dominion Milk Corporation, Toronto.

Great West Brokerage Co., Winnipeg, have been appointed Western representatives for Chichester & Co., San Francisco, shippers of foreign and domestic products.

H. P. Pennock & Company Limited have been appointed Western representatives for the Sunbeam Chemical Company of Canada Limited, Toronto, manufacturers of rite dye, zet and zetene leather dyes.

Edward E. Sweet, manager of the Sunbeam Chemical Company of Canada Limited, Toronto, was a business visitor to Winnipeg and is calling on the trade in the interests of his firm, going as far West as Vancouver.

R. G. Persse, of the firm of Tees & Persse Ltd., manufacturers' agents, Winnipeg, is on a business trip throughout the East calling on their principals.

F. G. Bowser, of the Codville Company Ltd., wholesale grocers, Winnipeg, is on a business trip to Eastern Cities, in the interest of his firm.

C. M. Kopp Company, Yakima, Washington, shippers of fresh fruits, particularly pears and peaches, have appointed H. P. Pennock & Company Ltd., as their Western representatives.

O. A. Harlan, San Jose, California, shippers of American canned fruits and dried fruits, have appointed H. P. Pennock & Company Limited as representatives for Manitoba and Western Ontario.

Great West Brokerage Co., Winnipeg, have been appointed Western representatives for United Food Products Ltd., packers of Caldwell's Pure Jams and Food Specialties, also Wentworth Blended Jams.

One hundred and twenty-six American business men from New York and Brooklyn will visit Winnipeg, July 24, on their way west on a tour of the Dominion. Fifty persons, traveling "the Wolfe way" also will be here the same day.

A WINDOW DISPLAY CONTEST

For the week of August 7, The Dominion Glass Co. is having a window dressing contest for windows featuring sale of preserving jars. The first prize is to be $30., the second $20., and five $10. prizes.

WHAT RETAIL ADVERTISING

(Continued from page 21)

ing so that patrons of the store will be handled and treated courteously, that they might come back again and again. Stocks advertised must represent themselves as shown in the advertising, else the prestige sought after will not withstand.

"The advertising department is one of the most important departments of any store and it must be treated and considered accordingly. And by the same reasoning the advertising department manager should be one of the best known and among the most intelligent workers in the organization; one whose duties extend from knowing how goods are received, unpacked, handled and priced through all details up to the duties and ideas of the president of the company, himself. Only in this way can every detail be possessed and only in this way can really good pulling merchandising copy be prepared and presented to the public."

Far too little attention is given to writing craftsmanship in the preparation of advertising copy by retail merchants, in the opinion of Sherley Hunter of Chicago, who has attained a national reputation as an advertising writer. He told retail advertisers attending the convention, that advertisements should be news, and he insisted that business houses are too easily contented when they go out to look for an advertising man.

B. C. Retailers Meet in Convention

Merchants From All Over the Pacific Coast Province Gather in Victoria Where Work of the Past Year Is Reviewed, and Lines of Endeavor Outlined for the Next Twelve Months—Thirteen New Branches Added to R.M.A.

By Staff Correspondent of Canadian Grocer

VICTORIA, B. C., July 19.—Delegates representing the thirty-three branches of the Retail Merchants' Association of British Columbia gathered here last week to the number of nearly a hundred for the fifth annual convention of the association, when the president, J. T. Crowder, welcomed them on behalf of the executive of the association. For the first time since its establishment in this province, he said, the Retail Merchants' Association was able to speak with a voice which carries the weight of numbers, and the programme set before the members was one of far reaching influence on the destinies of merchandising in this province, and on the prosperity of the retail trade of British Columbia.

Secretary's Report

G. S. Hougham presented the secretary's report.

Referring to the period of industrial uncertainty which has passed since the convention last met in Duncan, a year ago, Mr. Hougham said that in Canada "the steady deflation of values, coupled with the change of government at Ottawa, involving uncertainty in the fiscal policies of the Dominion of Canada, plus widespread unemployment, has meant a testing time for business men which is not yet at an end."

He stated that the association in this province has been passing through a time of exceptional growth nothwithstanding. Last year at this time the membership stood at 882; at the end of June last it stood at 1,176, distributed in the membership of thirty-three branches, making a net increase of 294. Thirteen new branches have been added to the list during the year and other centres are in line for an organization at an early date. Changes had been made in the provincial office arrangements of the association, and the segregation of this office from the Vancouver branch had made it possible to give more attention to the outside branches than was formerly possible.

Dealing with the resolution which will be presented to the convention today, Mr. Hougham emphasized the importance of that covering the personal property tax. He stated that a campaign had been instituted against this tax by the executive of the association throughout the province.

Shops Regulations

Another important resolution which would concentrate the opinion of the members on political issues that affect the retailers in this province and which will be dealt with by the convention, Mr. Hougham pointed out, was that



J. T. CROWDER

dealing with amendments in the Shops Regulations Act, compelling places of business carrying more than one line of goods to segregate that portion of their goods which they could not sell after hours prescribed in the Weekly Half-Holiday Act.

Comment was made also on the action that had been taken and which was proposed by the executive regarding the standardization of trades. It was felt that some sort of recognized standard should be established to define retailers. Some effort along the lines of persuading wholesalers to sell only to retailers had been made during the year, and in one case the wholesaler had notified the association that they had ceased to sell to any but legitimate retailers.

Mr. Hougham stated what had been the action taken by the executive in co-operation with the various branches regarding the immigration policy of the country, and the exclusion of Orientals from British Columbia. He said that an opportunity had presented itself for the exertion of the influence of the organization when W. G. McQuarrie, K.C., M. P., presented his resolution to the House at Ottawa calling for total exclusion of Orientals entering Canada in future

Other matters touched upon by the report were the necessity for amendments in the Bankruptcy Act and collective buying, and other important matters.

New business for the association's consideration was suggested along the lines of some method of keeping a record of the removal of householders from place to place for the protection of retailers extending credit.

An Indication of Service

Mr. Hougham said that the report as presented by him was a record of accomplishment of things attempted, but it was interesting also as an indication of service demanded by the membership in their respective trade sections and collectively. The programme as outlined is one that is constructive, he said, and is an answer to the criticism that the retail merchants are prone to offer something in their convention that is intangible and idealistic. The executive has recognized that the time has arrived when more attention should be given to practical service, because the foundation of the organization has now been laid and there is not the same need for attention being given to the adding membership to the branches.

The president, J. T. Crowder, in giving his report to the convention after that of the secretary, urged that a policy of rigid economy should be followed by the Provincial Government, and he proposed that a resolution on the subject should be brought before the convention. The resolution, which he read, was as follows:

"Be it resolved, that this meeting, having duly considered the grave financial position of the Province of British Columbia; pledges itself to support a policy of rigid economy, and to submit cheerfully to any inconvenience arising from the curtailment of all public services that the government may, in its wisdom, impose, and

"Be it further resolved, that this meeting absolutely condemns any representations to the government, involving additional expenditure of public funds, on the part of any city organization or community until such time as the finances of the province have been placed on a solvent basis."

Continuing his report, Mr. Crowder said:

Work for Sections

"Most of the R. M. A. activities in future should be conducted through the trade sections, functioning through a provincial chairman with a vice-chairman and possibly a second vice-chairman, in every locality for every trade section. The branches should continue to function by having as their officers the local vice-chairman, who could elect a presiding officer for the year. All expenses for local activities would be met by local provincial fees.

(Continued on page 34)

Fall Fair Dates Throughout Canada

Partial List of Dates on Which Mid-summer and Fall Fairs Are Held By Various Cities and Towns Throughout the Provinces of Canada Are Given Herewith

Alberta

Alix ... Aug. 14 and 15
Bashaw ... Aug. 9 and 10
Berry Creek (Pandora) ... Sept. 1
Big Valley ... Aug. 11 and 12
Bowden ... Aug. 16
Bow Valley (Bassano) ... Sept. 12 and 13
Busby ... Sept. 12 and 13
Bye-Moor (Hartshorn) ... Aug. 10
Bear Lake ... Aug. 18 and 19
Brooks ... Sept. 14 and 15
Benalto ... July 25 and 26
Calgary ... June 30, July 7
Camrose ... July 20, 21, 22
Carmangay ... Aug. 16 and 17
Castor ... Aug. 11 and 12
Chauvin ... Aug. 3
Chinook ... July 27 and 28
Claresholm ... July 20 and 21
Cochrane ... Sept. 19 and 20
Colinton ... Sept. 7
Consort ... Aug. 16 and 17
Coronation ... Aug. 10 and 11
Crossfield ... June 27 and 28
Cardston ... Aug. 11 and 12
Daysland ... Aug. 11 and 12
Deseret (Magrath) ... Aug. 8 and 9
Didsbury ... Aug. 17 and 18
Donalda ... Aug. 11 and 12
Durlingville and Bonnyville (Bonnyville) ... Sept. 20
Eastern Alberta (Provost) ... Aug. 4
Edgerton ... Aug. 1
Edmonton ... July 10, 15
Edson ... Sept. 8
Fort Saskatchewan ... Aug. 7 and 8
Gleichen ... Sept. 21
Goose Creek (Lougheed) ... Aug. 2
Grande Prairie ... Aug. 11 and 12
Granum ... Aug. 1 and 2
Griffin Creek ... Aug. 21 and 22
Greencourt ... Aug. 22
Hanna ... Aug. 8
Hays (Lousana) ... Sept. 5 and 6
Highland (Delia) ... Aug. 15
High River ... Aug. 11 and 12
Holden ... Aug. 18
Innisfail ... July 27 and 28
Innisfree ... Sept. 14 and 15
Irma ... Aug. 16 and 17
Kitscoty ... Aug. 18
Lacombe ... July 31, Aug. 1, 2
Lake Saskatoon ... Aug. 8 and 9
Lamont ... Aug. 4
Langdon ... Aug. 11
Leduc ... Aug. 15 and 16
Lethbridge ... July 31, Aug. 1, 2
Lloydminster ... July 24, 25, 26
Lomond ... Aug. 2
Macleod ... Aug. 3 and 4
Mid-Pembina (Dunstable) ... Sept. 5
Milnerton ... Sept. 27
Medicine Hat ... July 27, 28, 29
Morinville ... Aug. 15, 16
Mossside ... Aug. 30
Munson ... Aug. 9
Mannville ... July 29
Nakamun and Sion ... Sept. 7
Nanton ... Aug. 9 and 10
Okotoks ... Aug. 15 and 16
Olds ... July 25 and 26
Onoway ... Aug. 23
Oyen ... July 25 and 26
Paddle River (Barrhead) ... Aug. 31
Peace River ... Aug. 16 and 17
Plamondon ... Sept. 5
Ponoka ... Aug. 22 and 23
Priddis and Millarville (Priddis) ... July 26
Pincher Creek ... Aug. 15 and 16
Patricia ... Sept. 12
Raymond ... Aug. 4 and 5
Red Deer ... July 17, 18, 19
Retlaw ... Aug. 4 and 5
Richdale ... Aug. 3
Rochester ... Sept. 28
Rocky Mountain House ... Sept. 11 and 12
Rimby ... Aug. 24
Sangudo ... Aug. 25
Sedgewick ... Aug. 9 and 10
Sibbald ... Aug. 2
Spirit River ... Aug. 15
Starland (Rowley) ... Sept. 14
Stavely ... Aug. 8
Stettler ... Aug. 3, 4, 5
Stony Plain ... Aug. 10, 11
St. Paul ... Sept. 19
Strome-Killam (Killam) ... Aug. 7, 8
Swalwell ... Aug. 2, 3
Taber ... July 25, 28
Three Hills ... Aug. 4
Tofield ... Aug. 19
Trochu ... Aug. 8, 9
Thorold ... Sept. 1
Vegreville ... Aug. 2, 3
Vermilion ... July 27, 28
Veteran ... Aug. 14, 15
Viking and Birch Lake ... Aug. 15, 16
Vulcan ... July 29
Wainwright ... Aug. 2
Warspite ... Sept. 4
Waterhole ... Aug. 24, 25
Westlock ... Aug. 29
Wetaskiwin ... Aug. 14, 15, 16
Winnifred ... July 20, 21
Youngstown ... July 31, Aug. 1

PICNIC ATMOSPHERE IN SUMMER WINDOW

A single window for use sometime during the Summer Picnic Season is to show an out-of-door's window. One can be made with a few accessories and a little effort.

Build a tripod of sticks and hang it from a kettle over an imitation fire. The fire effect can be obtained by pulling some broken twigs over a ruby electric light, or over an ordinary electric light covered with red crepe paper.

At the side have a small, rough table on a linoleum covered box, set with aluminum or tin cups, saucers, plates and other picnic table service.

A fishing rod placed upright in another corner lends additional atmosphere.

Merchandise suitable for picnic use, such as condensed and evaporated milk, prepared coffees, canned goods of all kinds, biscuits, can be displayed; otherwise a card reading:

"Buying of us is a Picnic—
You get Such Good Values."
should be lettered and placed in a prominent position in the window.

British Columbia

Merville ... Aug. 23
Courtenay ... Sept. 5, 6
Sayward ... Sept. 8
Hilliers ... Sept. 9
Sooke ... Sept. 13
Ganges ... Sept. 13
Alberni ... Sept. 14
Duncan ... Sept. 14, 16
Lasqueti Island ... Sept. 16
Victoria ... Sept. 18, 23
Parksville ... Sept. 20
Ladysmith ... Sept. 28, 29
Denman Island ... Sept. 22
Cobble Hill ... Sept. 30
Saanichton ... Oct. 3, 4
Vancouver ... Aug. 19, 26
North Vancouver ... Sept. 1, 2
Gibson's Landing ... Sept. 1, 2
Squamish ... Sept. 4
Agassiz ... Sept. 6
Langley (Milner) ... Sept. 6
Maple Ridge ... Sept. 6, 7
Chilliwack ... Sept. 6, 8
Coquitlam ... Sept. 7
Surrey ... Sept. 7
Burquitlam ... Sept. 7, 8
Whonnock ... Sept. 8
Ioco ... Sept. 9
New Westminster ... Sept. 11, 16
Matsqui ... Sept. 19, 20
Abbotsford ... Sept. 21, 22
Mission ... Sept. 26, 28
Aldergrove ... Sept. 27
Richmond ... Sept. 27
Ladner ... Sept. 28, 30
Knutsford ... July 5
Lumby ... Sept. 14
Armstrong ... Sept. 19, 21
Pritchard ... Sept. 20
Penticton ... Sept. 20, 21
Kelowna ... Sept. 26, 28
Salmon Arm ... Sept. 27, 28
Peachland ... Oct. 4
Naramata ... Oct. 6
Summerland ... Nov. 1, 2
Athalmere ... Sept. 1, 2
Golden ... Sept. 5
Trail ... Sept. 13, 15
Fruitvale ... Sept. 18
Boswell ... Sept. 18
Nelson ... Sept. 20, 22
Arrow Park ... Sept. 23
Appledale ... Sept. 27
Nakusp ... Sept. 27, 28
Grand Forks ... Sept. 28, 29
New Denver ... Sept. 28, 29
Slocan City ... Sept. 29, 30
Needles ... Sept. 30
Kaslo ... Oct. 4
Creston ... Oct. 4
Rock Creek ... Oct. 6
Prince George ... Sept. 4, 6
Mapes ... Sept. 8

McBride ..... Sept. 12
Prince Rupert ..... Sept. 14, 16
Quesnel ..... Sept. 15, 16
Terrace ..... Sept. 19
Forest Grove ..... Sept. 20
Smithers ..... Sept. 21

Manitoba

Binscarth ..... Aug. 2
Birtle ..... July 18-19
Boissevain ..... Aug. 2
Brandon ..... July 24 to 29
Carberry ..... July 20-21
Carman ..... June 29 to July 1
Cartwright ..... July 21
Chatfield ..... July 14
Crystal City ..... Aug. 1
Cypress River ..... July 13-14
Dauphin ..... July 6-7-8
Deloraine ..... July 20
Dugald ..... July 14
Elie ..... Oct. 5
Elgin ..... July 14
Elkhorn ..... July 18
Emerson ..... July 7
Fork River ..... Aug. 9
Gilbert Plains ..... Aug. 1
Glenboro ..... July 1
Glenella ..... Aug. 2
Gladstone ..... July 20
Hamiota ..... July 21
Harding ..... July 19
Hartney ..... July 19
Headingly ..... Aug. 18
Holland ..... July 20
Isabella ..... Aug. 4
Kenwood ..... Oct. 3
Kildonan ..... Sept. 1-2
Killarney ..... July 14
Kinosota ..... Sept. 14
Langruth ..... Oct. 6
MacGregor ..... July 25
Manitou ..... July 21
McAuley ..... July 19
McCreary ..... Aug. 4
Melita ..... July 6
Miama ..... July 5
Miniota ..... July 20
Minnedosa ..... July 19
Morden ..... July 7
Morris ..... July 5
Neepawa ..... July 3-4-5
Oak Lake ..... July 11
Oak River ..... Aug. 3
Pilot Mound ..... July 19
Plumas ..... Oct. 4
Portage la Prairie ..... July 11-12-13
Rapid City ..... July 21
Reston ..... July 18
Rivers ..... July 14
Roblin ..... Aug. 8
Roland ..... June 27
Rossburn ..... Aug. 4
Russell ..... July 20-21
Sanford ..... July 13
Shellmouth ..... Aug. 1
Shoal Lake ..... July 18
Souris ..... June 30, July 1
Stonewall ..... Sept. 29-30
Steep Rock ..... July 1
St. Jean ..... July 5
St. Pierre ..... July 11
Strathclair ..... Aug. 1
St. Andrews ..... Aug. 4
St. Rose ..... Aug. 3
St. Vital ..... Aug. 22-23-24
Swan Lake ..... July 19
Swan River ..... Aug. 9
St. Agarthe ..... July 4
Treherne ..... July 18
Virden ..... July 12-13
Weston ..... Aug. 24-26
Warren ..... July 4
Waskada ..... July 21
Wawanesa ..... July 12
Woodlands ..... Sept. 29

New Brunswick

St. John ..... Sept. 2, 9
St. Stephen, ... Sept. 11, 14
Woodstock ..... Sept. 11, 14

Nova Scotia

Antigonish, ... Sept. 28, 29
Annapolis, ... Oct. 4, 5, 6
Bridgewater, ... Sept. 26, 27, 28, 29
Musquodobit ..... Sept. 18, 19, 20
Oxford, ... Sept. 20, 21, 22
Pictou, ... Sept. 25, 26, 27
Shelbourne, ... Oct. 3, 4
Stewiacke ..... Oct. 3, 4, 5
Yarmouth, ... Sept. 27, 28, 29
Caledonia ..... Sept. 25, 26, 27

Prince Edward Island

Provincial Exhibition, Charlottetown
..... Sept. 26 to 29
Summerside Exhibition, Summerside....
Georgetown Exhibition, Georgetown....
Souris Exhibition, Souris.....

Quebec

Lachute, ... Sept. 19, 20, 21
Victoriaville ..... Sept. 14
St. Liboire ..... Sept. 26, 27
Beauceville ..... Sept. 14
St. L. de Gonz ..... Sept. 7
St. Michel ..... Sept. 13, 14
Berthierville ..... Sept. 12, 13
Port Daniel ..... Sept. 26
Shigawake ..... Sept. 27
New Carlisle ..... Sept. 28
New Richmond ..... Sept. 26
Brome ..... Sept. 5, 6, 7
St. Bruno ..... Sept. 6, 7
St. Stanislas ..... Sept. 19
Ste. Martine ..... Sept. 19
Chicoutimi ..... Sept. 13, 14, 15, 16, 17
Cookshire ..... Sept. 13, 14, 15
Scotstown ..... Sept. 6, 7
Ste. Scholastique ..... Sept. 18
Ste. Henedine .....
Ste. Germaine .....
L'Avenir ..... Sept. 14
Ste. Sebastien ..... Sept. 13
Cape Cove ..... Oct. 10
Barachois lere semaine ..... Oct.
St. Leonard ..... Sept. 13-J
Aylmer ..... Sept. 20-21
Maniwaki ..... Sept. 4, 5, 6
Huntingdon ..... Sept. 7, 8
Havelock ..... Sept. 1?
St. Alexandre ..... Sept. 5, 6
Dorval ..... Sept. 25, 26
Joliette ..... Sept. 11, 12
St. Jean Matha ..... Sept. 19
St. Pascall ..... Sept. 12, 13
Hebertville ..... Sept. 7
Roberval ..... Aug. 24, 25, 26, 27
Laprairie ..... Sept. 12, 13
L'Assomption ..... Aug. 30
Ste. Rose ..... Aug. 30
St. Romuald ..... Sept. 12, 13
Lotbiniere ..... Sept. 13, 14
Louiseville ..... Sept. 12
Val-Brilliant ..... Sept. 27
Inverness ..... Sept. 5
Plessisville ..... Sept. 12
Bedford ..... Aug. 29, 30, 31
Ste. Julienne ..... Sept. 13
Montmagny ..... Sept. 12, 13, 14
Riv. aux Chiens ..... Sept. 28
St. Edouard ..... Sept. 6
Shawville ..... Sept. 18, 19, 20
Chapeau ..... Sept. 25, 26
Pont Rouge ..... Sept. 14
St. Casimir ..... Sept. 19
Quebec .....
Ste. Victoire ..... Sept. 19
Richmond ..... Sept. 6, 7
Rimouski ..... Sept. 20, 21
Rougemont ..... Aug. 29
Waterloo ..... Sept. 12, 13
Pont Chateau ..... Sept. 12
Ayer's Cliff ..... Aug. 22, 23, 24
St. Hyacinthe ..... Aug. 12
St. Jean ..... Aug. 22, 23, 24
St. Barnabe ..... Sept. 26
Ville Marie ..... Sept. 13, 14
St. Jerome ..... Sept. 12
Trois-Rivieres ..... Sept. 19
St. Lazare ..... Sept. 19
She. Theodoise ..... Sept. 5
Marbleton ..... Sept. 19
Ham Nord ..... Sept. 12
St. Frs. du Lac ..... Sept. 13, 14

GRANDES EXPOSITIONS

Valleyfield ..... Aug. 14, 18
Trois Riviéres ..... Aug. 21, 26
Sherbrooke ..... Aug. 26 to Sept. 2

Saskatchewan

Semans ..... July 6-7
Atwater ..... July 14
Tantallon ..... July 19
Saltcoats ..... July 21
Nokomis ..... July 25
Lanigan ..... July 26
Govan ..... July 27-28
Kelliher ..... July 29
Canora ..... Aug. 1-2
Kemsack ..... Aug. 2-3
Togo ..... Aug. 4
Invermay ..... Aug. 8
Wadena ..... Aug. 9
Quill Lake ..... Aug. 10
Watson ..... Aug. 11
Lac Vert ..... Aug. 12

Cadillac ..... July 19
Bengough ..... July 21
Macklin ..... July 25
Perdue ..... July 26
Naseby ..... July 27
Alsask ..... July 27-28
Luseland ..... Aug. 1-2
Unity ..... Aug. 3-4
Wilkie ..... Aug. 10-11

Estevan ..... July 3-5
Alameda ..... July 18
Carievale ..... July 19
Carnduff ..... July 20
Oxbow ..... July 21
Chaplin ..... July 25
Mortlach ..... July 26
Stoughton ..... July 28
Viscount ..... July 29
Elbow ..... Aug. 1

(To be completed next week)

Doctor—With care your husband will recover in a week. You don't seem very pleased.

Wife—You told me he would die a week ago and I have sold his clothes!

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

NO CHANGE is reported in the sugar situation, save that the two Canadian refiners who had withdrawn from the Canadian field, are again quoting, all Canadian refiners with the exception of Dominion quoting on the same basis. The raw market is again strong after a slight reaction, and sales are reported for the second half of July shipment at 3 5-16c c. & f. The f.o.b. situation is also improved, prices for August shipment being 3.22c and 3.25c, with holders now asking 3.30c. Some second hand selling is reported in the refined market, on both sides of the line, including sugar for export at 4.35c net cash in bond. There appears to be a seasonable movement, and while some second hand sales may have transpired below the list price, no serious disturbance has resulted, and it seems more difficult to find sellers in that position.

New prices on California dried peaches show some advance over last year, due to the big demand for peaches for canning, and the high prices paid, for this purpose. Canned goods are steady with the movement very good. Teas and coffees are strong, and the rice market is unchanged. Domestic fruits and vegetables are arriving freely, and the demand for the same is good with prices showing somewhat easier tendencies.

QUEBEC MARKETS

MONTREAL, July 20.—The grocery market shows a much improved aspect. The wholesale grocers are more optimistic in their reports, and all admit that a good fall season is ahead. The crops in this province and in the west too are mainly responsible for this brightness. The country traders are more willing to buy with the prospect of more money to be spent in the rural districts. Then too stocks are well cleaned up and wholesalers expect heavy buying in the late summer. The sugar market, with its advancing price has stimulated interest and money has been made here. Most lines are firm for spot stocks but in many instances lower prices seem to be the prospect. Figs, raisins, nuts and other dried fruits will be plentiful according to reports. Citron peel however, has advanced five cents a pound this week. Molasses is in a strong position. Canned goods are firm on spot but weak for the new pack. Fresh vegetables and fruits are plentiful with low prices. This to some extent is responsible for a more active spice market. Peppers show weakness in New York. Japan teas have more strength and wholesalers predict still higher prices. Ceylons are steady but quiet. There is no change in coffee. Rangoon rice is quoted a little higher. The cereal market is dull with no change in price.

CEREAL MARKET QUIET

Montreal.

CEREALS.—The cereal market is quiet. Buying at this season is limited.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 30
Graham Flour, 98 lbs.	....	7 55
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 06
White beans	....	0 07½
Green peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

CANNED GOODS TO BE LOWER

Montreal.

CANNED GOODS.—For the present time the canned goods market shows a strong tone and during the past few weeks buying has been heavy. This, however, is expected to come to a sudden end this week since there is a plentiful supply of fresh vegetables and fresh fruits on the market at comparatively low prices. Local wholesalers freely express the opinion that the prices on the new pack will be lower than that of last year, except on tomatoes, and in their opinion the price of tomatoes will at least not be any lower than that of last year. There are, however, very few quotations yet known. The price on asparagus has been announced by some packers and this is somewhat lower than that of last year. Canned fruits, particularly show an easier tendency on a number of accounts. In the first place there is a big crop of small fruits this year and comparatively speaking sugar is lower in price.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 50
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 30
CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 20
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	2 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 20
Bartlett Pears	....	3 40
Greengage Plums, heavy syrup,	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

COFFEE MARKET QUIET

Montreal.

COFFEE.—The coffee market is quiet

at present and shows no change. There are no definite reports on the new crop as yet but coffee dealers express the opinion that prices may be a shade easier when the new crop is on the market.

COFFEE—

Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

CITRON PEEL HIGHER

Montreal.

DRIED FRUITS.—The feature of the dried fruit market is another increase in the price of citron peel. Although wholesalers' prices do not yet show the advance some of the manufacturers of citron peel report an advance in their price amounting to 5 cents per lb. Orange and lemon peels are unchanged. Reports from the Mediterranean state that there is a bumper crop of fruits and prices will likely be a little easier. Sultana raisins and figs are particularly promising. Nuts in shell will also be easier. Importers admit that it will be profitable to defer buying at the present time.

DRIED FRUITS—

Apricots, fancy		0 35
Do., choice		0 31
Do., slabs		0 29
Apples (evaporated) 25 lbs.		0 26
Do., 50 lbs.,		0 25
Peaches (fancy)		0 28
Do., (choice)		0 26
Pears (choice)		0 22
Do., fancy	0 27	0 29
Peels—		
Cut mixed		0 31
Lemon		0 25
Orange		0 25
Citron		0 40
Raisins		
Valencias		0 19
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultanas, 5 Crown		0 25
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.		0 21
Do., 16 oz.		0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, excelsior, (36 10s), pkg.		4 50
Dromedary, (36-10 oz.)		7 20
Loose	0 10	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		12½

SPOT WALNUTS ADVANCE

Montreal.

NUTS.—The feature of the nut market is another advance in the price of Bordeaux shelled walnuts. Wholesale quotations do not yet show this advance but according to cable reports the price abroad shows an advance of 100 francs per 100 kilos. This amounts to about 4 cents per lb. Reports on the new crop indicate a big supply for next year with very likely lower prices. The same report comes from Spain on almonds.

NUTS—

Almonds, Tarragona, per lb.	0 19
Valencia shelled almonds 3 crown	0 44
Pecans, new Jumbo, per lb.	0 60
Do., large, No. 2, polished	0 29 0 30
Cocoanut (shredded, bulk)	0 26 0 28
Filberts (Sicily,) per lb.	0 16
Brazils, shelled	0 50
Peanuts, Jumbo	0 15½
Do. shelled No. 1 Spanish	0 10½
Do., salted red	0 17
Do., shelled, No. 1 Virginia	0 1[illegible]
Peanuts (salted)—	
Fancy wholes, per lb.	0 34
Fancy splits, per lb.	0 29
Pecans, shelled	0 90 1 00
Walnuts, Grenoble in shell	0 30
Walnuts, Marbot	0 28 0 28
Do., new Naples	0 28
Do. Bordeaux, shelled	0 58 0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

PACKAGE GOODS STEADY

Montreal.

PACKAGE GOODS.—The package goods market is steady with a fair movement all around considering the season.

PACKAGE GOODS—

Breakfast, food, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages		0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s		2 85
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.)	case	3 5[illegible]
Pancake Flour, case 20s		7 1[illegible]
Pancake flour, self-raising, do.		1 5[illegible]
Wheat Food, 18-1½s		3 [illegible]
Porridge wheat, 36s, case		6 [illegible]
Do., 20s case		5[illegible]
Self-raising flour, (3-lb. bags, doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 [illegible]
Cooked Bran 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		3 60
Celluloid starch, 45 pkgs. case		3 80
Malt Breakfast Food, (36 pkgs.)		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian chese loaf, lb.		0 30
Pimento loaf		0 32
Swiss chees loaf		0 44

RANGOON RICE HIGHER

Montreal.

RICE.—The only change in the rice market is an advance quoted by local wholesalers of 10 cents per 100 lbs. on Rangoon C. C. rice. The price per 100 lbs. is now $4.60 or in less quantities 4¾c a lb.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)		0 09
Do., (pearl)		0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

AN ERROR IN QUOTATIONS ON 1 LB. JARS OF JAM

In the issue of June 23 of Canadian Grocer in reference to a change in jam prices there appeared an error. A reduction was quoted in Gordon and Dilworth's jam in 1 lb. glass jars, making the price $6.25 a case. This should have read $625 a dozen. This price is as quoted by the local wholesale grocer representing the firm.

JAPANS SHOW MORE STRENGTH

Montreal.

TEAS.—Japan teas show a tendency towards higher prices. Reports state that buyers in Japan are withdrawing from the market in the hope that by refusing to buy prices will be forced downwards but since supplies on this market and in the United States are very short, buying is imperative and local tea merchants do not think that this means of lowering the prices will be effective. The Ceylon market is quiet but has a strong tone. At this season of the year the tea business is quiet and this is particularly so in view of the fact that just before the quiet season there was an advance in the price. Local retailers are simply unloading their present stocks or buying to meet immediate requirements.

TEAS—

Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 60	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

MORE ACTIVITY IN SPICES

Montreal.

SPICES.—Importers of spices state that the market is more active due to the increase in the trade and consumer demand. The scarcity in many grades is accentuated sharply by this increase in demand. The crops of produce requiring the use of spices and seeds in their preparation for food consumption are very large and this naturally increases the demand for spices. This in turn lends a stronger tone to the market. New York, however reports an easier tone on peppers "to arrive" but there is no change in local wholesale prices.

SPICES—

Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Caraway seed, Dutch		0 20
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves		0 55
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 30
Do., ground, 1 lb. tins		0 35
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

STRONG FEELING IN SUGAR

Montreal.

SUGAR.—The opinion of a number of local wholesale grocers is that the raw

sugar market is now experiencing a recess and that between now and the month of August it will show more activity. The opinion is freely expressed that sugar will go as high as 7½ cents a lb. in August. In the meantime the whole grocery trade has been stimulated by the upward movement of sugar and with the good supply of fresh fruits on the market there is a big demand for sugar for preserving.

SUGAR—	
Granulated, sugar, per cwt.	7 25
Do., barrels	7 30
Granulated, gunnies, 5-20	7 45
Do., casks, 20 5-lb. cartons	7 65
Do., gunnies, 10-10	7 55
Do., cases, 50 2-lb. cartons	7 75

MOLASSES STANDS FIRM

Montreal.

MOLASSES—There is no change in the molasses market. This market follows sugar closely and while there is a steady but exceedingly strong market for raw sugars little can be said about molasses apart from the fact that its position is very firm.

BIG CROP OF APPLES

Montreal.

FRUITS—Like the vegetable market there is a big offering of small fruits on the market. Apples are selling at $3 bushel basket and the farmers report a bumper crop in this province. Plums are down to $2. a crate and cherries are in big demand at $1 a basket of 11 qts. Oranges remain high in price but are out of the limelight on account of the Canadian fruits on the market. Lemons are steady in price and there is no reason to believe that prices will advance as they did last year.

FRUIT—		
Apples, local, per bushel		3 00
Bananas (as to grade) bunch	**6 00**	**7 00**
Lemons, California	**7 00**	**8 00**
Lemons, 300s-360s, Messina	5 50	6 00
Florida, grape fruit	**5 00**	**9 00**
California Valencias	9 50	10 00
Oranges, late Valencias	10 50	11 50
California Pears, per case		7 00
California Peaches	3 25	3 75
Georgia peaches, per crate		4 00
Watermelons	**0 00**	**0 75**
Canteloupes, crate		6 00
Cherries, Red, 11 qt.		1 00
11 qt. baskets, black	1 25	1 35
Honey Dew Melons 6-8	5 00	6 00
Cherries, sour, 11 qt.	1 00	1 10
Plums, per crate		2 00
Pears	4 50	5 00

VEGETABLE PRICES LOWER

Montreal.

VEGETABLES—Bonsecour market here had a record offering of fresh vegetables. There is every proof of a big crop of early vegetables and prices run low. Small cauliflower is selling at 6 for 25 cents, green and wax beans at 5 cents a pound and young cabbages at 40 cents a dozen. Beets are now as low as 30 cents a dozen and young carrots 21 cents a bunch. New Montreal potatoes are on the market at $2.75 a bag, which is a low price for local potatoes so early in the season. It is just mid-season for tomatoes and the price is high on the small offering of tomatoes. The price is expected to drop early next week with a good supply.

VEGETABLES—		
Beets, new doz. local		0 30
Green beans, 40 lb., per lb.		0 05
Wax beans per lb.		0 05
Cauliflower, per doz.	0 50	0 75
Cabbage, local, per doz.		0 40
Carrots, local, per bunch		0 21
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.		2 50
Parsnips, bag	2 00	2 60
Peppers, green, per crate	5 50	6 00
New Potatoes local, per bag	2 60	2 75
Bermuda onions, crate		**2 50**
Egyptian onions, per 100 lb.		**5 00**
Spinach, barrel, local	0 40	0 50
Cucumbers, local, per doz.		0 50
local, 40 lb.		2 50
New turnips, per doz.		1 50
Parsley, per doz.		2 00
Radishes, per doz.	0 10	0 15

ONTARIO MARKETS

TORONTO, July 19.—New prices are announced this week on California dried peaches. These quotations are slightly higher than opening prices last year, due to the heavy inquiry for the fruit for canning purposes. However the easier exchange situation now existing will more than offset any advance in price. Last year exchange was up around 12 and 14 per cent., while this year it is around one per cent. Prices on new Grecian currants to arrive are somewhat lower than last year.

The sugar market is steady, although a tendency to easier prices in the market for raws was noted last week, but the situation has again become firmer. No change is reported on spot. Movement is in good volume, and the two refineries that had withdrawn their prices are again quoting. Canned goods are unchanged. Teas and coffees both show a tendency to go higher, the latter market being particularly strong. Rices are quiet as also are spices. Almonds in the shell, Tarragonas and filberts in the shell, new goods, are quoted to arrive. Bordeaux shelled walnuts are easier. The flour market is unchanged but very strong.

Fruits and vegetables are arriving in good supply and prices are easier, in a number of instances.

CEREALS MOVE IN GOOD VOLUME

Toronto.

CEREALS.—There is a very good inquiry for cereals. Prices show no change as compared with last week, but the situation generally is very firm. Rolled oats are moving in good volume considering the season, and demand for all lines is active.

CEREALS—	
Barley, pearl, 98s	**5 00**
Barley, pot, 98s	**3 75**
Cornmeal, golden, 98s	2 30
Oatmeal, 98s	**3 85**
Corn flour, 98s	2 86
Rye flour	4 40
Rolled oats, 90s	3 30
Rolled wheat, barrel	6 25
Cracked wheat, bag	5 00
Breakfast food, 98s	4 75
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split, per bag	7 50
Marrowfat Green peas, Ont.	7 75 8 50
Graham flour, 98s	4 50
Whole Wheat Flour	**4 10**
Wheat Kernels	**6 25**

PRIMARY COFFEES LOOK HIGHER

Toronto

COFFEES.—Coffees in the primary markets tend to higher levels, although dealers selling on spot report no change in values to the trade. Inquiry is moderately active, although it is stated that purchasing at present quotations is good buying.

LITTLE INQUIRY FOR BEANS

Toronto.

BEANS.—There is not a great deal of inquiry for beans at the present time. Prices show no change as compared with last week, Canadian hand picked being quoted at $4.40 per bushel, and No. 1 lb. pickers being from $3.90 to $4 per bus. California limas are unchanged at from 11 to 11½c per lb.

NEW PRICES ON DRIED PEACHES

Toronto.

DRIED FRUITS.—New prices on Grecian currants to arrive are quoted at 51s 6d per box, figuring out, laid down in Toronto, to the retail trade, at 12 cents per lb. This price is lower than last year, the present quotations being 14½c to 15c for Greek Filliatras in cases. Prices on the new crop of dried peaches are quoted for August and September shipments. Standards, yellow, are quoted 11c f.o.b. California and Muirs are 11¼c. Extra fancy are 17¼c and 18¼c for yellows and Muirs respectively. The peeled varieties are one cent per lb. higher. The prices of some varieties are higher than last year, but any advance in prices will be more than offset by the improved situation in exchange this year, as compared with last. The demand by canners for peaches is held responsible for the increase in prices of dried peaches.

The impression seems to be that new prices on prunes will be lower than last year. Opening prices are expected early next month.

Dried fruits on spot are steady with last week.

CANNED GOODS IN FAIR DEMAND

Toronto

CANNED GOODS.—The demand for canned goods is fairly active. Standard peas are quoted at from $1.50 to $1.75. Canned lobsters in halves are quoted very high, up to $5.25 per doz. Quarters are $3.25 per doz. The supply is so small that sales are limited. Other canned lines are unchanged as compared with a week ago.

Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	3 50	....
Raspberries, 2s	4 50	6 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 95	1 07
Strawberry, 12 oz. doz.	....	3 95
Do., 16 oz. doz.	3 25	3 50
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 40	3 95
Do., 16 oz., doz.	3 25	3 60
Do., 4s tins	0 85	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 95
No. 4 tins, each	0 55	0 65

NEW NUTS QUOTED TO ARRIVE

Toronto.

NUTS.—Importers are quoting new almonds, Tarragonas, to arrive first steamer. They are quoted c. and f. Montreal, in 100 lb. bags at 57s which means around 19 cents per lb. to the trade. New filberts, also for September shipment are quoted c & f., Montreal, in 100 lb. bags at 41s 6d.

Shelled walnuts, Bordeaux, are quoted easier at from 62 to 65c per lb. Other lines are unchanged.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, shrip, lb.	....	0 22
Do., sweetened, lb.	....	0 22
Do., shred	....	0 20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	....	0 18
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 24	0 37
Walnuts, Bordeaux, lb.	0 62	0 65
Do., Manchurian, lb.	0 62	....
Do., broken	0 40	0 50
Jordan Almonds	0 70	0 75
Brazils, lb.	....	0 55
Pecans, lb.	0 80	0 83

GOOD INQUIRY FOR PACKAGE GOODS

Toronto

PACKAGE GOODS.—There is a good inquiry for package cereals, although prices to the retail trade show no changes as compared with previous quotations.

Rolled Oats, 20s, round case	....	5 00
Do., 18s, case	....	2 00
Do., 20s. square case	....	5 00
Do. Aluminum Prem., 20s	....	6 15
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	5 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1. lb. carton	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry Starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 10¾
Do., in 6 lb. tin canmisters	....	0 11½
Celluloid starch, case	....	3 80
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 80
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s	....	2 70
Self-rising Pancake Flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

RICE MARKET QUIET BUT FIRM

Toronto

RICES.—The market for rices continues very quiet. Prices are unchanged, and there is very little buying. The market appears to be firm in spite of inactivity.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam., per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
White Sago	0 08	0 08½
Tapioca, per lb.	0 7½	0 08
Do., fancy	0 09½	0 10

SPICES ARE STEADY

Toronto.

SPICES.—Again this week, few changes are noted in spices. There is a moderate demand. Peppers are steady at from 20c to 22c per lb. for the black and white pepper is from 30c to 32c per lb. Ground nutmegs are 30c per lb.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spices	....	0 20
Mace	....	0 55
Peppers, black	0 20	0 22
Do., white	0 30	0 32
Paprika, lb.	....	0 45
Chillies, lb.	....	0 50
Nutmegs,, selects, whole	0 30	0 40
Do., ground	....	0 30
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 45
Coriander seed	....	0 18
Carraway seed, whole	....	0 20
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2-oz. pkgs., doz.	....	0 90

NO CHANGE IN SYRUPS

Toronto.

SYRUPS.—The market in syrups is unchanged as compared with a week ago, and the demand for the same is quiet.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow	....	0 06½
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, 1 doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	....	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case..	....	4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case		14 50
2½ lb. tins 24 to case, per case		13 25
10 lb. tins, 6 to case, per case		11 50
5 gal. cans		11 00
1½ lb. tins, 24 to case, per case		7 50
5 lb. tins, 12 to case, per case		12 25
1 gal. tins, 6 to case, per case		13 20
Maple sugar, 1 lb. blocks, per lb.		0 18
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails, No. 2	....	1 70
West India, gal.	....	0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35

SUGAR PRICES HOLD

Toronto.

SUGAR.—The situation in sugar is unchanged as far as spot prices are concerned, with the two refineries, Atlantic and St. Lawrence that had withdrawn their prices, again quoting in this market. The market for Cuba raws was slightly easier last week, the price having declined from 3½c to 3⅜c and later to 3 5/16c. Buyers are now holding off but sales of 22,000 bags are reported at 3¼c recording a decline of a quarter cent per lb. for the week. On the f.o.b. basis Cubas were offered at 3.15c for July and 3.20c for August, but these were later withdrawn. In the United Kingdom there are buyers at 17s which is equal to about 3.14c per lb. f.o.b. Cuba.

Fourteen Centrals are now operating as against 8 last year, and 6 in 1920. Late on Friday last the market took a sudden turn for the better, with sales of 9,000 bags for the second half of July shipment, at 3 5/16c at which figure there are now buyers. The f.o.b. situation is also improved. August shipments are quoted at 3.22c, and 3.25c, and holders are now asking 3.30c.

Refined sugar is now practically unchanged, with some second hand selling going on, on both sides of the line, including for export at 4.35 net cash in bond. St. Lawrence and Atlantic with all other Canadian refiners are now sellers, quoting $7.25 Montreal basis, jobbers' price Toronto being $7.59. There appears to be a good seasonable movement, and while some second hand sales may have transpired below the list price, no serious disturbance has resulted and it seems more difficult to find sellers in that market.

SUGAR—	
Acadia Sugar Refinery, ex. gran.	7 59
Dom. Sugar Refinery, ex. gran.	7 53
Canada Refinery, gran.	7 59
St. Lawrence Refinery, gran.	7 59
Atlantic Refinery, gran.	7 59

Differentials: Graduated, advance over basis 60-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

TEA MARKET CONTINUES STRONG

Toronto.

TEAS.—The market for teas continues very strong, practically all grades showing a tendency to advance. Japans indicate a steadily advancing market, while Ceylons are now from 5 to 8 cents above the lowest point. All teas with a good cup quality are in active demand. Javas are reported slightly higher than a month ago. Spot prices are very strong, the situation generally tending higher.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	0 42	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

FLOUR MARKET STRONG

Toronto.

FLOUR.—The market in flour is strong. While prices on spot show no changes as compared with a week ago,

the situation is very firm, in view of the strong wheat market.

FLOUR—

First Patents, in cotton bags, bbl.	....	8 00
Second Patents, in jute bags, bbl.	....	7 30

MILLFEEDS ARE UNCHANGED

Toronto.

MILLFEEDS.—No change is reported in the market for millfeeds this week. There appears to be some price cutting among dealers, but quotations are more or less steady at $25.25 for bran and at $27.25 for shorts.

MILLFEEDS—

Bran, per ton	....	25 25
Shorts, per ton	....	27 25

FRUITS EASIER IN PRICE

FRUITS.—Canadian fresh fruits are now arriving in plentiful supply, and prices are easier as compared with last week. Raspberries while not a heavy crop are coming forward fairly abundantly, and are now quoted around 25 and 30c per box. Cherries are still arriving freely, and prices continue at easy levels. Black currants, red currants, and blueberries are all available. Large baskets of black and red currants are $3.25 and the small baskets are $1.75. Blueberries are from $2.25 to $3 for the large baskets.

In the imported fruits Verdelli lemons, 300s, are easier at $5 per box. Watermelons are from 85c to $1 each. Canteloupes from California are quoted, standards at $5 and flats $2

FRUITS—

Oranges, Cal. Val.	6 50	10 00
Lemons, Verdellis, 300s, per box	....	5 00
Raspberries, per box., qts.	0 25	0 30
Bananas, per lb.	....	0 07½
Blueberries, 11 qts.	2 25	3 00
Grapefruits, 64s, 80s, 100s, and 126s	7 00	7 50
Watermelons, ea.	0 85	1 00
Cherries, Cal., per box	....	3 50
Apricots, Cal., per box	....	3 00
Plums, Cal., per box	....	3 00
Cantaloupes, standards	5 00	5 50
Do., flats	5 00	5 50
Peaches, per box	....	2 00
Do., Georgia Elbertas, 6 basket carriers, per case	....	4 75
Do., Winesaps, 1500, 163s and 175s per box	....	3 25
Apples, yellow transparent, bus. bkt.	....	3 50
Cherries—		
Sour, 11 qt. basket	0 65	1 00
Sweet white, 6 qt. bkt.	0 40	0 50
Sweet black, 6 qt. bkt.	1 25	1 50
Gooseberries, 11 qt. bkt.	1 00	1 50
Do., 6 qt.	0 50	0 75
Black Currants, 11 qts.	....	3 25
Do., 6 qts.	....	1 75
Red Currants, 11 qts.	....	3 25
Do., 6 qts.	....	1 25

VEGETABLES ARE PLENTIFUL

Toronto.

VEGETABLES.—Canadian vegetables are now plentiful on this market and prices show very much easier levels as compared with a week ago. Imported new potatoes are quoted at $5.75 per bbl. for number ones. There are still some old ones offered around $1 per bag. New Canadian potatoes are on the market, prices of the same varying, according to supply. New Canadian tomatoes in 11 qt. baskets are now selling at $2.50 each. New cabbages large crates are from $2 to $2.50 each. Green peppers in large baskets are from 75c to $1. Beets, carrots, onions, cucumbers and beans, are all plentiful and offered at attractive prices.

VEGETABLES—

Potatoes, Ontario.	1 00	1 10
Do., No. 1 bis., new	....	5 75
Onions, Cal., per case	....	3 50
Do., Spanish, large cases	....	6 00
Do., Spanish, half cases	....	3 25
Leaf Lettuce, doz.	....	0 25
Green Onions, local, doz.	0 25	0 30
Beets, local, do. bun.	0 20	0 25
Carrots, doz. bun.	0 20	0 25
New Cabbage, large crate	2 00	2 50
Radish, per doz.	....	0 25
Green peppers, 11 qt.	0 75	1 00
Canadian 11 qt. baskets, each	....	2 50
Egg Plant case	....	4 50
Wax beans, basket	0 75	1 00
Cucumber, per basket	....	1 50
Green Peas, 11 qt. bkt.	....	1 00

MANITOBA MARKETS

WINNIPEG, July 21.—Opening prices on new pack California fruits have been announced and are higher than last year. Prices have also been named on dried peaches and are 1½c per lb. higher than last year. Coffee shows no change. Green and yellow peas show an advance. Cereals, beans and flour hold fairly steady with little change shown in quotations. French shelled Bordeaux walnuts are slightly easier and buyers are placing their orders for Fall. Rice continues quiet. The sugar market is showing a firmer tone and a further advance is expected. The tea market continues firm. Local vegetables are plentiful on the market at lower prices. Raspberries are in good demand as well as all lines of California fruits.

COFFEE UNCHANGED

Winnipeg.

COFFEES.—There is very little change to note in the coffee market. Holders are asking a premium on old crop beans. Milds continue firm. There is a good demand locally and stocks are rapidly becoming depleted.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9	
Mexican, roasted, best grade, lb.	0 44	0 49	
Jamaica, roasted, best grade, lb.	0 23	0 30	
Bogotas, roasted, best grade, lb.	0 40	0 43	
Mocha (types), best grade, lb.	0 51	0 53	
Bourbon, best grade, per lb.	0 30	0 35	
Santos, best grade, per lb.	0 27½	0 30	
Maracaibo, roasted, best grade, lb.	0 38	0 44	

NEW PRICES ON CALIFORNIA FRUITS

Winnipeg.

CANNED GOODS.—Opening prices on California fruits have been named and are from 10c. to 35c. per dozen higher than last year. With a larger pear pack than last year and with a big peach crop it is thought that both of these fruits may be in surplus after packing closes. These goods will arrive on a practically bare market. Canned salmon remains unchanged. Sales of canned vegetables, especially for tomatoes, peas and corn are steady and stocks are reported light.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case.	8 00	11 00
Do., ½s, 8 doz. case, case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.	....	2 85
Do., ½s, 4 doz. case, doz.	....	4 95
Oysters, 1s, 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 50
Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	15 00
Do., ½s, flat, 8 doz. case	....	16 00
Coloe, 1s, tall, 4 doz. case	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case	....	8 00

CANNED FRUITS (Canadian)—

		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	6 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 00

PEACH PRICES ANNOUNCED

Winnipeg.

DRIED FRUITS.—California dried peach packers have announced their prices on the 1922 pack and are about 1½c. per lb. over last year's prices. Apricots on the primary markets have advanced 1¼c. per lb. and buying is not heavy as prices do not appeal to the trade. New prices on raisins are expected around the first of August. Locally there is a seasonable demand for all lines of dried fruits. The larger size of prunes are cleaned up and evaporated apples are unobtainable. Peaches are in good demand but with little stock to choose from. Stocks of raisins are fairly plentiful with the exception of seeded in packages.

DRIED FRUITS

Evaporated apples, per lb.	....	0 20¼
Currants, 90 lb., per lb.	....	0 16
Do., 8 oz. pkgs., 6 oz. case, pkg.	....	0 16
Dates, Hallowee, bulk, lb.	....	0 14
Do., pkgs., 3 doz. case, lb.	....	0 09
Figs, Smyrna, per lb.	....	0 14
Loganberries, 8 oz., 4 doz. case, pk.	....	0 27¼
Peaches, standard, per lb.	....	0 18
Do., choice, per lb.	....	0 19½
Do., fancy, per lb.	....	0 23
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 20
50-60s, 25s, per lb.	....	0 17½
60-70s, 25s, per lb.	....	0 16
70-80s, 25s, per lb.	....	0 14½
90-100s, 25s, per lb.	....	0 12½
In 5-lb. cartons, carton	0 73	0 80
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.	....	0 21½
Do., pkg., 12 oz., fancy, per pkg.	....	0 17½
Do., 16 oz., choice, per pkg.	....	0 21
Do., 12 oz., choice, per pkg.	....	0 16
Cal., 5 lb. cartons, per carton	....	1 15
Do., bulk, 25-lb. boxes, per lb.	....	0 20
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.	....	0 20
Do., bulk, 25-lb. boxes, per lb.	....	0 22
Do., bulk, 5-lb. cartons, per carton	....	1 15

Do., Cal. Muscatels, 5 lb. carton, per	
Apricots—	
carton	1 15
Do., Standard, 10s, per lb.	0 32
Do., 25s, per lb.	0 30
Do., Choice, 10s, per lb.	0 34
Do., 25s, per lb.	0 32
Do., Fancy, 10s, per lb.	0 36

PEAS SHOW AN ADVANCE

Winnipeg.

CEREALS.—Whole, green and split yellow peas show an advance. The former is quoted at $4.75 per bushel while the latter are quoted at $8.00 per 98 lb. bag. The market for cereals holds fairly steady and there is a good summer demand for all lines of breakfast foods.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.	3 75	4 56
Do., 3s, case square pkts.		3 75
Do., 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case		3 40
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		8 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 65
Do., 40s, per bag		1 40
Do., 20s, per bag		0 76
Do., 10-8s, per bale		3 55
Oatmeal, 98s, gran. ofr stand bag		4 70
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bushel		4 75
Peas, split, yellow, 98s, per bag		8 00
Do., split, yellow, 49s, per bag		4 10
Beans, fancy, hand picked, 100 lb. bag, per bushel	3 60	4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½	0 14½
Barley, pot, 98s, per bag		3 45
Do., pot, 24s, per bag		0 93
Do., pot, 24s, per bag		4 80
Barley, pearl, 98s, per bag		4 60
Do., pearl, 24s, per bag		1 22
Cornmeal, 98s per bag		2 60
Do. 49s per bag		1 40
Do. 24s, per bag		0 70
Do., 10-lbs. per bal.		3 35
Buckwheat, Gritz, 98s, whole, per bag		6 25

STRAWBERRY JAM ON MARKET

Winnipeg.

JAMS.—New pack strawberry jam has arrived on the market and is meeting with a good demand. Raspberry jam is expected to be higher in price due to the smallness of the crop. All lines of jams are ruling firm.

JAMS—	
Black Currant, 4s, per tin	0 89
Strawberry, 4s, per tin	0 89
Raspberry, 4s, per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 45

SHELLED WALNUTS EASY

Winnipeg.

NUTS.—The situation in shelled Bordeaux walnuts is easier, and prices are attractive for fall buying. Prices on new crop almonds for fall delivery are reasonable. Shelled peanuts continue firm.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 28
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

RICE MARKET QUIET

Winnipeg.

RICE.—Few changes have occurred in the rice market as the character of the demand is such that quotations are not altered materially since holders believe that a shading of prices would not increase the turnover. The market is stagnant and signs of weakness are appearing.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08⅛
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 05⅞
Do., 50-lb. bags, lb.	0 06
Sago, sack lots, 130 to 150 lbs. per lb.	0 07¾
Sago, in less quantities, lb.	0 08¼
Tapioca, Pearl, per lb.	0 07½

SUGAR MARKET STRONG

Winnipeg.

SUGAR.—The market holds fairly strong and a further advance is expected. There is a good demand and sales are heavy due to the preserving season.

SUGAR—	
Extra gran., bags, 100 lbs.	8 25
Do., gunnies, 5-20 lbs.	8 40
Do., cartons, 20-5 lbs.	8 65
Do., gunnies, 10-10 lbs.	8 60
Yellow, No. 1, lt. bags, 100 lbs.	8 00
Do., golden bags, 100 lbs.	7 90
Powdered sugar bbls.	8 80
Do., boxes, 50 lbs.	8 80
Do., boxes, 25 lbs.	9 20
Icing, barrels	8 90
Do., boxes, 50 lbs.	9 30
Do., boxes, 25 lb.	9 30
Soft lumps, boxes, 100 lbs.	9 20
Do., boxes, 50 lbs.	9 40
Do., cases, 20 10 lbs.	10 25
Do., cases, 40½ lbs.	11 00
Small lump boxes, 100 lbs.	9 10
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	9 30
Do., cartons, 50 2lb.	9 20
Do., boxes, 25 lbs.	10 20
Hard lump boxes, 100 lbs.	9 20
Do., boxes, 50 lbs.	9 35

SYRUPS IN DEMAND

Winnipeg.

SYRUPS.—No price changes have occurred on corn or cane syrup. The market remains steady with a good demand for these lines.

CANE SYRUP—	
No. 2s, 2 doz. case	4 95
No. 5s, 1 doz. case	5 75
No. 10s, ½ doz. case	5 80
No. 20s, ¼ doz. case	6 15
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 25
Cases, 20-lb. tins, white, ¼ doz. in case	4 25
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 65
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 00
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	19 00
Pure, 10s, per case of ½ doz.	17 50
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½s, tins, ½ doz. case	4 35
2s, tins, 3 doz. case	4 20
2½s, tins, 2 doz. case	3 55
5s, tins, 1 doz. case	3 40
10s, tins, ½ doz. case	3 00

STARCH STEADY

Winnipeg.

STARCH.—The market shows no change in values or in general conditions. Purchases are made to take care of current requirements.

SPICE SUPPLIES LOW

Winnipeg.

SPICE.—Quotations are steady and unchanged under a good seasonable demand. Spot stocks are reported light.

STRONG TEA MARKET

Winnipeg.

TEAS.—A strong tone continues to prevail on all varieties and from present indications will likely continue for some time to come. Indian tea on the average is about 6½c. per lb. higher than at this time last year and Ceylon tea is about 5½c. per lb.

RASPBERRIES SELLING FREELY

Winnipeg.

FRUITS.—Good quantities of raspberries are arriving and are selling freely at $5 per case. California fruits such as peaches, plums and pears are meeting with a seasonable demand and prices are slightly lower. Oranges are in light demand as higher prices prevail. Apricots are expected shortly.

FRUITS—		
Peaches, per case	2 50	
Plums, per case	2 75	3 50
Pears, per case	6 50	
Apples, per box	4 00	
Apples, per basket	3 75	4 50
Raspberries, per case	5 00	
Cherries, per case	3 00	4 25
Cantaloupes, per case (Flats)	2 00	
Cantaloupes, (Standards) per case	5 00	
Oranges, per case	9 00	10 50
Lemons, per case	9 00	10 00
Bananas, per lb.	0 09¼	
Apricots, per case	2 50	
Grapefruit, per case	8 00	
Watermelons, per pound	0 07	
Limes, per dozen	0 40	

B. C. CELERY ON MARKET

Winnipeg.

VEGETABLES.—B. C. celery has arrived on the market and is quoted at 12c. per lb. Local cucumbers are in good demand at $2 per doz. The first shipment of local peas and beans are quoted at 12c. per lb. and as further supplies arrive lower prices will be expected. New Manitoba potatoes are quoted at 4½c. per lb.

Cabbage, per lb.	0 04½	
Head lettuce, per case		2 75
Head Lettuce, per doz.		1 00
Green onions, per doz.		0 30
Cucumbers, per doz.		2 50
Tomatoes, per case		2 00
Celery, per case		2 00
Onions, per case		5 00
Rhubarb, per lb.		0 02

FLOUR RULES STEADY

Winnipeg.

FLOUR.—The flour market is ruling steady with no change in quotations since the recent decline. 98 lb. sacks are quoted at $4.15. Merchants continue to buy in small quantities to meet the necessary requirements.

FLOUR—	
98-lb. sacks	4 15
Two 49-lb. sacks	4 22½
Four 24-lb. sacks	4 32½

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, July 19.—Rogers syrup advanced 35c a case on the twos and 40c a case on all the other sizes. New pack clover leaf salmon in the ones has arrived and are quoted at from $20.25 to $21.25 per case. The half pound tins are not here yet but are expected to arrive shortly.

Beans, Kotenash, per cwt.	6 25	....
Rolled oats 80s	....	3 00
Rice, Siam	**5 90**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	**7 50**	**8 00**
Sago	**7 50**	**8 00**
Flour per bbl.	....	8 40
Sugar, pure cane, gran., cwt.	....	8 45
Cheese, No. 1, Ont., large	....	0 20½
Alberta cheese, twins	....	**0 20**
Do., large	....	**0 22**
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s	....	10 80
Eggs, new laid, local, case	....	**7 00**
Tomatoes, 2½s	**4 40**	**4 50**
Pumpkin, 2½s case	**4 05**	**4 25**
Lemons, case	....	**7 75**
Corn, 2s, standard case	**2 80**	**3 60**
Peas, 2s, standard case	**3 95**	**4 20**
New early June peas, case	....	**4 75**
Salmon sockeye 1s, case	20 25	21 25
Do., Sockeye, ½s	....	**21 55**

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, July 19.—Pork clear is $33.-50. Lard in pails is 18c, tubs 17½c. Sugar, standard, granulated to $7.50 Sugar No. 1 yellow is $7.

Rolled oats, bag	....	**4 00**
Do., bbls.	....	**9 00**
Cornmeal, gran., bags	....	**2 75**
Rice, Siam, per cwt.	....	**6 60**
Tapioca, per 100 lbs.	....	**9 50**
Molasses, gal.	....	**0 60**
Tomatoes, cans, doz.	....	1 90
Raisins, Valencia layers	0 24	**0 30**
Currants, cleaned	....	**0 20**
Prunes, 90-100, 25-lb. boxes	....	**0 14**
Lemon peel	....	**0 34**
Orange peel	....	**0 34**
Citron peel	....	**0 46**
Walnuts	....	**0 23**
Almonds	....	**0 22**
Brazils	....	**0 20**
Peanuts	....	**0 13**
Filberts	....	**0 16**
Cocoanuts, bag	....	**6 00**
Potatoes, per bbl.	....	1 65
Pork, clear, bbls.	....	33 50
Oranges, per case	11 00	12 00
Lemons, case	....	7 50
Grapefruit, case	10 00	....
Pigs' feet, per 20-lb. pail	....	**2 25**
Hams, shoulder, per lb.	....	**0 22**
Bacon, side per lb.	....	**0 33**
Bacon roll, per lb.	....	**0 62**
Lard, pure, in pails, lb.	....	0 18
Lard, pure, in tubs, lb.	....	0 17½
Shortening, in pails, lb.	0 16	0 17
Shortening, in tubs, lb.	....	0 16½
Butter, creamery, prints	....	0 38
Butter, creamery, solids	....	0 36
Oleomargarine	....	**0 23**
Cheese, whole, lb.	0 19	**0 21**
Cheese, twins, lb.	....	**0 21**
Eggs, per doz.	....	**0 30**
Sugar, gran.	....	7 50
Do., cut loaf	....	9 45
Do., No. 1 yellow	....	7 00

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., July 18.—Markets are fairly firm, potatoes are very scarce. Smoked meats are firm. Rice is 8½c. Tapioca is $7.50. Cheese is 21c. Butter is 40c and 38c. Potatoes are $1.35. Oranges are from $10 to $12.

Flour, No. 1 patents, bbl.	....	**11 00**
Cornmeal, bags	....	2 50
Rolled oats, per bag	....	**4 00**
Rice, Siam, per 100 lbs.	0 08½	....
Tapioca, 100 lbs.	....	7 50
Sugar, standard, gran.	....	7 50
Do., No. 1 yellow	....	7 00
Molasses, gal.	....	0 65
Cheese, Ont., twins	....	0 21
Eggs, fresh doz.	....	0 31
Lard, compound	....	0 16½
Do., pure, lb.	....	0 18
American clear pork, bbl.	....	32 00
Tomatoes, 2½s., stan., doz.	....	**2 00**
Hams, aver., 25-35 lbs.	....	0 32
Do., aver., 18-25 lbs.	....	0 34
Hams, aver., 12-18 lbs.	....	**0 37**
Roll bacon	....	**0 24**
Breakfast Bacon	....	0 33
Butter, creamery, prints, lb.	....	0 40
Do., creamery, solids	....	0 38
Raspberries, 2s Ont., doz.	....	**4 00**
Peaches, 2s, standard, doz.	....	2 90
Corn, 2s, standard, doz.	....	**1 60**
Peas, standard, doz.	....	**1 85**
Strawberries, 2s, Ont., doz.	....	3 60
Do., pinks	....	7 00
Do., Cohoes	....	14 00
Do., Chums	....	6 00
Evaporated apples, per lb.	....	0 22
Dried peaches, per lb.	....	0 22
Potatoes, Nat., 90-lb. bag	....	1 35
Corned beef	3 00	3 55
Onions, Spanish, lb.	....	0 06
Do., American, bag 10 lbs.	....	13 50
Oranges, per case	0 10	0 12
Cauliflower, per doz.	....	3 50

SYSTEMATIC INVESTMENT IS THE ONLY WAY

(Continued from page 22)

old, or nearly $25,000 on his fifty-fifth birthday, while at 60, he would have over $35,000.

Taking it another way, he found that if he continued saving on this plan for the entire 35 years, until his 65th birthday, he would have put away a total of $14,918.40—but he would then have $50 000! This would show that somebody had worked, planned, sweated and labored to give him $35,081.60, and that this premium of nearly $2.50 for each of his own dollars paid him by another, who then also returned all his own dollars, would come automatically.

What are You Working For?

The man who starts at 25 only puts in $12,235.20 in the 40 years, so he gets a premium of $37,764.80; but any man who starts in anywhere on this plan has the advantage of security, freedom from worry and the knowledge that the biggest, brainiest, business moneymakers in the country are working for him. Moreover, they are working willingly, gladly, eagerly, without supervision or thought on his part. He saves and sleeps nights. They work and worry—and pay him for the privilege. Talk about your plutocrats—think of bloated bondholders—rave about the money-power if you will; the fact remains that the true employer of other men's brains, who lives carefree while taking toll of other men's efforts is the systematic saver. The man who uses his accumulated labor, meaning some of the money he earns and sets aside, in sound investments is top of the heap every time.

So now stop and ask yourself what you are working for. Maybe you have thought you were working for money. If so, probably you have noticed that each year ends with a greater accumulation of stock. fixtures and accounts—but no more money.

But the true thing to work for is a competence, something on which you can depend when age overtakes you which will keep you independent of others to the end—in peace, comfort and sufficiency. And the way to get this is systematically to withdraw a certain sum of money—MONEY, note, for nothing else will do—from your business and put it away in sound investments.

Ask your banker. Learn to know good bond houses. Select the house with care. Then put the remainder up to that house. The rest is automatic.

Finally: Have patience. Look at the chart. Note how long it takes to accumulate the first thousand: but keep the chart before you so you may never forget how the pace accelerates with the passing of the years. You cannot get rich quick. You can accumulate a competence—

"Not for to hide it in a ditch,
"Not for a train attendant;
"But for the glorious privilege
"Of being independent!"

July is a favorite interest paying month—splendid time to begin. Get in touch with a banker to-day. If in doubt, ask me!

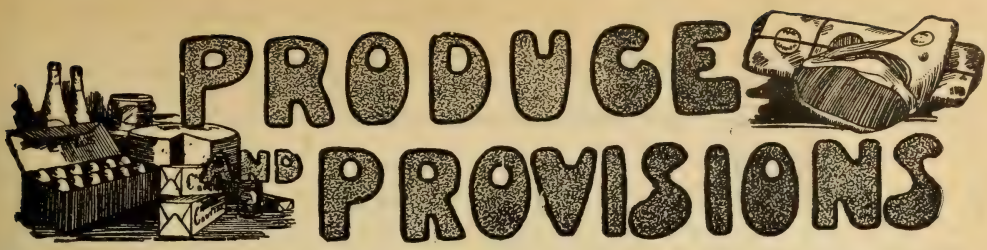
B. C. RETAILERS

(Continued from page 25)

"The work of the B. C. Board should be carried on by the provincial executive of five officers, assisted by a larger and advisory committee, consisting of provincial chairmen of trade sections or their alternatives, with these delegates so selected that each locality would be represented. This larger executive should meet five times a year if possible (say every sixty days, not including the annual convention). These meetings to be held at the provincial office. The provincial executive should have complete authority over all R.M.A. activities in this province, subject to the authority of the provincial board. The provincial executive officers should not hold office in trade sections or locals.

"The members of this association should hold themselves in readiness to assist in showing the Honorable Charles Stewart the conditions affecting the Oriental problem of B. C., or to co-operate with the provincial office as required.

"All Dominion board meetings should be held at Ottawa," said the speaker.



Estimated Pack of Salmon on Pacific Coast Is Placed at 860,000 Cases

Stocks of Salmon Are Light and With the Likelihood of a Big Export Demand, Prices on New Pack Are Likely to be Very Strong

VANCOUVER, July 18—(Special)—Figures on the estimated pack of salmon on the Pacific Coast are available. They are as follows: Sockeye, 175,000 cases; Red Spring, 25,000 cases, Cohoes, 60,000 cases, pinks 450,000 cases, and Chums 150,000 cases, making a total of 860,000 cases.

There are fewer canneries operating this year because of various reasons and in addition, there has been a strike on Rivers Inlet, which will materially decrease the pack in this district.

Stocks of salmon throughout Canada are very light, and the consuming months for salmon are mostly yet to come. Export demand is likely to be heavy, and with the old law of supply and demand working, sharp advances in prices must be expected. It is stated that there is well over 50 per cent. of the anticipated pack already sold.

Packers assert that pink and chum salmon will have to advance 50 cents a case more before they show a profit.

This Grocer Says His Slicer Has Paid For Itself Half A Dozen Times

A. V. Brown, Hamilton, Declares That He Could Not Get Along Without It—Saves Time and Enables Him to Give Better Service—Sales of Fruit and Vegetables Heavy in This Store

"I THINK that slicer has pretty well paid for itself half a dozen times," A. V. Brown, grocer at Arthur and King streets, Hamilton, Ont., told a representative of Canadian Grocer, when speaking of his trade in cooked and smoked meats. "It would be absolutely impossible for us to get along without it. We have had it about five years. In the summer particularly when there is such a demand for cooked ham, it saves a great deal of time, and makes it possible to serve customers very much faster than otherwise is possible. We cut about two or three hams here every day in the summer, and our sales of bacon run from twelve to fourteen sides a week.

"Cutting these meats with a slicer has helped the sale of them with us. We find that people like to buy them where they can have them sliced to their liking. A more uniform thickness is possible with a slicer and waste too can be pretty well eliminated."

Sales of green vegetables and fruits are heavy, in this store. Mr. Brown remarked, in the course of his conversation, that a grocer directing his attention to the sale of these lines in the summer months, can find a real source of revenue. In fact he thinks that this is one way of meeting the competition of the chains. The latter as a rule do not carry fruits and vegetables to any extent and the independent grocer catering to a family trade can build a very gratifying turnover by giving them special attention. "We sold twenty crates of strawberries this morning," he remarked on the day of the Canadian Grocer representative's visit. "In selling fruits too particularly in the preserving season, we can sell other lines such as increased quantities of sugar and sealers."

CHEESE FROM CANADA IS MEETING COMPETITION

Ottawa, July 18.—Canada is finding New Zealand a dangerous competitor in the cheese market of the United Kingdom, according to a report received by the Trade and Commerce Department from Harrison Watson, Canadian Trade Commissioner in London.

While for many years Canada virtually monopolized the import trade of great Britain in cheese, Mr. Watson reports that for the five months ended May 31 New Zealand supplied the United Kingdom with 802,021 hundredweight of cheese out of the total cheese imports of 1,089,797 hundredweight. During the same period, according to the Canadian Trade Commissioner, the receipts of Canadian butter in Britain totalled only 170 hundredweight out of 2,076,195, and receipts of Canadian eggs accounted for only 500 great hundreds out of 4,944,098 great hundreds.

Commission Will Now Investigate Fisheries In B. C.

Ottawa, July 17.—In pursuance of the recommendations of the Parliamentary Committee on Marine and Fisheries at the last session of Parliament, the Government has appointed a Royal Commission to investigate fisheries conditions in British Columbia. William Duff, Liberal member for Lunenberg, has been appointed chairman of the commission, the other members being A. W. Chisholm, Liberal member for Inverness; L. H. Martell, Liberal member for Hants; Alfred Stork, Liberal, Skena; W. W. Neil, Independent, Comox, Alberta; Hon. H. H. Stevens, Conservative, Centre Vancouver, and C. H. Dickie, Conservative, Nanaimo. It will be noted that three of the personnel are from the Maritime Provinces and four from British Columbia.

While the investigation by the commission will be of a general nature two points of inquiry are emphasized in the order-in-Council appointing the members. The first is as to whether the export in a fresh condition for purposes other than to supply the fresh fish markets, of other species of salmon than sockeye, should be permitted, and the second is whether or not motorboats should be permitted in salmon drift net fishing operations in British Columbia. The causes of the depletion of the salmon fisheries of the Fraser River district will, of course, be thoroughly investigated. The findings of the commission will be reported to the Minister of Marine and Fisheries.

"Our dance floor is small, and I'm afraid it will be too crowded. Hadn't we better limit the invitation to, say, a hundred?"

"No, just ask all the fellows to bring thin girls."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 20.—The produce market shows a number of changes, both advancing and declining. The somewhat limited offerings of hogs and the keen demand for cured and cooked meats has resulted in a higher price on hogs and an advance in bacon. Fresh killed hogs are also advanced one and two cents a pound, with a like change in dressed portions. The advance in bacon amounts to one cent a pound. On account of the heavier supplies arriving on the market, eggs are also one cent lower for the reason that the consumption has fallen off. The cheese market shows some improvement although there is no change in wholesale prices. Gaspe salmon is about finished but Spring salmon from B.C. is taking its place although the price is higher. Other fish is unchanged. There is no change in the lard market.

LOWER PRICE ON BUTTER

Montreal.

BUTTER. — The liberal supplies of creamery butter available have caused a weakness in the market which brought a reduction in the price of creamery and dairy butter amounting to 1c a pound. Wholesale produce dealers are inclined to believe that a further reduction will come since the volume of business passing is not sufficient to absorb the current receipts.

BUTTER—		
Creamery prints, finest	0 37	0 38
Creamery solids	0 36	0 37
Dairy Solids	....	0 28
Dairy prints	....	0 30

CHEESE MARKET IMPROVED

Montreal.

CHEESE.—The cheese market has an improved aspect with more active business being done and prices showing a tendency to advance. The English market shows an increased demand with an upward tendency in prices. Despite this increased activity the volume of business has not been large enough to absorb current receipts and in consequence stocks on spot are accumulating. Local wholesale prices are unchanged.

CHEESE—		
Old colored, twins	....	0 23
Old White	....	0 23
New Large, per lb.	0 18	0 20
New Twins, per lb.	0 18	0 20
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.	0 18	0 20
Stilton, per lb.	....	0 28
Quebec	0 18	0 20

EGG PRICES ARE LOWER

Montreal.

EGGS.—The improved inquiries from English importers for Canadian storage eggs continues and lends a stronger tone to the market. Dealers state that owing to the abundance of fresh fruit on the market the consumption of eggs has shown a decrease and in sympathy with the weaker tone in Chicago a reduction has come in the price of fresh eggs, despite the influence of the British market. The egg market therefore shows a reduction of 1 cent per dozen this week all around. This is mainly on account of a falling off in demand, for production shows no improvement.

EGGS—		
Specials	0 37	0 40
Selects, new laid	....	0 33
No. 1	....	0 29
Storage	....	0 27

LARD LOOKS FIRMER

Montreal.

LARD.—There is no change in the lard market. Prices are steady but there is a better outlook since the advance in the price of hogs. The demand is fair but limited at this season.

LARD—		
Tierces, 60 lb.	0 15½	0 16½
Pails, 20 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
1 lb. bricks	0 17	0 18½

HOG PRICES GO HIGHER

Montreal.

FRESH MEATS.—Owing to the continued somewhat limited supply of hogs coming forward and the scarcity of selected stock, a stronger feeling has prevailed in the market during the past week and prices have scored a further advance. At the opening of the week's sale, odd lots of selected hogs were sold as high as $16.00 per hundred pounds, weighed off cars, but the general price was from $15.50 up to $15.75 per cwt. Heavies sold at from $13.50 to $14.50 per cwt. Packers state the market shows every evidence of standing firm at the high prices during the summer weather since there is little hope of larger supplies being ready for the market before September.

FRESH MEATS—		
Hogs, live (selected, weighed off cars)	15 50	15 75
Fresh killed	22 00	23 00
Fresh Pork—		
Legs of pork (foot on)	0 22	0 23
Loins (trimmed)	0 30	0 31
Trimmed Shoulders	0 21	0 22
Untrimmed	....	0 19
Pork sausage (pure)	0 20	0 21

Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 15 018	0 12 0 16
Front quarters	0 10 0 12	0 05 0 08
Loins	0 23	.... 0 28
Chucks	0 10	0 11 0 12

SMOKED MEATS ADVANCED

Montreal.

SMOKED MEATS.—In sympathy with the strength of the hog market and coupled with a steady and increasing demand for all lines of smoked meats there is a decidedly better feeling in this market and prices generally have scored advances with an active trade passing for local and country accounts.

BACON—		
Breakfast, best	0 39	0 40
Smoked breakfast	0 30	0 33
Cottage rolls	....	0 30
Picnic smoked hams	....	0 23
Wiltshire	0 30	0 34
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 35	0 39
Do., 12-14	0 38	0 40
Do., 14-20	0 36	0 38
Do., 20-25	0 34	0 36
Do., 25-30	0 32	0 34
Over 35 lbs.	0 29	0 30

COOKED MEATS ADVANCED

Montreal.

COOKED MEATS.—In sympathy with the higher prices on hogs and due to an increased demand for cooked meats these prices show an advance of 1 cent per pound this week. The hot weather has brought a sudden activity which has lent strength to the market.

COOKED MEATS—		
Hams, cooked		0 53
Sandwich	0 58	0 60
Square hams		0 55
Smoked shoulders		0 22
Bologna	0 10	0 21
Corned Beef 1's, per doz.		3 25
Per doz. 2's		5 75

POULTRY MORE ACTIVE

Montreal.

POULTRY.—There has been an active market for poultry during the past week owing to the liberal supplies coming forward for which there has been a good demand. Prices have been fairly well maintained however. The bulk of receipts have consisted of chickens and fowls with a few ducks and the prices ranged from 30 to 32 cents a pound for broilers and for fowl 24 to 25 cents per pound live weight. Poultry dealers state that the market is quiet, comparatively speaking and that the trend of prices at this time depends wholly upon the supply and demand.

GASPE SALMON HIGHER

Montreal.

FRESH FISH.—The season for Gaspe salmon is drawing to a close since the fishermen avoid shipping salmon during August. Prices therefore show an advance and Gaspe salmon is now quoted 18 cents per pound. There is a good supply of Western Fresh Halibut on the market which is in good demand. British Columbia dressed spring salmon is expected to fill the demand that has existed for Gaspe salmon in the past few weeks. Haddock and Cod are in good supply and

prices are low. There is a fair supply of lake trout, dore, white fish and pike.

FRESH FISH—

Herring		0 06
Market Cod, fresh		0 05½
Steak cod		0 07½
Haddock		0 06
Halibut		0 21
Lake Trout		0 17
Flounders		0 08
Mackerel		0 11
Brook trout		0 50
Spring Salmon		0 26
Dressed pike		0 12
Gaspe Salmon		0 18

FROZEN FISH—

Haddock		0 06
Halibut		0 18
Chicken halibut		0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Dores	0 13	0 14
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21

ONTARIO MARKETS

TORONTO, July 19.—The situation in the live hog market is much the same as last week. Prices are holding at last week's advance, on the basis of $15 fed and watered. Fresh meats are for the most part firm, with the demand moderate, but the hot weather of the past week has stimulated the inquiry for all cooked meats. While quotations on the latter are unchanged, the market is very firm. Eggs are somewhat easier, supplies coming forward being fairly heavy. Butter and cheese show no change as compared with a week ago. The inquiry is good and the market is strong.

Fish and poultry are quiet. There is a fair demand for whitefish, trout and halibut. Receipts of poultry are light, with prices steady.

ACTIVE BUYING OF BUTTER

Toronto.

BUTTER.—No change is reported in the market for butter this week. Prices are steady, and dealers state that they are strong. Buying for export is very active at Montreal and this fact is one of the reasons for the strength of the butter situation at the present time.

BUTTER—

Creamery prints, No. 1	0 39	0 41
Creamery prints, No. 2	0 37	0 38

CHEESE IS UNCHANGED

Toronto.

CHEESE.—The market in cheese is much the same as a week ago. Wholesalers announce no changes as far as prices are concerned. Large new cheese is quoted at 20c. per lb., large September cheese being 24c. Some dealers are quoting new stiltons a cent lower than last week, at 23c. per lb. There appears to be an active inquiry and buying is in good volume.

CHEESE—

Large, new	0 20	....
Do., Sept.	0 24	0 24
Stilton, new	0 23	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGGS ARE QUOTED LOWER

Toronto.

EGGS.—The market for eggs is somewhat easier this week as compared with last. Eggs for packing have been pretty well bought, and supplies coming forward are greater than immediate consumption can take care of. Consequently the market has declined a cent per dox. Number 1 eggs are quoted at from 31 to 32 cents per doz. while selects are from 34 to 35c. per doz.

EGGS—

No. 1, per doz.	0 31	0 32
Selects, per doz.	0 34	0 35

LARD HOLDS STEADY

Toronto.

LARD.—No change is noted in the market for lard this week. There is a good demand and prices are steady, at 18½c. for lb. prints and at 15½c. for tierces.

LARD—

1-lb. prints	0 18	0 18½
Tierces, 400 lbs.	0 15½	0 15½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

GOOD INQUIRY FOR SHORTENING

Toronto.

SHORTENING.—Shortening holds at unchanged prices. There is a very good inquiry for it, and dealers are quoting 17 to 18c. for lb. prints and 15c. per lb. for tierces.

SHORTENING—

1-lb. prints	0 17	0 18
Tierces, 400 lbs.	....	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

MARGARINE IS ACTIVE

Toronto.

MARGARINE.—Margarine is quoted at from 20 to 21 cents per lb. for number one and at 18c. for number two. At these prices, the market is unchanged and there is a steady demand for the product.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 18

FRESH MEATS ARE FIRM

Toronto.

FRESH MEATS.—The market for fresh meats is strong, in spite of the fact that the demand is not as heavy during a period of hot weather as at other times. Live hogs are steady this week at last week's advance on the basis of $15 fed and watered. Dressed light hogs are quoted at from $21 to $22 per cwt. and the heavy hogs are from $17 to $18 per cwt. Legs of pork up to 15 lbs. are 32c. and loins are 32c. Fresh hams are 34c. and tenderloins are 45c. The market for fresh beef is pretty much the same as a week ago, and calves and lambs are holding at unchanged levels.

FRESH MEAT—

Hogs—		
Live, fed and watered, cwt.		15 00
Live, f.o.b.		14 25
Live, off cars		15 25
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 15 lbs.	....	0 32
Loins	0 32	0 34
Fresh hams, lb.	....	0 34
Tenderloins, lb.	0 45	....
Picnics, lb.	0 17	0 19
Montreal shoulders	....	0 22
Boston butts, lb.	....	0 27
New York shoulders	0 19	0 20
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 28	0 30
Hips, lb.	0 14	0 16

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 16
Do., medium	0 09	0 10
Sheep, whole, lb.	0 08	0 15
Lamb, Spring, lb.	0 25	0 27

Above prices subject to daily fluctuations of the market.

GOOD INQUIRY FOR COOKED MEATS

Toronto.

COOKED MEATS.—The market for cooked meats is active. There is a good demand for cooked hams, the hot weather stimulating the inquiry for the same. Prices are unchanged as compared with a week ago, dealers quoting boiled ham at 53c. per lb., and the square pressed at from 55 to 56c. per lb.

COOKED MEATS—

Boiled ham, lb.	0 53	....
Do., square pressed	0 55	0 56
Boiled shoulders	....	0 47
Choice jellied ox tongue lb.	....	0 61
Jellied pork tongue	....	0 34

Above prices subject to daily fluctuations of the market.

SMOKED BACKS EASIER

Toronto.

PROVISIONS.—The strong market prevailing in the live hog situation and also in fresh meats is likewise a feature of the market in provisions. The only exception to otherwise strong prices is the easier tendency in smoked backs, boneless backs being quoted this week at from 43 to 45c. per lb. and rolled backs at 51c. Peameal backs are 38 and 41c. per lb. Other prices are unchanged as compared with a week ago.

Hams—		
Small 6 to 12 lbs.	0 37	0 38
Medium 12 to 20 lbs.	0 37	0 38
Large, 20 to 35 lbs. lb.	0 31	0 34
Heavy, 35 lbs., and upward..	....	0 28
Backs—		
Boneless, per lb.	0 43	0 45
Rolled, per lb.	....	0 51
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 35
Do., special trim	0 38	0 40
Cottage rolls in casing	....	0 38
Cottage rolls	....	0 37
Rol. per lb.	....	0 28
Wiltshire (smoked boneless) lb.	....	0 28½
Do., three-quarter cut	....	0 31
Do., middle	....	0 32½
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.	..	0 20
Do., av. 80-90 lbs.	....	0 17
Clear bellies, 15-30 lb.	0 19	0 20
Fat backs, 10-12 lbs.	....	0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess Pork	33 00
Short cut backs, 200 lbs.	41 00
PICKLED ROLLS—	
Lightweight	47 00
Heavy	36 00

Above prices subject to daily fluctuations of the market.

POULTRY MARKET IS QUIET

Toronto.

POULTRY.—The market for poultry continues quiet. Demand, dealers state is light, and prices are more or less unchanged, the only difference being in ducklings, 4 lbs. and over, that are quoted this week in the country at 28c. per lb. dressed, and at 22c. per lb. live. Ducklings to these retail trade are quoted at 35c. per lb.

POULTRY—

Prices paid by dealers—

	Live	Dressed
Turkeys	0 25	0 30
Chickens, spring	0 30	0 40
Roosters	0 14	0 20
Fowl, 4 to 5 lbs.	0 20	0 25
Fowl, over 5 lbs.	0 18	0 25
Fowl, under 4 lbs.	00 14	00 20
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 22	0 28
Prices to retail trade—		
Turkeys dressed		0 35
Chickens, spring		0 45
Fowl, 4 to 5 lbs.		0 30
Ducklings		0 35

FISH DEMAND IS MODERATE

Toronto.

FISH.—Halibut, white fish and trout appear to be selling in good volume, although the demand for fish at the present time is not heavy. Trout is quoted around 15 and 16 cents per lb., while whitefish is selling at 13 and 14c. per lb. Haddock is quoted at 8 and 9 cents per lb.

FRESH SEA AND LAKE FISH—	
Cod steak, lb.	0 10
Do., market, lb.	0 08
Halibut, Med., lb.	0 22 0 23
Do., Chick. lb.	0 15 0 16
White, fish, lb.	0 12 0 14
Trout, lb.	0 15 0 16
Pike, lb.	0 09 0 10
Perch, lb.	0 08 0 10
Salmon Red Spring	0 20 0 23
FROZEN FISH—	
Halibut, medium	0 17 0 18
Do., chicken	0 14 0 15
Salmon, Cohoe	0 15 0 16
Do., Red Spring	0 20 0 21
Do., Alaska Qualla	0 11 0 12
Do., Qualla	0 07 0 08
Sea Hering	0 07½ 0 08
White Fish	0 10 0 11
SMOKED AND SALT FISH—	
Hadies, lb.	0 12 0 13
Fillets, lb.	0 14 0 16
Kippers, box	3 00
Holland Herrings, mixed, 10-lb. keg	0 85
Do., milkers, 10 lb. keg.	0 95
Shrimps, No. 6 can	13 00

WINNIPEG MARKETS

WINNIPEG, July 21.—The feature of the provision market is the decline in prices on butter and cheese. Eggs are arriving in good quantities but a heavy spoilage is reported. Cooked meats are in good demand at unchanged quotations. Smoked hams are selling readily. Live hogs continue to advance. Fresh halibut is scarce with other lines steady.

BUTTER MARKET EASIER

Winnipeg.

BUTTER.—With the falling off in the export demand for creamery butter an easier feeling prevails, and local wholesale prices show a decline of 1c. per lb. Best table creamery butter is quoted at 40c. per lb.

BUTTER—

Creamery, best table grade	0 40
Creamery, solids	0 39

CHEESE MARKET WEAKER

Winnipeg.

CHEESE.—The cheese market is showing an easier tendency partly in sympathy with butter and the falling off in the demand. Cheese is quoted at 20c. per lb.

CHEESE—

Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

FIRM EGG MARKET

Winnipeg.

EGGS.—The market continues with a firm tone with dealers quoting eggs in cartons at 36c. per doz. and No. 1 candled at 26c. Receipts are fairly heavy and a heavy spoilage is reported.

LARD UNCHANGED

Winnipeg.

LARD.—There is no change in the market for lard. Prices are steady and with the strong hog market an advance is looked for.

LARD—

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 16½
Do., per pail, 20 lbs.	3 60

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS.—There has been a good seasonable demand for all lines of cooked meats. Prices are steady and show no change.

COOKED MEATS—

Hams, best quality, skinned 814 lbs.	0 52
Do., 13-1 lbs.	0 51
Roast ham, lb.	0 53
Roast shoulders, lb.	0 39
Jellied ox tongues, lb.	0 60
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lb.	0 12

HAMS IN DEMAND

Winnipeg.

PROVISIONS.—There is no change in smoked or cured meats. Prices are holding firm with a good demand for smoked hams.

SMOKED MEATS—

8 to 16 lbs., per lb.	0 39
16 to 20 lbs., per lb.	0 39
Boneless, 8-14 lbs., per lb.	
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 41

NO CHANGE IN POULTRY

Winnipeg.

POULTRY.—There is no change in the poultry situation. Storage stocks are light under a limited demand.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22 0 29
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42
Ducks, per lb.	0 33
Geese, per lb.	0 33

HOG PRICES MOVE UP

Winnipeg.

FRESH MEATS.—Live hogs again indicate a strong position, and prices have advanced 25c. making the fed and watered basis $13.75. Fresh pork cuts however remain unchanged.

FRESH HALIBUT SCARCE

Winnipeg.

FISH.—A scarcity is reported for fresh caught halibut. Fresh salmon is in good demand at 24c. per lb. The market is steady with a fair movement in all lines.

Heavier Exports of Butter and Cheese

Receipts of butter and cheese at Montreal and exports from the Port of Montreal from May 1 until July 8, both last year and this year are as follows:

RECEIPTS

	Butter	Cheese
Week ending July 8, 1922	53,544 pkgs.	58,843 boxes
Week ending July 9, 1921	19,792 "	80,710 "
From May 1 to July 8, 1922	217,900 "	343,922 "
From May 1 to July 9, 1921	166,048 "	521,149 "

EXPORTS

Destination	Can. Butter	Can. Cheese	U. S. Butter
London	.... pkgs.	20,354 boxes	.... pkgs.
Liverpool	54,754 "	6,566 "	600 "
Glasgow	.... "	870 "	.... "
Bristol	.... "	9,515 "	.... "
Manchester	.... "	514 "	.... "
Southampton	7,763 "	.... "	.... "
Leith	.... "	127 "	.... "
Newcastle	.... "	1,605 "	.... "
Antwerp	.... "	1,428 "	.... "
St. John's, Nfld.	151 "	189 "	.... "
Total	62,668 "	41,168 "	600 "

	Butter	Cheese
Total exports May 1 to July 8, 1922	93,850 pkgs.	274,011 boxes
Total exports May 1 to July 9, 1921	11,674 "	481,294 "

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Roast Shoulders
Meat Loaf
(Macaroni and Cheese)
Special Loaf
(Pork Meat and Tongue)



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"Square Pressed" Hams
Jellied Pork Tongues
Jellied Corn Beef
Baked Meat Loaf
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And 15 Other Lines of Sausage that are different

SCHNEIDER'S "ELECTRIC" BAKED MEATS

It is a well known fact that meats roasted by electricity retain their flavor better than by any other process. Schneider's new line of electric baked meats are selected and prepared from the finest cuts and roasted in the latest improved electric roasters. If you want to give your customers something out of the ordinary try a sample order of **Schneider's Electric Baked Meats.** They'll bring you **new business** and **new friends.**

J. M. SCHNEIDER & SON, LIMITED
KITCHENER, ONTARIO

Drop us a Card for Sausage and Smoked Meat Quotations. Satisfaction guaranteed on all mail orders



You Pay Rent to Catch Trade—Be Sure You Get it

To be sure of maximum trade, you locate where the trade is. And then you must tell your trade that you want business. The simplest, as well as the most economical, way is to install a Bowser Chief Sentry, now advertised nationally as being the most reliable gasoline pump for the motorist to patronize.

You can ride on this Bowser publicity only by installing Bowser equipment. Motorists are being taught to look for and find Bowser pumps to be sure of most miles per gasoline dollar.

With a Bowser, it is only a step from the curb to larger profits. Install a Chief Sentry at once. Cash in on the Bowser publicity and make your bank account grow.

Ask for booklet C-11 which describes the Chief Sentry's many points of superior mechanical excellence and tells how it insures accurate service—how the sight glass shows the customer the pump is full—how the tally bell announces delivery of each gallon of gasoline—how the dial indicators show the total amount purchased—how the water separator insures gasoline as dry and pure as when fresh from the refinery.

These five points of Bowser superiority will sell more gasoline for you and insure larger profits. Get the Booklet at once!

Bowser Equipment is MADE IN CANADA by S. F. BOWSER & CO., LTD.

Toronto - - - - Canada

Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER ESTABLISHED 1885

ACCURATE MEASURING PUMPS

BOWSER PRODUCTS

For Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naphtha Clarifying Systems.
Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

WRITE FOR BOOKLETS

Our Brooms are guaranteed to satisfy

NONE BETTER AT ANY PRICE



You can safely *recommend* these *high grade Brooms*

Forty years experience in the manufacture of high grade brooms and whisks is behind these superior brooms. Every one of our many varieties is a leader in its class; a well-balanced, well made broom that you can count on to win approval wherever sold. Their ability to stand the roughest usage without loss of shape and their extremely long life lifts them far above the class of ordinary brooms.

Write for our price list. Special attention to mail orders.

Waterloo Broom and Brush Company,

PHONE 286 **WATERLOO, ONT.**



A Few Centuries Ago

WHEN printing was in its infancy, most people seldom saw what we call a newspaper, and few ever saw a book. Most people could not have read them if they had seen them.

Nowadays, in Canada alone, there are hundreds of newspapers and periodicals, vast organizations employing thousands of skilled investigators and news gatherers, who turn out the many newspapers, technical and other periodicals. It is impossible for any one person to read all the papers published in Canada. If it were possible for a person to read them he would acquire a vast store of information, but he would not have any time left to turn his information to practical use.

If you, for instance, could have someone read these papers for you and clip items concerning your own line of business, your particular private interests, etc., it would be better than reading all the papers.

This is where we come in.

It is OUR BUSINESS to furnish clippings on any subject. We read all the papers and send you only clippings that interest you. Tell us your needs and we will tell you how we can serve you. The charges are moderate, because we will be reading not only for you, but for many other satisfied clients.

CANADIAN PRESS CLIPPING SERVICE

143 University Ave. - TORONTO

What is the Grocer going to do with the Russian Ruble of the Grocery Business ?

ANY banker can tell you that the Russian Ruble business is terribly dull. Why? No demand!

An artist, with a peculiar sense of humor and too many Rubles, decorated his studio with a few thousand of them. He thought they were cheaper than wall paper.

And in many grocery stores throughout the country, one can find another unique, but costly wall decoration—*unadvertised* and *unknown* brands of grocery products.

You won't find POST TOASTIES, GRAPE-NUTS, INSTANT POSTUM or POSTUM CEREAL inactive on the shelf of the retail grocer—because the Canadian Postum Cereal Company *guarantees the sale* as well as the quality of these four popular products.

When a concern like the Canadian Postum Cereal Company, Limited, *guarantees,* it knows pretty well what it's doing.

A year-round publicity policy—systematic and uninterrupted—together with quality of the highest degree at reasonable prices to the consumer, *insures* Consumer Demand. That assures the Canadian Postum Cereal Company that their *Guarantee Policy* is a safe one.



So you see,

"There's a Reason"

Canadian Postum Cereal Company, Ltd.,
Windsor, Ontario.

EVERY MacLean Circulation Salesman (excepting resident Local Agents who would be personally known to you) is provided with an Authorization Card such as this:

This is the Home of
THE MACLEAN PUBLISHING COMPANY
143-153 University Avenue, Toronto



The Largest Organization of its Kind in the British Empire

This is to certify that

.....

is authorized to take subscriptions until

APRIL 30, 1922

(New Card Given Each Month.)

to our publications mentioned on the back of this credential, at the regular subscription rates.

NOT GOOD AFTER ABOVE DATE

Circulation Manager.

ALWAYS demand to see this card before giving either a new or a renewal order to any MacLean publication.

This is the protection we offer you against the Menace of the Fake Agent. By looking for this card you are protected.

AND if anyone unable to produce this card attempts to sell you a subscription or make collection for your present subscription, please telephone or wire us at once and we will not only appreciate your action, but we will gladly pay all charges in connection with the call.

Our whole object is your protection, but we can not help you unless you help us. And don't forget that we will gladly pay any expenses.

CIRCULATION DEPARTMENT

MacLean Publishing Company, Limited

143-153 University Avenue, Toronto

ITS GREATER STRENGTH AND PURITY
MAKE IT MOST ECONOMICAL



Cow Brand Baking Soda

There isn't a better known and faster selling Baking Soda on the market than Cow Brand and most thrifty housewives prefer it, because the greater strength makes it last longer. If you want your customers to have the best that's made, say "Cow Brand."

CHURCH & DWIGHT :-: MONTREAL

Mr. Merchant :



Here is the Leader
of hair tonics and renewers

Glover's
Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.
129 West 24th Street New York City

-A Big Favorite with Mechanics...

"QUICK"
HAND CLEANER



Mechanics especially will find this ideal cleaner just the thing for cleaning grease, grime and paint from the hands. Quick cleans quickly and perfectly and leaves the hands soft and white.
Only the finest Italian Pumice Stone is used for a base. Quick costs only $1.25 per dozen; order a trial supply. You'll find it a fast seller.

QUICK MANUFACTURING CO.
Hamilton Ont.

CHICKEN HADDIES

are big Sellers during the Warm Weather

Sells at a Popular Price with good Profits

CHICKEN HADDIES REGISTERED



CHICKEN HADDIES

are Popular with Campers AND Picnic Parties

Already cooked, can be eaten Hot or Cold

THE MARITIME FISH CORPORATION, St. Nicholas Street, MONTREAL

For the Tourist Trade

California Bartlett Pears and Plums.
Georgia Elberta Peaches.
Canteloupes Oranges Lemons
Also Local Fruits in Abundance.
A full list of all the seasonable lines.

White & Co., Ltd.
Wholesale Fruits *Toronto*

"GEORGIAN" BRAND BUTTER AND EGGS.

Foreign and Domestic Fruit and Vegetables

LEMON BROS.
OWEN SOUND ONT.

How He Got His Man

A merchant in Montreal wanted a man to manage his store. He advertised in the daily papers and secured many replies. He also used an announcement in the Want Ad. page of CANADIAN GROCER and several replies were received. He chose his man from the latter. In fact, the only men who at all suited his purpose, were those who applied through this paper.

CANADIAN GROCER reaches business men in the trade. There are good men scattered all over Canada who read the CANADIAN GROCER and who are interested in such a proposition.

To get the man you want; to secure a position; a partner, to sell some used equipment; to buy second-hand equipment, use the Want Ad page of CANADIAN GROCER. It gets results.

PLAIN HARD FACTS



Packed in two sizes—1 lb. and 2½ lbs. Both complete with Pacific hops and crown corks.

about

Maple Leaf Malt Extract

We are now giving you the finest quality possible at the lowest price possible. Inferior grades can be sold at a lower price,

BUT

The first sale of such goods is generally the last.
Knowing that, we are building up a reputation for a pure, wholesome, tasty product.

MAPLE LEAF MALT EXTRACT

100% pharmaceutical malt of rich dark color

MAKES FRIENDS EVERYWHERE

The proof of our reputation is the list of well-known wholesalers and agents representing us throughout Canada. Prices and particulars furnished on request.

THE MAPLE LEAF MALT EXTRACT CO.

61 Canning Street, Montreal

SHOW CASES



Protected Food Sells Better

People like cleanliness. It has been proved time after time that people will buy *more* food neatly displayed under glass than when it is exposed to dust and handling. Kleer Vue All Glass Display Cases give you maximum display—protection for your goods—vastly improve the appearance of your store. They sit right on your present counters—pay for themselves in increased sales. Let our representative explain the latest types of showcases, silent salesmen and other display systems to you.

Kleer Vue
PATENTED

All Glass Display Cases

Toronto Plate Glass Importing Co., Limited
Modern Show Cases and Display Systems of Every Description
91 Don Roadway, Toronto, Ont.

In The Matter of Matches

the name does make a difference

Because all matches are not necessarily **good** matches it is well to always insist upon the kind you **know** are good when ordering from your wholesaler.

The name **does** make a difference in ordering.

The name **"Eddy"** is an indication that you want the **best** matches—safe, sure, dependable lights that will unfailingly meet your customer's every match requirement.

Don't take chances. Say, **"I want that match order filled with Eddy's only."**

The

E. B. Eddy Co., Limited

Hull, Canada

Branches at: **Montreal, Toronto, Halifax and London, Ont.**

Agents:

Schofield Paper Co., Limited, St. John, N. B. Jos. Emond, 2 and 4 St. Joseph St., Quebec. **J. Lumley,** Ottawa. **J. E. McEathron,** Brockville. **T. H. Stewart,** Kingston. **Alfred Powis & Son,** Hamilton. **Tees & Persse Ltd.,** Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon, **Tees & Persse, of Alberta, Limited,** Calgary and Edmonton. **Mitchell Bros.,** Victoria and Vancouver.

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BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, CAN.

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

GRENOBLE WALNUTS WILL BE DELAYED

The Grenoble walnut crop will not be fit to be shipped until October-November, according to reports, and unless something happens in the meantime the crop promises to be a very good one. The crop of marbot walnuts will be larger than the average and the crop of cornes will be a good average one and larger than last year. The filbert market has been holding its own. From all indications it would appear that the crop of Brazil nuts this year will approach very closely to 30,000 tons. England will take a large quantity. Brazils are selling in England for 6d per pound, and consumers are taking them freely. The primary market has declined slightly during the past week, due to expected heavy arrivals this month.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. B. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

SHERER'S
Patented Counters For Grocery Stores
Protect, store, display bulk goods. Save time, steps, goods. Earn money by making extra sales. Easy payments if desired. Ask Dept. A.
Sherer-Gillett Co., Limited
GUELPH, - - - - ONTARIO.

TEA
Individual Tea Bags
Are Manufactured By
NOCK and COMPANY
110 CHURCH ST., TORONTO
We offer a complete service, including Tea Bags, Filling and Labelling Bags, and packing cartons.
Let us quote you.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

WANTED

WANTED—POSITION, CLERK IN GENERAL store, long experience good references, both languages. French Canadian. Age 25. Box 212 Canadian Grocer, 153 University Ave., Toronto, Ont.

CLERK, MARRIED, 12 YEARS' EXPERIENCE in General Store. Have been manager for 10 years in the same store, for groceries and hardware. Thoroughly understand buying. Am good stock keeper, not afraid of work. Please state wages. Best of references. Am at present in New Brunswick. Western Canada preferred. Box 204, Canadian Grocer, 153 University Ave., Toronto.

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

WANTED—WALKER BIN FIXTURES FOR Grocery. Must be in good condition. Give description and price. Geo. Foster & Sons, Ltd., Brantford, Ont.

Good papers furnish A.B.C. reports to their advertisers.

Canadian Grocer is a member of the Audit Bureau of Circulation.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.



Registered Trade Mark

Made in Canada

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

When Writing to Advertisers Kindly Mention This Paper

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Cheque / Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.

CANADIAN GROCER IN WESTERN CANADA

In Manitoba there are approximately 48 towns and cities with population over 500. CANADIAN GROCER goes into 70 different post offices in that province—22 centres under 500 population.

In Saskatchewan the number of towns above 500 population is about 65. Yet CANADIAN GROCER goes into 207 post offices in the province—142 towns under 500 population.

In Alberta the figures are approximately 45 and 115—70 towns more.

In British Columbia 47 and 74—27 more.

These figures give concrete evidence that our circulation organization does not only "hit the high spots," but gets into the stores of the big buyers in the small towns where customers buy almost entirely on the recommendations of their own merchants.

CANADIAN GROCER is received every week by these buyers by paid invitation only—there is no free list—and every buyer pays the full subscription price.

CANADIAN GROCER

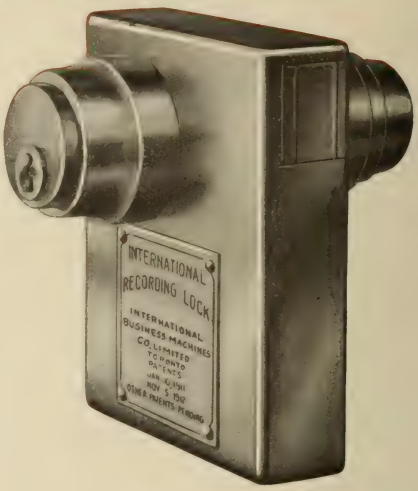
Publication Office — 153 University Ave., Toronto

Vancouver Winnipeg Montreal

Member Audit Bureau of Circulations. Member Associated Business Papers.
Member Canadian National Newspapers and Periodicals Association.

Who left the door unlocked last night?
Who unlocked it this morning?
Who unlocked it yesterday after closing time?

These are questions that closely affect your business, Mr. Merchant. If you would like to have absolute control over (1) the identity of every person using a key in your door (2) which side of the door the key was used in (3) the exact day, hour and minute the key was used—we can give it to you with the



INTERNATIONAL
Recording Door Lock
And
Autographic Recorder

What it is A system comprising any number of locks from one to eight, each containing a set of electrical contacts. These locks are connected by wire to a Receiving Instrument.



How it is used Each lock is supplied with eight keys, each key being designated by an alphabetical character, A, B, C, etc. When any key is turned in any lock the proper electrical contacts are made, which operate the printing mechanism in the recording instrument. This identifies that particular key user at that particular time. After unlocking the door, the user of the key steps to the Lock Autographic Recorder, where he writes his signature under the printed record made by the key—thus preventing the transfer of a key to improper hands.

Police records show that thousands of doors are left unlocked at night. Your stock is too valuable to be left at the mercy of carelessness—or in the hands of anyone who has or can get a key to your premises. Let us show you how the International system protects you. Write us for particulars.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory:
TORONTO, ONT.

Also makers of International Dayton Scales, Time Recorders, Ticketographs, Electric Tabulators and Sorters, etc.

The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

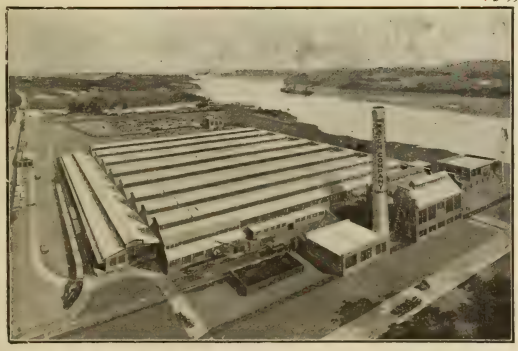
VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., JULY 28, 1922 No. 30

YES~there's always plenty of room

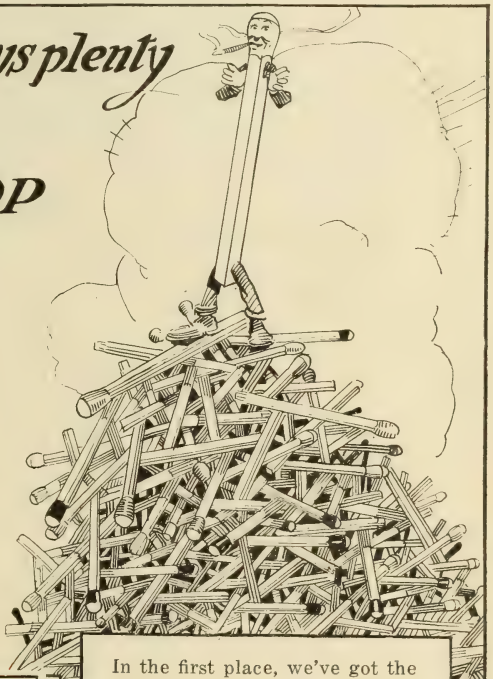
AT THE TOP

You've sometimes seen a dealer elbow his way into a thickly served district and by a combination of good goods, courage, knowledge and new snappy service get right to the top amongst the dealers of the town. Perhaps you've done it yourself! You will appreciate then, the modern methods and the superior service to dealer and public that will feature

The SQUARE Match



The finest and most modern match factory in Canada. The Match Company Limited, Berthierville, Que.



In the first place, we've got the Match, a new SQUARE beauty —the only shape to make the perfect match. We have made exhaustive researches—we have great technical experience, ample resources and the most modern plant in Canada—these are the service factors that will earn your patronage and enable us to give Canada the perfect match.

The MATCH COMPANY LIMITED

Executive Offices

137 McGill St., Montreal

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation. Copy of Report will be sent on request to anyone interested.



Canadian Housewives Insist on More **FIVE ROSES** Cook Books!

Over 600,000 distributed to date
Another Edition now being printed

Practically every second home in Canada now possesses its own copy of this famous baking manual. And the demand continues insistent. Consider also that the overwhelming majority of these books has been paid for by the consumer, as high as 40c each! Its success is unparalleled!

The influence of this book is persistently at work every day of the year, wherever a meal is being prepared. It is making women better cooks, more discriminating buyers of flour and other groceries.

And the demand for FIVE ROSES flour is constantly increasing, because every page of the FIVE ROSES Cook Book proves it to be the one flour that satisfies every baking requirement. How easy it is to sell a flour known to be the unfailing source of good bread, good cakes, good pastries and puddings!

LAKE OF THE WOODS MILLING CO., LIMITED

"The House of Character"

Offices in 16 Canadian Cities

Head Office
Montreal

Western Office
Winnipeg

FIVE ROSES FLOUR

for Breads-Cakes-Puddings-Pastries

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK



SELLS ITSELF

You don't have to waste any selling effort on BORDEN'S ST. CHARLES MILK. It is half sold before you place it on your counters.

Years of quality leadership have built up for it a reputation from coast to coast—a reputation that, backed by a continuous, national advertising campaign is ringing up unusually good profits for Grocers who sell this rich

"PURE COUNTRY MILK

WITH THE CREAM LEFT IN"

Ask us for free display material, recipe books, etc.
Make this your best ST. CHARLES season

MONTREAL **The Borden Co. Limited** VANCOUVER



A Cool Idea for a Hot Day

For the next week or two, we are running a big Advertising Campaign daily in the Montreal papers, telling the public about the undermentioned famous imported thirst quenchers. Every advertisement contains a coupon to order these drinks by the case.



ROBERTS' VICHY LEMONADE—Made of the zest of fresh fragrant lemons, pure cane sugar, mixed with natural, clear, effervescing water. A delicious and refreshing drink for both children and adults when served cold.

RETAIL PRICES
Cases of 50 Quart Bottles $15.00
Cases of 50 Pint Bottles $10.00



Link up with this timely campaign. Display these goods in your windows. Sell them by the case. During this hot weather your customers will appreciate your suggestion.



"NEPTUNE" Water from Bassin of Vichy—The name, origin and curative qualities of this Vichy Water are approved by the Academie de Medecine de Paris. You will prefer it to all other brands used so far.

RETAIL PRICE
Cases of 50 Quart Bottles—$12.00

PERRIER AERATED WATER—The connoisseur's constant choice for more than two centuries. In zest, sparkle and lightness, "PERRIER" has no equal. It is the Aerated Water par excellence.

RETAIL PRICES
Cases of 25 cylindrical Bottles.....$ 9.00
Cases of 50 cylindrical Half Bottles.....$10.00

SOURCE CACHAT—EVIAN-LES-BAINS—Avoid the danger of contaminated drinking water, especially hazardous in the summer months. Keep on hand a constant supply of Evian Water, the famous French Table Water.

RETAIL PRICES
Cases of 30 Quart Bottles—$8.00
Cases of 50 Pint Bottles—$9.00

LAPORTE MARTIN LIMITEE
584 St. Paul Street W., Montreal

Sun-Maid Advertising

Sells SUN-MAID Quality

Merchants by the hundred thousand sell more raisins because of Sun-Maid quality than they ever sold before.

Women the world over have come to know these raisins as the best—all because of the never-varying standard of Sun-Maid quality—constantly advertised to your customers.

As a result, more raisins are sold in "Sun-Maid" packages than in any other packages on the market. Available to wholesale and retail merchants throughout the Dominion is the popularity and sales-power behind the Sun-Maid name. Take advantage of it. Increase your profits with Sun-Maid goods.

Advertised Sun-Maid quality brings you the trade—Sun-Maid service makes it easy to handle and sell.



SUN-MAID RAISINS

Seeded Seedless Clusters

Made from finest California table grapes.

SUN-MAID RAISIN GROWERS OF CANADA, LTD.

400 McKinnon Bldg., Toronto, Ont.
137 McGill Street, Montreal, Que.
409 Standard Bank Bldg., Vancouver, B.C.
702 Confederation Life Bldg., Winnipeg, Man.
25 Tramway Bldg., Halifax, N.S.



Let VALUE Be The Basis of Your Business

As long as Macdonald's gives the smoker **more tobacco for his money,** so long will the smoker prefer Macdonald's Tobaccos. And as long as you can supply him with such tobaccos, just so long can you expect to hold his custom.

There is only one sure foundation for a profitable, permanent business —and that is VALUE. The term **Value** includes, of course, **Quality.** The name Macdonald's stands for both. That it stands for **Profits,** too, a trial will convince you.

Quaker Talks

No. 4.

The Quality in Package Rolled Oats.







Only the best rolled oats that can be made go into the "Quaker" package.

Because the sealed package bears the Quaker Trade Mark—a name which signifies unfailing quality.

Each package is the representative of the Quaker Mills in Canadian homes, so each must contain the best rolled oats that can be milled or we could not hope to have people keep on buying Quaker Oats and also induce them to try other Quaker products.

Naturally, the first cost on rolled oats in bulk both to dealer and consumer is less than that of Quaker Oats, but the consumer does not get the quality and the insurance of quality contained in the worthy, reputable, trade-marked package.

From the dealer's standpoint too little consideration is given to the cost of handling bulk rolled oats —this means weighing out, supplying bags and string, loss of clerk's time, loss of money on down weight and the inevitable waste of the last few pounds in the bottom of the bin.

Bulk is handled at your own risk, but if a customer brings back a package of Quaker Oats, that is our loss, not yours—we are unqualifiedly responsible.

Quaker Rolled Oats mean "quality" oats in perfect condition, free of dust, no waste, no loss, money in the till on every sale, and a quick turn-over all the time.

There is good money for you in rolled oats if you feature pure Quaker Oats in sealed packages. There is more satisfaction for your customer.

The Quaker Mills

Peterborough and Saskatoon

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs.' Agents and Grocery Brokers
Cor. Princess and Bannatyne
WINNIPEG Estab. 1899

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

DISTRIBUTION
Through responsible warehouses is both profitable and economical. We can handle your product for service to your customer.
Security Cartage & Storage Co., Limited
CALGARY, CANADA.

The City Dray Co., Limited
230 Princess St.,
Winnipeg
Storage and Distribution
Insurance Rate 30c

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
501 Confederation Life Bldg., Winnipeg
OFFICES:
St. John Montreal Toronto Vancouver

When Writing to Advertisers
Kindly Mention this Paper . .

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches; Regina, Saskatoon, Edmonton, Calgary, Vancouver, Fort William, Montreal
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION



½ million buyers see an advertisement similar to this every week. Display the Tea. The Codville Company Ltd.

5



OAKEY'S "Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermot Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *Save* You Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

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Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

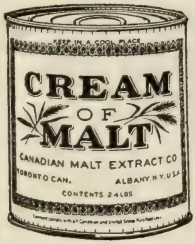
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WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — S. West CANADA

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

SAINSBURY BROS., LTD
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
Head Office 35 Front St., East, Toronto
OFFICES:
Vancouver Winnipeg Montreal St. John



BEER

The Consumer wants the BEST.

The Famous CREAM OF MALT is the BEST.

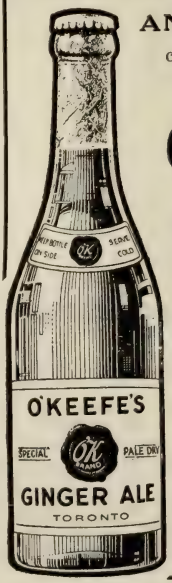
So give him the BEST.

Canadian Malt Extract Co.
44 Pearl St. Toronto, Ont.
Telephone Adelaide 3304

HOLIDAYS

AND HOT WEATHER
create an insistent demand for

O'Keefe's



Refreshing Beverages

Imperial Brews
Ale — Lager — Stout

Carbonated Beverages

Special Pale Dry Ginger Ale	
Ginger Ale	Cola
Orangeade	Sarsaparilla
Cream Soda	Special Soda
Ginger Beer	Lemon Sour

O'Keefe's - Toronto
Phone Main 4202

Wood Vinegar Measures and Pumps

WALTER WOODS LTD.
Hamilton - Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

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ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves
Importers & Exporters Peas and Beans
Produits Alimentaires Food Products
17 ST. PAUL EAST MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

BRITISH GELATINE
We represent ZIMMERMAN & COMPANY manufacturers of Gelatine. These are of special high quality and low prices. Your enquiries solicited.
J. RUSSELL-MURRAY CO., LIMITED
Coristine Building, MONTREAL

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

HARRIES & CROMWELL
GROCERY BROKERS
IMPORTERS and MANUFACTURERS' AGENTS
11 St. Sacrament St., MONTREAL

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
116 St. Nicholas Bldg., Montreal.
OFFICES:
Vancouver Winnipeg St. John Toronto

C. E. CREIGHTON & SON
Wholesale Grocery Brokers
Manufacturers' and Millers' Agents
57 Upper Water St., Halifax, N.S.
Storage space available.

When Writing to Advertisers
Kindly Mention This Paper . .

Kolacafé REG'D
The Coffee par excellence
If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

$5 May Save You $500 or $5,000!

You work hard for the dollars you save. Properly invested they can be made to work hard for you. But they must be properly invested.

If you feel the need of a guide to show you how to invest your money to bring you the biggest return consistent with safety; to show you how to avoid the pitfalls of investment; you need THE FINANCIAL POST.
It will give you a personalized investment service. Its articles every week will tell you what you want to know about investing. Its discussion of current business and national problems will give you a new angle on economic and political questions. You will have too all the privileges of the Investors Inquiries Department. You may ask as many questions as you like about your own investment and financial problems—the standing of your broker, and the analysis of particular securities, insurance problems, etc. This service is free to all readers.

Stop losing money on bad investments. Invest $5 now where it may save you $500 or $5,000. Pin a $5 bill to this ad. (or your letterhead), write your name and address and we will send you THE POST for one year (52 issues).

THE FINANCIAL POST 143 University Ave. Toronto

Place your order Now for Cream of Tartar and be sure to tell your jobber to send you

STICKNEY & POOR'S CREAM TARTAR



Pure Wholesome Reliable

The ideal leavener of your grandmother's day the ideal leavener now.
Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old — Century honored 1922
HALIFAX
Mustard Spices Seasonings

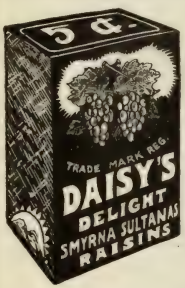
NOW!!! THE WEATHER IS HOT !!!



—and now is the time when Eureka Refrigerators or Eureka Cold Storage or Freezer Counters will save you money by saving your perishable foods from spoiling and by increasing your sales and your profits on each sale! Here is Old Man Opportunity — nearly killing himself to get you to let him help you. Why not act to-day? By ordering this month you still have three months of hot or warm weather troubles put out of your reach forever.

Write for free illustrated literature and prices.

Eureka Refrigerator Co., Limited
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OWEN SOUND, ONTARIO



Book Your Orders "NOW" For New Crop



SMYRNA SULTANAS, ELEME & BLACK RAISINS, also SMYRNA FIGS

ORDERS PLACED DURING AUGUST SUBJECT TO SPECIAL PRICES

Hold your Orders until you compare our Prices.

Get in touch with our Representatives or write direct to

A. JOHNSON

CANADIAN SELLING AGENT, P.O. Box 1089, MONTREAL

Ontario Rep.—R. C. Blackburn, 60 Front St., W., Toronto.
Winnipeg Rep.—Farley Meyers Ltd., 57 Victoria St., Winnipeg.
Vancouver Rep.—C. E. Jarvis & Co., Duncan Bld., Vancouver.



The

"ARK CARTON"

for

THE CHILDREN

Christie's Animal Biscuits are prepared especially for the children. They are a real delight to the youngsters both in appearance and taste. They are an absolutely plain biscuit with a pure sugar icing and as easily digested as "Christie's Arrowroot." Children can eat them freely without any injurious effect.

A display of the "ARK CARTON" on your counters will attract the attention of the children—also the mothers—and will add materially to your sales.

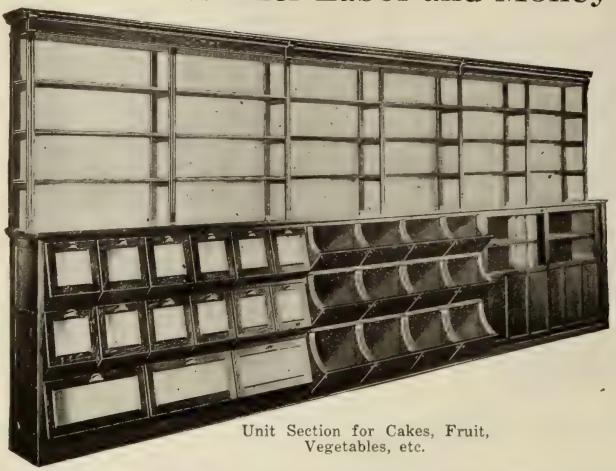
CHRISTIE, BROWN & CO.

LIMITED

TORONTO, CANADA

A Walker Fixture for Every Need of the Grocer

Walker Labor and Money Savers



Unit Section for Cakes, Fruit, Vegetables, etc.

On another page you will notice Mr. Guillett, of Cobourg, Ont., in his well-equipped store.

—

This is one of many who after the usual unsatisfactory and tedious experiences with the "usual, good-enough" store fittings used by 90% of grocers, used to hard work and hard sledding all too often, came to the factory in Kitchener, placed an order for a complete equipment and has since lived on "Easy Street" with reference to both work and business.

Send your floor plan

The Walker Bin and Store Fixture Co., Limited, Kitchener, Ontario



Quality first—
Demand will follow

WHEN a manufacturer makes quality the measure of his product, he has gone a long way on the road to success. For years now Canadian Milk Products Limited have been making

KLIM

and the quality of product has always been our biggest business getter. Mrs. Smith delights in telling Mrs. Brown of her cooking discoveries and this big land is just a host of Mrs. Smiths, one after the other.

Grocers are alive to the possibilities in KLIM and their stocks are moving to the Browns and Smiths in every province.

CANADIAN MILK PRODUCTS LIMITED
10-12 St. Patrick Street, Toronto, Ont.

319 Craig Street, W. Montreal, Que. St. John, N. B. 132 James Ave., E. Winnipeg, Man.

British Columbia Distributors: Kirkland & Rose, 130 Water St., Vancouver



CODES { BENTLEY'S / WESTERN UNION / A B C 5TH EDITION

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CABLE ADDRESS BRODICK VANCOUVER B.C.

WALLACE FISHERIES
LIMITED.

CANNED SALMON
CANNED HERRING
CANNED PILCHARDS
DRY SALT HERRING
FROZEN HERRING
FROZEN SALMON

VANCOUVER, B.C., June 23rd, 1922.

Mr. Roy Hunter,
C/o Canadian Grocer,
C i t y.

My dear Hunter:

Referring to our conversation, I am very pleased to confirm to you my statement that we have obtained exceedingly satisfactory results from our advertisement in the "Canadian Grocer".

I have no hesitation in saying that I firmly believe that any product, no matter how high a class it is, will obtain considerable benefit if it is advertised in the right way in the right kind of a periodical.

Yours very truly,

General Manager.

F.W.B/D.

The above letter speaks for itself. Continuous advertising in Canadian Grocer keeps the trade informed on your goods, saves time of both the salesman and the merchant, assures you that in no section of Canada can you or your goods be forgotten.

Two Sterling Lines



Complete Stocks Held in Toronto



Recommend your customers to try a package of each. **All that is required is a trial.** The goods speak for themselves.

Creamola Food Products Limited

GLASGOW, SCOTLAND

Canadian Representative: DONALD F. PORTER, 170 Portland St., Toronto

How He Got His Man

A merchant in Montreal wanted a man to manage his store. He advertised in the daily papers and secured many replies. He also used an announcement in the Want Ad. page of CANADIAN GROCER and several replies were received. He chose his man from the latter. In fact, the only men who at all suited his purpose, were those who applied through this paper.

CANADIAN GROCER reaches business men in the trade. There are good men scattered all over Canada who read the CANADIAN GROCER and who are interested in such a proposition.

To get the man you want; to secure a position; a partner, to sell some used equipment; to buy second-hand equipment, use the Want Ad page of CANADIAN GROCER. It gets results.

Sales grow steadily

GOOD increases in sales of RED ROSE TEA were made in Ontario in May and June, while in the Maritime Provinces, January, the biggest month in a year, has been beaten each month since.

Mail orders indicate stocks are moving fast. Write or wire nearest branch if stock low. Shipment same day.



T. H. Estabrooks Company, Limited

St. John, N. B. Montreal Toronto Winnipeg Calgary

Turnover—

The Successful Merchant's Secret

Grocers seldom realize that a high percentage of profit on tea does not always mean that it is profitable to handle that tea. Profit on tea is made **only when the tea sells.** Most teas that do not sell have to allow a high profit to induce the grocer to stock it. The sales of "SALADA" are so tremendous, and the profit on the turnover so steady and assured that the wise merchant

Makes Money With

"SALADA"

ORDER NOW

Every pound is guaranteed to sell or the full purchase price will be refunded. Freight is prepaid on all orders of 60 lbs. or more.

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The Successful Merchant's Secret

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CANADIAN GROCER

Vol. XXXVI TORONTO, JULY 28, 1922 No. 30

Promise of Good Crops Helps Trade

Minister of Agriculture in Quebec Declares That Crops in That Province Are 30 Per Cent. Better Than Last Year—Optimistic Outlook Already Has Had a Stimulating Effect on Trade, Say Wholesale Grocers

MONTREAL, Special—There is little doubt in this province now about the condition of crops. From every quarter come reports of good crops in all lines and it is apparent that the rural districts will have an abundant harvest with improved financial conditions this fall.

"Economic conditions may not return to normal immediately as a result of the bumper crop in sight but the situation will be better than even the most optimistic expectations," said Hon. J. E. Caron, Minister of Agriculture, after an inspection trip through the lower St. Lawrence district. In his opinion the crop in general will be about 30 per cent. bigger than last year. He claims that the farms both in the lowlands and the highlands of Quebec look very prosperous.

Not only is the hay and clover crop which guarantees fodder much over the crop of 1920, which was considered excellent, but wheat, potatoes, and garden products are abundant and are of the best quality. The County of Rimouski, which was one in particular visited by the Minister of Agriculture and has a reputation of being Quebec's centre of production of popatoes, this year has an abundant crop of potatoes already ripening.

Effect on Grocery Trade

Already the prospects of the good crop has had an effect upon the grocery trade. Armand Chaput, general manager of L. Chaput Fils, Ltee., wholesale grocers of Montreal, told Canadian Grocer that there are marked signs of improvement throughout the Province of Quebec. "Our travellers have been off the territory for the last two weeks," he said, "but according to the reports we have, the trade is looking forward to the fall with expectations. One thing is sure, and that is that the people in the rural districts will have more money to spend and the grocers in those districts will be able to clear off back debts and put their business on a sounder basis. In my opinion although I do not expect a miraculous recovery, I feel sure that this year's harvest will do much to put the grocery trade on a better basis."

Improvement in Buying

"It is a little early yet to look for the good effect of the heavy crops in this province," said Constant Gendreau, sales manager of Lacaille Gendreau and treasurer of the Wholesale Grocers' Guild of Montreal, to a Canadian Grocer representative. "Undoubtedly there are signs however. The advancing sugar market has stimulated sales all round. Many retail grocers took advantage of the low price before the advance and now they are pushing its sale with the result that it has improved sales in other lines. Canned goods have been moving freely during the past few weeks. The most pronounced improvement, in my opinion will come in credit. In practically all the retail grocery stores, stocks have been allowed to dwindle down as low as possible. This has been necessitated by the scarcity of ready money and has been the wisest plan but note that prosperity in the rural districts is almost assured, the grocers will feel justified, in fact compelled, to buy more heavily. Then too, the wholesalers will have reason to believe that the money is there to pay for the goods and the risk will be lessened.



Some New Labelling Regulations

Amendments Made in Regard to Use of Coloring Matter—Use of Colour in Pale Salmon—Presence of Additional Fruit to be Put on Label

Ottawa, July 27, (Special)—Further amendments have been put through by Order-in-Council in connection with labelling food products, use of coloring matter, and changes in Food Standards.

The new regulations amend those put through in December of 1920. The labelling and coloring matter changes are as follows:

Labelling

Paragraph 3 is hereby cancelled and following is substituted:

"3. When the article is a compound, a mixture, a substitute, an imitation or is artificial, these words shall appear on the main panel of the main label in type of the same size and visibility as the common name used, and as part of the same."

The following new paragraphs are hereby added to Part I:

"7. In Food-Compounds or Mixtures, containing less than 51 per cent. of the chief ingredient, or where a distinctive name is used, the percentage of the ingredients must be stated, under the name of the articles in letters ¼ the size of and of the same visibility as the letters used to designate the article.

"8. (a) A 'distinctive name' is a trade, arbitrary or fancy name which clearly distinguishes a food product, compound or mixture from any other food product, compound or mixture.

"(b) A distinctive name shall give no false indication of origin, character, or place of manufacture, nor lead the purchaser to suppose that it is any other food product.

"9. When a statement of weight is given on the label or package, it shall be the weight of contents.

"10. When color or preservative which requires declaration; or an artificial flavor is added, these shall be declared on the main panel of the main label in easily legible type.

"11. If Saccharine or any other substitute for sugar is used, the presence of such substitute shall be declared on the main panel of the main label."

Part II—General Instructions to Inspectors

Paragraph 14 is hereby cancelled and the following is substituted therefor:

"14. An amendment to the Proprietary or Patent Medicine Act provides that registered articles can only be sold legally by manufacturers when the license fee for the year is paid. A list of registered articles, upon which the license fee has been paid, will be furnished to every inspector and it will be the duty of the inspector to take action as instructed."

P. C. 81—1921

Part V.—Coloring Matter in Food

Paragraph 1 is hereby amended by adding the words "Smoked Fish" after "Extract of Lemon," and also by adding the following notes:

Note 1.—The term "Confectionery" is understood to include the class of fancy biscuits, generally used with ice cream and as desserts, which are essentially sugar products, and usually, or very frequently coated with sugar. These articles are not essentially food products, in the sense of being eaten for their nutritive value, although they possess such value in the same sense that candy has nutritive value. They are properly regarded as intermediate between nutritive foods proper and candy proper, and more nearly akin to the latter than to the former class.

"In the event of doubt to the classification of specific articles, samples must be submitted for analysis, when the decision of the chief analyst shall be accepted as final."

Note 2. "When reddish coloring matter is used on pale or white-fleshed smoked salmon, it shall be declared on the package or label as provided for in sub-section 3."

The last note at the end of Part V is hereby cancelled and the following is substituted therefor:

"The dyes listed above, when certificated by acceptable authorities are believed to be sufficient in number and character to meet all necessary requirements so far as food is concerned and are recognized as harmless to health in the permitted amounts."

Part IX.—Fruit and Fruit Products

The following note is hereby added after paragraph 1:

Note.—"Citrus fruit in which 15 per cent. or more gives evidence of having been injured by frost, shall be regarded as unsound and inedible."

Use of Pectin

Paragraph 10 is hereby cancelled and the following is substituted therefor:

"10. When jam, marmalade, fruit, butter or jelly contains other fruit or fruit juice than that which gives its special name to the article, the fact of the presence of such other fruit shall be stated upon the label, in lettering as large and as distinct as that used in naming the fruit principally present. The requirement does not apply to the use of 10 per cent. of other fruit juice, such fruit juice having a pectin content of not more than 75 per cent. (or the equivalent in pectin preparation or fruit juice of pectin content other than above) as may be determined by analysis."

Remainder of the changes in the Food Standards will be published in next issue.

JAMES S. WALLACE IS KILLED BY FALL

On Friday last Mr. Wallace left Toronto for his usual stay at his Summer home on Fancy Free Island, Rideau Lake. Saturday morning he climbed to the top of a poplar tree to cut off some dead limbs. He must have slipped or caught hold of a dead branch, for when found by two neighbors who were attracted by groans, he was lying unconscious on the ground. A doctor was summoned from a nearby Island who discovered that Mr. Wallace suffered a fracture of the fifth vertebrae. After consultation he was taken to the hospital at Smith's Falls Sunday night and operated upon, but death came on Monday morning.

Born in Bruce County in 1868, James Wallace came to Toronto while still a boy. Following attendance at city schools, he entered the services of Taylor, Scott and Company, a firm which at that time was handling brooms and brushes from its office on Scott Street. Some thirty years ago he became a member of the staff of the Surprise Soap Company, with which he remained until his death. For some years he occupied the position of sales manager.

NEW SALADA OFFICES IN LONDON ENGLAND

The Salada Tea Company has removed its London, England, offices from 1 Mincing Lane, to the new "Port of London" Building. This building was recently erected because of the increasing world trade which made larger quarters necessary for the port officials. Reliable information indicates that the flow of shipping to and from London, the greatest port in the world is again established. For some time much was diverted to Liverpool and Southampton, but the facilities now offered by the port of London to the merchant ships of the world are such that the miles of docks and warehouses are again quite active.

Calgary—L. L. Stephens has been appointed manager of the wholesale and retail grocery departments of the Hudson Bay Co. at Calgary. Mr. Stephens has had a number of years' experience in the grocery business both in Western Canada and in England before coming to this country.

Easier Selling During Rush Hours

E. Guillet, Cobourg, Ont., Claims Pivoted Bin Equipment Permits a Larger Assortment to be Carried in a Small Space—Allows More Time for Selling When Business is at the Peak

THE RETAIL GROCER is probably about the busiest of all merchants. That is during the hours when business is at the peak, he has less time to devote to individual customers than is the case with his fellow business associates in other lines of trade. The reason for this, no doubt, is brought about by the fact that the majority of citizens, leave the purchasing of table supplies until the last moment, or in the event of having purchased the bulk of their supplies, there is generally some little thing which they need at the last moment. Then there is either a rush for the telephone or a last minute trip to the grocer.

It is at the peak of the business day, that the retail grocer feels the need of equipment that will lessen the number of steps, and assist him to get speedy service without in any way interfering with the policy of the house of making satisfied customers, serving them intelligently and supplying quality merchandise.

This then, is one of the reasons why E. Guillet, Cobourg, Ont., has such a high opinion of the wall cases with pivoted bins counters and other equipment with which this store is fitted. On both sides of the store are to be seen glass front bins forming a wall case and upon the top of which are shelves. These bins work on a pivot, are easily opened and with a touch of the finger will close. Thus making them when not open for the purpose of selling, an air tight compartment. And having a glass front, they have the appearance of a show case.

The rear part of the counters are likewise fitted with pivoted bins.

Big Assortment in Small Space

"This arrangement allows us to carry a greater assortment of goods, in a smaller space," stated Mr. Guillet to a representative of Canadian Grocer. "Everything is kept handy which makes it easier and quicker to serve customers. People seem to be so much in a hurry, that a merchant must have his store equipped in such a way, that customers are not kept waiting. A good fast service coupled with good merchandise will bring people back to the store.

"Another thing about these bins, is that they are dust proof," continued Mr. Guillet. "You will notice that each bin is fitted into a separate compartment, making it practically impossible for anything to get in. Then they work on a pivot which makes them easy to open. They do not stick in any weather, such as often happens with ordinary drawers. The glass fronts are another feature which we like. The contents of the bins can be seen by the customer, which undoubtedly helps sales. And then on account of having everything so handy we are able to devote more time to the actual selling during the rush hours."

Merchants Selling Ice Cream Of Their Own Make Must Procure License

Ruling Imposed by Federal Budget Make it Imperative That Manufacturers of Ice Cream Selling Over the Counter, Take Out a License—Soda Fountain Owners Also to Pay a Fee

SEVERAL new rulings concerning the sales tax imposed by the Federal budget, are now in force.

Manufacturers of ice cream who dispose of their product over their own counters must take out a license costing $2 and pay a 4 per cent. sales tax.

Soda water fountain owners and stores who dispose of drinks over their counters not made by bottling works establishments must pay a license fee of $2 also, and turn over 5 per cent. sales tax to the excise authorities. This order came into effect July 1st. Under this latter regulation, purveyors of soft drinks of their own make who sell at summer resorts are held liable.



Illustrating the interior of the store of E. Guillet, Cobourg, Ont. Both sides of the store are lined with pivoted bin equipment, giving an attractive appearance and better service.

Retailers Openly Oppose Receipt Tax

Convention of Eastern Ontario and Ottawa District Branch R.M.A. Passes Resolution Authorizing Dominion Board to Fight Tax on Receipts—Many Merchants Unaware of Nature of Receipts To Be So Taxed

BROCKVILLE, Ont.—Two hundred retail merchants, representative of various lines of trade in Ottawa and many parts of Eastern Ontario, assembled in convention in Brockville, Ont., on Wednesday afternoon unanimously endorsed the receipt tax resolution shown on this page. It was moved by A. D. Carscallen of Tamworth, and seconded by L. N. Poulin of Ottawa.

Thanks to the organizing ability of J. C. Campbell, secretary of the Eastern Ontario district, and to the valuable assistance rendered by the Brockville committee, the convention arrangements were carried out without a hitch. The attendance was good and the delegates entered enthusiastically and earnestly into the discussions. The chair was occupied by Henry Watters, president of the Eastern Ontario district association and managing director of the Standard Drug Co., Ottawa, and a lengthy but enlightening exposition of the Sales Tax was given by E. M. Trowern, secretary of the Dominion Board, Retail Merchants' Association of Canada.

In the evening a banquet was held in the town hall, and the business part of the programme was concluded Thursday morning.

The Brockville committee in charge of arrangements consisted of: A. M. Patterson, chairman; H. W. Gilhooley, vice-chairman; H. J. Muldoon, secretary, and William Rhoades, treasurer.

Let Businessmen Run the Country

The spirit manifested throughout the meeting was that the government should step aside and let businessmen run the business of the country. There was altogether too much interference with trade.

The delegates were welcomed by Mr. Patterson, who expressed the hope that the day was close at hand when every retail merchant in Canada would be identified with some branch of the R. M. A. He said it was in their interests to do so.

Mr. Trowern confined his remarks entirely to taxation matters. It was one of the most important and perplexing problems with which the association had to contend. The difficulty was that legislation was being introduced from time to time by men who knew absolutely nothing about business. In his opinion taxation should be simply to raise revenue, and for no other purpose. He said there were at present ten systems of taxation, all of which were tumbling over each other and costing the country thousands of dollars. There was not even a vestige of system about it. He compared the government plan with that of the Retail Merchants' Association, where one assessment was made for all purposes.

Mr. Trowern thought Canada was too sparsely populated to have any cumbersome system of taxation. The time had come when it was up to the retail merchants to stand up to the government and demand their rights. There was no use waiting for another change of government, for one party was as bad as the other. "I would tell the politicians to step aside," he said, "and leave the business of this country to businessmen."

"Whereas in the opinion of this convention the placing of stamps on all receipts of ten dollars and over for the purpose of raising revenue is an unnecessary and annoying arrangement and one that will fail to accomplish the object in view, we recommend that the tax be abolished, and request the Dominion Board to take the matter up with the Government."

Judges Cannot Understand It

The speaker then proceeded to show the density of the act. Even the judges could not understand it. He was prepared to give one hundred dollars to some charitable institution, if anybody could explain to him what the Sales Tax Act meant.

Reference was next made to the classification of certain retail merchants as manufacturers, and Mr. Trowern pointed out that it was only after a great struggle that the government was induced to exclude certain retailers from this classification. These included blacksmiths and tinsmiths, but there were still a number who were being unjustly placed under that classification, and therefore there was still a big fight ahead.

"I tell you," said Mr. Trowern, "that we have got to be consulted before the government puts over any more such freak legislation."

"It is not the people who are running this country, but the officials of the various government departments."

Receipt Tax

Following Mr. Trowern's address, there was a discussion of the receipts tax with the subsequent adoption of the resolution quoted above. From the discussion, it was seen that the delegates were very much at sea as to the government's intention in this regard. Some were under the impression that all retail merchants were obliged to give receipts whether they wanted to or not, and some could not make out, from the wording of the Act what a receipt constituted. Mr. Trowern said his impression was that a receipt was any slip of paper upon which an acknowledgment of purchase was made, whether it was only an ordinary scrap of paper or a regularly printed receipt.

Canadian Grocer's representative pointed out that the department had not yet made any hard and fast rules. He had been informed by a high official that it was the intention in the near future to draft regulations governing this section, and until these were forthcoming it was only guess work to say what would and would not happen.

However, it was the general opinion that it was a clumsy piece of legislation and should be struck off the statute books before it had any opportunity of doing the harm it was bound to do.

Last Minute Doings at Brockville

As we go to press the following wire is received from Canadian Grocer's representative at the convention of Eastern Ontario retailers at Brockville.

Resolutions adopted on Thursday are as follows:—1. Request to the government to redraft the Sales Tax so its meaning will be better understood.

2. Convey to the government our regret that the legislation so carelessly drafted has been allowed to pass the House and Senate.

3. Request Dominion Board to have all advertisements referring to co-operative societies, farmers' clubs and chain stores carefully scrutinized and to prosecute firms using false and misleading advertisements.

4. Request Dominion Board to strongly oppose proposed bill which would prevent manufacturers fixing prices on their product. Most members favored price fixing by manufacturers as long as sufficient spread was allowed.

It was the unanimous opinion that the provincial legislature was attempting to obstruct retail merchants from carrying on their business in a legitimate, honest and straightforward manner.

Claims Chain Store Ads Misleading

Eastern Ontario Retailers in Convention Discusses Chain Store Advertising—Charges a Number of Firms With False Representation—Members Favor Price Fixing—Oppose Minimum Wage Scale

BROCKVILLE, Ont.—The first annual summer conference of the Ottawa district and Eastern Ontario retail merchants, was concluded on Thursday. Considering the time of the year, and the numerous other counter attractions, the attendance was encouraging. The most noticeable feature was the intense interest displayed by the delegates throughout the proceedings.

The conference opened the eyes of the officials to the lack of understanding which exists in regard to the present net-work of taxation. The address given on the Sales Tax, at the opening session, by E. M. Trowern, secretary of the Dominion Board, and the discussion which followed, was invaluable to the delegates.

The hospitality shown by the Brockville merchants, and the general spirit of good fellowship which was in evidence at all times, together with the beneficial discussions during the business sessions went to make the conference a complete success.

Chain Store Advertisements

The Thursday morning session opened with the introduction of a resolution calling upon the Dominion Board of the Retail Merchants' Association, to have all advertisements referring to co-operative societies, farmers' clubs and chain stores carefully scrutinized and to prosecute those firms whose advertisements were false and misleading. The resolution charged that a number of these concerns were endeavoring to secure custom by false representation of the manner in which they were conducting their business.

Mr. Trowern stated that certain of the chain stores, were professing to do what they well knew they were not doing. Chain store advertisements contained the information that a certain product they sold, in some cases was imported directly from the producers in far away places. "This is not true and I am going to make it my business to give the public the real facts," he said.

"Such advertising leaves the impression that the wholesale house is not necessary," said Mr. Trowern, "and moreover it aims a blow at we retailers who are endeavoring to do business in an honest manner. If there is a place in the communuity worth preserving, then it is up to us to preserve it."

Anti Price-Cutting

The provincial government's anti-price fixing bill came in for some discussion and a resolution was adopted requesting the Dominion Board to use every effort to see that the retail merchants were properly protected and safeguarded and to strongly oppose any legislation that tended to interfere and obstruct retail merchants from carrying on their business in a legitimate, honest and straightforward manner.

It was pointed out by the chairman that the proposed legislation to prevent manufacturers fixing prices on their products was a dangerous and unwarranted interference with the trade and commerce of Canada. The delegates were informed that the government had appointed a special committee to report on the bill and to hear the views of those interested.

"This proposed legislation restricts all arrangements that might be made between manufacturers and wholesalers and wholesalers and retailers," said chairman Watters.

"Are we all in favor of price fixing?" asked a delegate.

"I think we are, providing that in each case a proper spread is provided for," replied the chairman.

Favor Price Fixing

Mr. Trowern said he thought the manufacturers could be relied upon to strongly oppose the bill.

There was considerable discussion regarding the operations of transient traders, hawkers and peddlers, which culminated in the adoption of a resolution requesting the legislature to give a clearer definition of these classes in order that prosecution might be facilitated. Mr. Trowern pointed out that many years ago he had expressed dissatisfaction with it and had attempted on many occasions to have it changed, but had not been successful.

"The principal fault with the act," said Mr. Trowern, 'is that it will never be made to work satisfactorily in all sections of the province. Certain regulations will have to be made for certain districts, because we find that whereas there are some districts where the transient traders are welcomed with open arms, there are others where they are not wanted at all."

Minimum Wage Act

A resolution protesting against the proposed extension of the Minimum Wage Act for clerks was passed with little discussion, the association stating that while no objection was taken to a minimum wage board, it was felt that its functions should be confined to the hearing of complaints from those clerks who felt they were not receiving proper attention, and the board should in no manner dictate to the merchants what salaries they should pay. There should be no intereference wtih the principle that all clerks be paid according to their ability to earn, and not by any fixed scale made either by the government or by trade unions.

The delegates were tendered a banquet by the Brockville merchants on Wednesday evening, which proved to be a delightful affair. Short addresses were delivered by chairman Henry Watters, E. M. Trowern, Hugh Macdonald, mayor of Renfrew; L. N. Poulin, Ottawa; provincial secretary Millar, the latter giving a brief but interesting resume of recent provincial legislation.

Those who attended the conference were: Howard Ransom, Wales; S. G. Eamon, Ornsbruck Centre; R. R. Drysdale and A. MacDonald, Lanark; I. S. Church, Arnprior; T. A. Wright, Perth; R. Hawkins, Smiths Falls; J. Regan, Ottawa; Clarence A. Miller, Ottawa; I. Karrelakos, Perth; S. Kiggins, Ottawa; H. H. Buck, Sydenham; A. E. Warren, North Augusta. H. D. Cameron, Cumberland; J. A. Wright, Ottawa; H. S. Moffatt, Jaspar; W. A. Bell, Delta; L. L. Dunning, Cumberland; R. D. Cheney, Mountain; Wm. Waddell, Almonte; M. J. Thomas, Ottawa; A. R. Holmes, Winchester; J. R. McGillis, Mountain; T. Bowman, Ottawa; John Patterson, Ottawa; G. A. Coons, Winchester; J. G. Rath, Tweed; Edward Reilly, Brockville; H. Johnston, Ottawa; J. C. Allan, Ottawa; Omer Maheu, Embrun; P. A. Gagne, South Indian; E. Trudeau, Stoco; B. G. Crabtree, H. Porteous and A. E. Kelly, Ottawa; J. H. Kidd, Burritt's Rapids; A. H. Jarvis, J. A. Walsh, E. A. Stephens, T. H. Kennedy, H. Armstrong and J. H. Trowbridge, Ottawa; W. Baird, Carleton Place; H. Miller, Russell; R. W. Vont, J. W. McEwen, L. M. Wiseman, Geo. A. Wright, A. M. Patterson, G. C. Howison, L. A. Stagg, Geo. R. Quarmback, J. V. Markey, H. B. Coates, O. R. Craig, E. Venney, F. I. Ritchie, D. M. Bissell, G. R. Johnston, S. M. Adams, A. Rubino and H. W. Gilhooley, all of Brockville; T. W. Collins, Ottawa; R. J. Best, Kingston; J. W. Shier, Tamworth; A. D. Carscallen, Tamworth; W. S. MacDowall, Almonte; W. H. Hasley and T. D. Cowan, Ottawa; W. W. Taber, Carleton Place; J. L. Rochester, Ottawa; L. Beatty, Westboro; C. S. Beal, Ottawa; N. W. Beach, A. A. Cassellman and G. Boyd, Winchester; H. Phillips, J. A. Chevrier and A. Dover, Cornwall; G. W. Steacy, Lansdowne; T. J. Donohe, Carswall; George Green, Ottawa; M. M. McGuire, Spencerville; M. McKerracher, Ottawa; J. H. A. Pilgrim, Montreal; A. J. Abernethy, Kingston; T. J. McAlpin, Marysville; J. Hayes Lonsdale, as well as the officers and speakers already mentioned.

SATISFACTORY MEASURE FOR VINEGAR HARD TO OBTAIN

Canadian Grocer recently had an enquiry from a subscriber for names of manufacturers of vinegar measures, and quotations on same. It seems to be almost impossible to get a satisfactory measure for vinegar. One manufacturer of measures points out that the trouble is that no material has been secured that is immune to the action of the acids in vinegar. "We believe," they added, "if we had measures made of the necessary acid resisting qualities, we could sell two carloads within the next six months."

The business men of Birch Cliff will hold a carnival on Civic Holiday, August 7. A prize will be given for the best decorated float and a large program of sports has been provided.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

Vol. XXXVI JULY 28, 1922 No. 30

Study of Weather Aids Advertisers

"THE effectiveness of advertising by retailers, wholesalers and manufacturers can be greatly increased by careful attention to weather and climate," says the Bulletin of the American Meteorological Society.

There is no doubt whatever that consumers generally are influenced largely in their purchases by the season of the year and that they more readily respond to advertisements of merchandise that are particularly suitable to the atmospheric condition existing at the time the advertisement appears. For instance an advertisement on cooling beverages would bring little result when the snow is skirling through the air and there is a frosty crackle under foot. But such an advertisement appearing during the warm days of the summer season would bring a ready response.

A few days ago the writer noticed an advertisement in a newspaper by a merchant, offering "the finest fruits for the Christmas Cake." No doubt this advertisement had been running since last Christmas but that merchant could hardly expect to get any results by offering Christmas lines to consumers in July.

A careful study of weather conditions will reveal to the merchant just the kind of merchandise which will appeal to consumers for that particular season and advertisements written with this point in view are bound to result satisfactorily.

Lemons and Speculation

A YEAR ago lemons were selling at $15 a box in July. This year they dropped from $6.50 to $5.00 a box during the first part of the same month.

Canada imports lemons from Sicily. The weather is the big factor in regard to the consuming market. When the importer places his orders he does not know what the weather is going to be. He takes the speculator's chance. He provides the capital to finance the transaction; if it is a hot season he profits, if it is a cool season he loses. That is the economic part the speculator plays in business.

The daily newspapers like The Toronto Star, says an editorial in THE FINANCIAL POST, which appeal to public prejudice against the high cost of living to spread their insidious socialistic propaganda against business, however, continue to lead the public to think that speculation works one way only—that it is merely a question of gouging the consumer when opportunity offers. The Star declares for instance that "a year ago lemons were not only sold in the regular way but were being speculated in; the result was a wholesale price of $15 per box." No reference is made to the fact that speculators have just as much to do with the declining price this year as with the rising price last year.

As long as Canadians want lemons in summer and they have to be brought from the Mediterranean there will be speculation and the price will depend upon supply and demand as regulated by the weather. If the Star has a better system than that of price to regulate consumption let it make a suggestion and not merely the usual socialistic appeal to public prejudice.

Explains Cheque Tax

A CIRCULAR letter has been issued by the head office of the Bank of Montreal explaining the stamp taxes on cheques which come into force on August 1. The letter points out that on all bank cheques, receipts for money paid by a bank chargeable against deposit, express money orders or travellers' cheques, and postal money orders, if the amount of money involved does not exceed $50, the tax is two cents. If the amount of money involved exceeds $50, but does not exceed $5,000, for every $50 or fraction thereof the tax is 2 cents. If the amount of money involved exceeds $5,000 the tax is $2.

In connection with cheques, regulations may be made by the Minister of Finance governing the issue of embossed cheques, which regulations have already been published in Canadian Grocer of July 14.

On bills of exchange, promissory notes, documents or writings in respect of an advance made or to be made by a bank, and bank over-drafts, if the amount of money involved does not exceed $50, the tax is 2 cents. If the amount exceeds $50, for every $50 or fraction thereof the tax is 2 cents. In the case of bills of exchange involving sums of money in excess of $5,000, and when such bills are payable on demand or at sight or on presentation, or within three days after date or sight. stamps to the value of $2 only are required to be affixed.

On promissory notes payable on demand, and given to a bank for an advance by the bank, a stamp to the value of 2 cents only is required, whatever the amount of money for which the note is made. The banks will prepare quarterly statements showing the maximum amount of advances represented by such notes outstanding at close of business on any day during the period, and will affix thereto stamps to the value of 2 cents for every $50 or fraction thereof by which the maximum amount of advances exceeds $50, which is to be payable by the person to whom the advance was made.

Editorials in Brief

EVEN nuts are not always what they are cracked up to be.

EXPERIENCE is a great school—but it takes a wise man to know when he is ready for his diploma.

IT IS ALL right for the customer to be in a hurry. You have nothing to do with that, but it is not all right for you to hurry a customer and you cannot afford to do it.

IT IS SAID that Prince Eric of Denmark is working in a creamery in Alberta that he may become more familiar with the manufacture of Canadian butter and pick up any wrinkles that may be useful to his own country. Consumers in reaching across the table for the butter these days may unwittingly jab a slice of real princely product.

RESIDENTS in the Parry Sound districts have ceased to send to the store for a measure of potatoes, they simply send for a potato, so it is said. The reason for this is that potatoes in that district this year are incredibly large—in fact one potato, when peeled and ready for cooking, filled a ten pound lard pail, sufficient for fifteen meals.

More on the Subject of Investments

Investment of Savings Must Be Regarded From An Altogether Different Angle From Any Investment For Profit—Further Enlightenment on the Subject of Some Expenses

By HENRY JOHNSON, Jr.

LET ME try to make one point clear on the subject of my last paper. That is, investment of savings must be regarded from an altogether different angle from any investment for profit.

In our daily business we invest for profit. That involves a certain degree of hazard, chance and risk. It is entirely proper to do that in a business way. For there our risk or hazard is offset by the expectation of profit.

But the investment of our savings is different. Here we are conserving our resources. We are husbanding a competence against the time when we shall be past the age of productive work. Therefore, here we must forget profit. We are not after making money except such as may result from the steady accretion of the most conservative investment on the safest basis of earnings.

Incidentally I may say that in such conservative accumulations lies not only the most certain gains, but in most cases the only real gains ever made by any of us aside from our daily business. To seek ever for safety, for security, for such real investments as will earn such interest as is commensurate with the highest form of conservatism, is after all the surest way—and mostly the fastest way, if we can only believe it.

So forget the rate of interest when you make investments for your future comfort in the possession of a secure competence. Let your banker, your lawyer, your bond broker select what he feels is secure first and properly diversified, second. Do not crowd him with demands for a high yield. Remember the old saying:

"When fishing for high interest, be careful you don't swallow the hook!"

How Much to Put Away?

The question always comes up: How much should I put away out of my business? The main thing is to begin somewhere. Once you get into the habit of saving a definite sum monthly, once you see it accumulate into a few hundreds which in your heart you know you would not have had otherwise than through that habit, you will be safe.

But let us say that the smallest man can put away $10 a month. Let him begin with that. Further, it must be a very small business man who cannot put away $25 per month—and the chart published last week illustrates the tremendous potentialities of $25 per month!

Begin. Take the plunge on $25 per month. Take that sum out the first of each month regardless of anything else. Do not look at your bills, never mind your rent, think of nothing until that $25 is taken out and put away. As you follow out that habit monthly, learn to think of that as a sum that is lost—irretrievably lost. You have dropped it down a rat hole and cannot get it back. Handle interest received the same way—never touch a penny of it except to add enough money to make even money for further investments.

Keep it up. Never depart from this. Next rule:

Never increase the monthly amount until you have such knowledge of your affairs that you know you will never backslide; for the essence of this matter of savings and accumulation is undeviating steadiness. Illness or misfortune may come in—but never let such a contingency even shape itself in your mind. Then, when you increase, stay put!

One grocer I know who was making only about $3,500 net began with $150 a month. After two years, he increased $200. He lived carefully—he saved steadily after he got the idea. To-day he is independent. It will be the same with one who begins with $15 and grows to $20.

Canadian Grocer's Figures Confusing

The next question in my Canadian grocer's long letter is:

> What is a fair average wage for clerks in a store such as ours? Because ours is entirely country trade, also because the post office is in our store, we must keep open evenings except Wednesday and Friday, when we close at five. Our staff consists of:
>
> 1 girl, 18, six months' experience with us, per month .....$50.
> 1 boy, 18, three years with us ... 60.
> 1 truck driver ..... 50.
> Head clerk, over two years with us ..... 90.
> Bookkeeper, stenographer ..... 95.
> Proprietor, manager, buyer, salesman ....125.
>
> The bookkeeper also has charge of post office with some help from the proprietor. This brings a revenue of $30 per month to be credited to the salaries. What is a fair average salary for experienced and inexperienced clerks in this store? The young men sweep, look after fires, assist in checking and marking goods, and all assist in putting up goods for the branch store.

I have puzzled a lot over that section of this questionnaire, and I have failed to reconcile it to any impression I have derived from this long letter of the size of this business. For the important revelation that seems to come from study of the figures is that the wages and salary expenses are just short of 16.45 per cent. This is quite different from the statement copied in my last instalment—that this expense was only 4.88 per cent. to 9.8 per cent. during the years 1920-21.

Something seems to have escaped me, or to have been omitted from this letter; for, as given in my last, sales—including deliveries to the branch—totalled $21,400 for eight months and that equals $32,100 for the year. The salaries-wages list above shows $5,280 for the year and that figures as I have stated. Such a ratio would be ruinous. I am sure this business is not operating on any such ratio. I must therefore await some explanation or have indicated where I have overlooked something.

I cannot say that is "a fair average salary," because that is a very flexible quantity. It varies with location, times and conditions. It varies mostly by the special character of the employee and the service rendered. Given a total ratio of around 9 to 10 per cent. for wages and salaries as the limit, the merchant must adjust individual salaries as best he may within that ratio.

Shall We Tell Clerks Our Costs?

What is your experience and that of others in allowing clerks to know cost of goods? We notice some of your correspondents advocate this, claiming that clerks respond to such confidence. But what benefit is it to clerks or their work to know gross profit on sales—which is all they would see—as they could not know general running expenses, depreciation, incidental losses, etc? Does not such information tend to make them underrate the value of goods in their charge and exaggerate profits? The average clerk is not sufficiently interested to understand the great difference between the gross on sales and the net which remains in the business—and should they prove worthy of the confidence, they will not long remain "average clerks," but will be in the head clerk class who will use the knowledge for the benefit of their employers, not as news to be retailed to their friends and families. In the meantime, we believe that the interests of employers are better served if the clerks do not know too much about their employers' business.

It is not, to my mind, so much a matter of what you tell clerks as how you tell it; and, just as "a little knowledge

(Continued on page 29)

A New Biscuit Brings New Customers

These Merchants Find Biscuits and Candy Splendid Summer Lines—
Getting New Customers by Pushing a New Kind of Biscuit

"In my opinion biscuits are a splendid line to push in the summer months," remarked E. A. Kellaway, Belleville, Ont., to Canadian Grocer. "People want the things which are the easiest to prepare and as they quit baking as much as possible in the summer I find it a simple matter to turn their mind to buying biscuits. Then of course there is always a good demand for picnics. If a customer says they are going on a picnic and asks us to suggest something, biscuits is the first article we suggest."

"In handling biscuits, there is no occasion to have any waste. All that is required is a little care in buying so that stocks are not too heavy and see that the lines are kept moving. A good assortment is essential, because one line may suit one person but not another. If I find a certain line is not moving very fast, we work it off by putting a few in with an assortment when a customer just asks for mixed biscuits. Then we do not order that line again, but put in a new one."

Good Summer Lines

Candy is another line that is kept to the front in the Kellaway store. A large show case is situated near the front entrance wherein is displayed a good variety of chocolates, hard candies, in boxes and in bulk. Numerous kinds of five cent bars are also kept on display. Some of these are kept on the counter and on top of the display case so that they are readily seen by customers and offering a suggestion which has often terminated in a sale.

Mr. Kellaway stated he has often heard it remarked that the sale of candy drops during the summer months, but in this he cannot agree as according to his experience, candy sales are just as heavy in the summer as in the cooler months. "Perhaps the sale of certain lines of candy drops some. But other lines such as chocolate bars, are certainly larger in the summer than in the winter. Taking it altogether the average sales from month to month are about the same.

Pushing a New Biscuit

That it is very easy to develop sales on a new kind of biscuit is the opinion of H. O. Taylor, Cobourg, Ont., and judging from what he has been doing in this way, he has good reason for making the assertion

Not long ago, Mr. Taylor added a new biscuit to his assortment. One of his customers was giving a pink tea or something or other, and among the order for groceries for this occasion, was listed some biscuits of a dainty character. In putting up the order for biscuits, Mr. Taylor put in some of the new line. A couple of days later, he received four inquiries for that biscuit from strangers to his store, who stated that they first tasted them at Mrs. So and So and that she had said the biscuits could be obtained at Taylor's. During that week Taylor sold five tins of that one line.

That is just one method by which sales on biscuits are stimulated in the Taylor store and which is always carried out when a new biscuit is stocked. Another plan adopted by this store, is to suggest biscuits to every customer, both over the phone and when taking orders by personal contact in the store. And if the store has a new biscuit it is mentioned and shown as well.

"I believe it good business to take on new lines of biscuits from time to time," said Mr. Taylor. "It gives us something to talk about and most people are usually willing to try a new biscuit. Another thing a store that does this, soon gets a reputation for selling good biscuits and always having something new. Sometimes we get biscuits that do not always make a hit. In that case we simply work them off in mixed lots so that we have no loss with biscuits becoming stale."

Canadian Tea and Coffee Imports From U.S. Show Increase

Tea Imports for the Month of May Were 3,689,-279 Pounds—The U.S. Supplied Canada With 43,-510 Pounds of Coffee During May of This Year—An Increase Over April—Smaller Than May, 1921

A COMPARISON of the Canadian tea and coffee import figures for May, this year, with the previous month and also with the corresponding period in 1921 brings out some interesting points. Not the least is the fact that coffee imports from the United States during May were almost double those of April, and that tea imports also increased; although the total imports of both were considerably lower than in May, 1921.

In May, 1921, the total coffee imports were 1,293,351 pounds. These dropped to 250,595 pounds in April this year, but increased to 349,745 pounds in May. Tea imports for May, 1921, were 3,032,771 pounds, compared with 2,520,447 pounds in April, and 2,689,279 pounds in May this year.

During May this year the United States sent 43,510 pounds of coffee to Canada, as compared with 23,680 pounds in April and 105,376 pounds in May last year. A rather interesting point is the situation with respect to Jamaica. Imports from that country in May, 1921, were remarkably low as compared with those of recent months; whereas Jamaica accounted for only 13,360 pounds in May, 1921, she supplied 59,830 pounds in April and 105,391 pounds in May this year.

Despite what has been said about the impossibility of the United States increasing her tea trade with Canada, the figures throw a different light on the situation. That is the only country whose tea exports to Canada were greater in May this year than last. The figures show: May, 1921, 11,913 pounds; April, 1922, 57,016 pounds; May, 1922, 69,802 pounds.

Trading with the British Empire has been fairly evenly maintained over the year, while a slight falling off is noticed in connection with tea purchases from China. Japan is holding her own well and gradually getting back to her pre-war standing. Japan and the United States were the only foreign countries to make gains in May this year.

* * * *

LETTERS TO THE EDITOR

In connection with the report that the United States was putting into effect an anti-dumping ruling on Canadian raspberries, the following letter has been received:

Editor, Canadian Grocer: As far as we can ascertain there were probably forty or fifty cases of raspberries shipped to United States last season from Canada. It is becoming more evident each day that the United States people do not propose to permit any goods to be shipped into their country if it can be avoided, and it seems to us that this is an opportunity for you to emphasize to the retail grocers the importance of buying their goods from Canadian manufacturers instead of importing large quantities of goods from the United States simply because they are approached by travellers with all kinds of inducements which appeal to them at the time.

Hamilton, Ont. W. M.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Quebec News

W. H. Dunn, president of the W. H. Dunn Co., Ltd., Montreal, is out of the city this week on a business trip.

Martin Sichel, manager of the St. Lawrence Baking Co., Montreal, has returned from a business trip to the Maritime Provinces.

Armand Chaput, sales manager of L. Chaput Fils & Cie of Montreal left for the Maritime Provinces on Monday in company with A. C. Pyke, secretary of the Wholesale Grocers' Association.

C. H. Howell, vice-president of the Kraft Maclaren Cheese Co., Ltd., of Montreal, who recently underwent an operation at one of the local hospitals, has returned to his office this week after an absence of ten days.

Wallace J. Lafave, who for the past thirteen years has been the Quebec representative and manager of W. G. Patrick & Co., Ltd., in Montreal, has resigned his position and has registered his own company under the name of W J. Lafave & Sons. Mr. Lafave will carry on a grocery brokerage and agency business in Montreal.

Ontario

The Dominion Store at Campbellford, was entered during the week-end and the cash register relieved of the sum of $219.

E. B. McGovern, president of McGovern & McGovern, salmon dealers, Seattle, U.S.A. was in Toronto on Monday visiting the firm's agents for Eastern Canada, Cruickshank & Guild.

A fire of unknown origin, completely destroyed the grocery store of E. W. Sovereign, Harrington, on Friday last. The stock was fully covered by insurance.

The Baker Mercier Company, Toronto, have been appointed agents in Canada for Tooths Extract of Meat, a London, Eng., firm, manufacturing meat Extracts, both fluid and cubes.

Fred W. Standford has been appointed travelling representative of Kilgour Bros., Toronto, for the district between Cobourg and Cornwall and the Ottawa Valley. He was formerly with Hudon, Hebert & Co., Ltd., Montreal.

The Maple Leaf Mills, Welland, was completely gutted by fire on Friday of last week. This is the second fire to destroy this mill in the past couple of years. The loss will likely reach $150,000.

The Dominion Stores Ltd., have opened a store at Cornwall. Wm. Nevin of Toronto is the manager.

D. W. Moore for the past five years district agent for the Robin Hood Milling Co., at Port Arthur, has been transferred to Winnipeg.

A. J. W. Loader of The Borden Company, Montreal, has been spending the past week at the Toronto Office of the Company.

Oliver Dyke has sold the Beaver Flour Mills, Newmarket, to the Russell-Bell Co. J. R. Bell, who has been travelling for the Fisher Flour Mills, is the new manager.

W. L. Lillico, who has been western manager for Thos. J. Lipton Co., for some time past, has been appointed sales manager for the T. Upton Co., jam manufacturers, Hamilton. He commenced his new duties last week.

The North End Merchants' Association of Toronto held its annual picnic on Wednesday last in Reservoir Park, Summerhill avenue. The sports program of 25 events was carried out by an able committee and with a large number of entrants for each event. Over 5,000 people were in attendance.

The committee in charge included: C. E. Rudlen, president; Wm. Barber, J. M. Cadler, J. Allen, G. H. Moore, N. H. C. Brown, C. Gibb, A. W. Walker, J. McLaren, J. F. Coffee, H. W. Hunt, B. S. McMurtry, W. Ceshire, W. Hulme, C. A. Canning, Thos. Humpries, R. M. Calander, C. Coady, Ald. J. R. Beamish, Ald. A. E. Burgess. Ald. C. A. Risk, and Dennis McCarthy, secretary

The Pure Milk Company, Limited, Hamilton, held its annual picnic last week at Mountain Park. A long list of sports was run off, and a baseball match between the married and single men provided a good deal of excitement and finally ended with the married men being the victors. The 91st band gave a musical program in the evening, and dancing was enjoyed by the young people.

CIVIC HOLIDAYS

London, Monday, August 7.
St. Catharines, Monday, August 7.
Peterborough, Monday, August 14.
Toronto, Monday, August 7.
Niagara Falls, Monday, August 7.
Owen Sound, Monday, August 7.

Subscribers are kindly requested to send in the date of their Civic Holiday if it does not appear above.

The annual picnic of the employees and friends of the William Paterson Biscuit Company, Brantford, was held at Port Dover recently where over 500 people took part in a most enjoyable outing.

Business Changes

J. H. Fielding is new manager of the Guelph Co-operative Association at Guelph, Ont.

A. P. Hertzog, is now in business at 90 King Street, Kitchener, Ont.

C. C. Brenner is in business at 457 King St. E., Kitchener, Ont.

J. F. O'Leary is in business at 133 Danforth Ave., Toronto, Ont.

W. F. Ireland has commenced business at Cedar and St. Andrew's Sts., Galt, Ont.

Quebec Merchants Convention Will be Held Next Week

Montreal. (Special). — The convention of the Quebec Provincial Board of the Retail Merchants' Association of Canada will be held in Quebec City, on Monday, July 31 and Tuesday, August 1, when questions of interest to the Retail trade and measures for a banquet for those engaged in it will be discussed. Delegates are expected from the districts of Montreal, Hull and Western Quebec, Sherbrooke and Eastern Townships, Three Rivers and Central Quebec, St. Hyacinthe and from Southern Quebec and Northern Quebec.

The sessions will open on July 31 with registration at 9.30 a.m. and the formal opening will take place at 10 a.m. when the convention will be welcomed by the Mayor of Quebec.

On behalf of the Retail Merchants' Association of the City of Quebec a grocer, J. E. Savard, president of that association, will welcome the other delegates and the reply will come from another grocer, Ald. J. E. Sansregret of Montreal. The convention will be held in the City Hall of Quebec.

Trips around the City and a banquet have been arranged by the entertainment committee. The convention will be presided over by Ald. J. E. Sansregret, president of the association for the Province, who will be supported by Ald. J. Elie and E. Sauve, vice-president. J. Filiatrault, of Montreal, the treasurer, and M. Lapointe, the secretary of Montreal, will also be on the platform.

(See also page 40 for Current News)

Hamilton Grocers' Picnic Draws Crowd That Breaks All Previous Records

Big Program of Sports Provides Keen Excitement —Grocers Win Baseball Match From Travellers in Lively Contest

HAMILTON, July 24.—The annual picnic of the Hamilton grocers was held last Wednesday at Wabasso Park, when all attendance records were broken, the event proving more popular each succeeding year. The sports' program was an ambitious one, consisting of over thirty events. The baby show was again a feature this year, and the large number of entries made it difficult for the judges to make awards. In the baseball match between the grocers and the travellers, the former won by a score of 9 to 7. The teams were: Grocers—Willey (captain,) p; Arnold, c.f.; Frank Dunsmore, c.; D. Chown, r.f. A. Chowan, l.f.; Oswald, 3b.; Vansickle, 2b.; Grassie, s.s.; Gordon, 1b.

Travellers—Knox, (captain), c.f; McLaren, 3b.; Geo. Dunsmore, 1b.; Blowey, c; Sullivan, r.f; Cooper, 2b; Kirk, l.f; Hottrum, s.s; Long, p.

Umpires—Adams and Springstead.

Under the direction of Lieut. Harry Stares, the 91st Highlanders band, augmented by Toronto players for the day, maintained a festive atmosphere throughout the afternoon and evening. Their finished program of classical pieces, popular numbers, and last minute ragtime, was much appreciated. The dancing floor at the bayside casino was thronged with merrymakers from shortly after lunch time until late in the evening.

Indirectly responsible for the success of the jolly frolic are the officers of the Retail Grocers' association, who are: John Young, president; Robt. Gardiner, first vice-president; Fred White, second vice-president; James Main, treasurer; M. R. Hill, secretary; James Lawrie, W. Smye, George Dawson, J. L. Brown, James Kenney, executive committee.

The following members of the picnic committee proper had a busy time in keeping things running smoothly: Frank Smith, James Main, M. R. Hill, Gus Ante, James Lawrie, John Young, J. L. Brown.

New Mileage Bill In U.S.A. Will Benefit Travelling Salesmen

Washington, July 24.—That the Interchangeable Mileage Bill recently passed by Congress, will effect substantial savings in railroad travel for more than 600,000 people is stated by the National Council of Traveling Salesmen's Association. Not only will traveling salesmen benefit by this measure, but so will buyers in their trips to market, base-ball clubs, government officials and others who travel to any extent.

"The bill directs the Interstate Commerce Commission to require the issuance of an Interchangeable Mileage Book, good on all roads," said A. M. Loeb, president of the National Council, commenting on the successful conclusion of the council's fight for the bill.

"Heretofore the Interstate Commerce Commission indicated, when appeals were made for a moderation of rates, that it was not vested with the power, constitutionally, to authorize a general lowering of rates. Now the constitutional authority has been given, and it is expected and hoped that immediately following the signing of the bill by President Harding, the Interstate Commerce Commission will act without delay. One of the outstanding features of the new book, when issued, is that the traveler will not be required to carry a number of different books, inasmuch as the one form of book will be universally used and accepted.

London Retail Grocers' Association Make Merry At Annual Picnic

Seventeenth Annual Picnic Goes Down in History —The Committee Provided Excellent Program— The Baby Show a Real Feature

LONDON, Ont.—The 17th annual picnic of the London Retail Grocers' Association held at Port Stanley will go down in the history of the organization as perhaps the most enjoyable and successful of the many splendid outings put on by the grocers. In addition to the large crowd of local grocers and travellers there were many from the district in attendance and all had the best kind of time.

The committees were all working overtime, and having fixed things with the Weatherman so that one of the very choicest days of the whole summer was handed out, everyone proceeded to have the best kind of a time. The games and sports were entered into with an enthusiasm that only a crowd of grocers, who get chances to disport themselves only once a year, can show. A whole year's zest was packed into the few hours spent at the lakeside and not a moment of enjoyment was lost. The grocers not only had a good time themselves, but they made sure that everybody else had a good time too.

More than 100 babies were entered in the baby show and the judges, Mrs. Thompson and Mrs. Rowe had an exceedingly difficult task in making the awards.

The sports and other events went through with clock work regularity, and the committees were warmly commended on the excellence of their arrangements. Those responsible for the success of the outing were president, Ald. Gordon Drake, vice-presidents, A. Thrower and F. J. Lapthorne; secretary, F. C. Pierce; treasurer, P. H. Ranahan; executive committee, T. Shaw, J. A. McFarlane, J. McLeod, John Diprose and D. Patterson.



Live wires responsible for the success of the London Retail Grocers Assn. picnic. President, Ald. Gordon Drake is seen third from the right of the picture.

Assess Themselves to Fight Orientals

B.C. Retail Merchants to Collect Tax of $2 Per Member—Want All Wholesalers to Have Licenses—Harvey Murphy of Nanaimo the New President

Reported especially for this paper by WALTER F. ING

VICTORIA, B. C.—Reference was made in last week's issue to the annual convention of the Retail Merchants' Association of British Columbia and particularly to the president's and secretary's reports.

Between fifty and sixty delegates were in attendance, together with their wives, as well as a number of other retailers from different parts of the province. Delegates were registered from the following places and districts:

Vancouver, Victoria, New Westminster, Nanaimo, Chilliwack, Duncan, Hope, Spuzzum, Princeton, Kamloops, Ladner, North Vancouver, Enderby, Vernon, Kelowna, Cranbrook, Esquimault, Trail, Revelstoke.

Provincial President Jos. T. Crowder, of Vancouver, occupied the chair, and with him were Harvey Murphy, Nanaimo, 1st vice-pres.; G. H. Jacobson, New Westminster, 2nd vice-pres; D. Kent, Vancouver, treasurer.

Liquor Resolution Turned Down

Many important resolutions were before this convention for consideration, including a strongly worded resolution calling for the prohibition of the sale and importation of intoxicating liquors in British Columbia, this resolution being presented by the Grocers' Section of The Greater Vancouver District, on the ground that it was diverting an enormous amount of money from the regular business channels to be used for the purchasing of whiskey, etc. This resolution was turned down on the ground that the question was a moral one and one which the Retail Merchants' Association had nothing to do with.

Other resolutions placed before the convention from the different branches of the province were as follows:

Transient traders, peddlers and agents.

Cartage charges by wholesalers and manufacturers.

The Sales Tax and its collection.

Oriental exclusion—to assess all members in B C. the sum of $2.00 to carry on the fight. (Approved.)

To amend the Weekly Half Holiday Act, preventing auction sales on any holiday or half-holiday—referred to executive.

The Lord's Day Act—to have jurisdiction of same placed entirely in the hands of Provincial Legislature. (Lost.)

Peddlers' Licenses—to compel municipalities to collect before peddlers start business.—Referred to executive.

Wholesalers selling to consumers—against any wholesale firm selling to any person, firm or corporation other than persons, firms or corporations buying for the purpose of re-sale. (Approved.)

A resolution to the effect that no wholesaler shall sell to any person, firm or corporation without a license, such license to be issued by Federal Government. (Referred to incoming executive.)

Resolution to permit jewellers to sell articles left for repairs and not called for within a limited time. (Approved.) This resolution to be made the subject of a Bill to be presented at the next session of the B.C. Legislature.

A resolution covering removal of goods by householders, compelling moving and express men to keep record and report. (Referred back).

A resolution to the effect that only those persons entitled to vote at municipal elections be permitted to sign petitions for presentation to city or municipal councils, particularly in reference to the closing of stores. (Approved).

A resolution to make it impossible for druggists to do business in lines of goods handled by other stores who are compelled to close on a half-holiday. (Referred to incoming executive for action if found advisable.)

Premier Oliver One of Speakers

The speakers at the convention lunches and dinners, which were held in the Dominion Hotel, included Premier Oliver, who spoke on the freight rate fight being put up by British Columbia; Dean Miller of the University of Washington, on the "Economics of Distribution," and Dr. W. J. Hindley, of Spokane, who spoke at the official convention banquet, and who is the educational director for the State of Washington, for the State Retailers' Association. He took for his topic, "Who is responsible for the present merchandising problems?"

The New Officers

The election of executive officers for the ensuing year was as follows:

Harvey Murphy, Nanaimo, president; D. H. Kent, Vancouver, 1st vice-pres.; Harold Kent, Victoria, 2nd vice-pres.; A. P. G. McDonald, New Westminster, 3rd vice-pres.; T. F. McDowell, Vancouver, treasurer; Jos. T. Crowder, past president, was elected as representative for B. C. on the Dominion Executive Council.

Kamloops presented an invitation for the next convention to be held in that city, which was referred to the incoming executive and which will in all probability be chosen for the next meeting place.

Winnipeg Travellers Enjoy Lake Breezes

Winnipeg, (Special).—Travelling salesmen of Winnipeg with their wives, families and friends visited Grand Beach Saturday on the occasion of their annual picnic, and, as usual, experienced a perfectly pleasurable day, a day that was filled from start to finish with delights of all kinds. From the moment the first train pulled out of the Union depot in the morning, to the time the last passenger detrained at the same place at night, there was something doing all the time.

Eleven trains were scheduled for the accommodation of the crowds of visitors and it was estimated that, with the addition of the moonlight contingent, there must have been fully 10,000 persons present.

There was a lengthy programme of races and other events, which were most creditably conducted by an energetic committee.

The mysterious travelling salesman who usually patronizes this particular picnic managed to escape capture until late afternoon, when he was discovered by a young lad, who was awarded a purse of gold pieces valued at $25. Other events included draws for purse of gold open to the purchasers of railway tickets, another confined to members of the Northwest Commercial Travellers' Association, United Order of Commercial Travellers of America, wholesale city salesmen and their wives and families, and there were also some special events for prizes of cases of soft drinks. In the evening dancing took place in the pavilion, which was crowded to capacity, but in spite of this the devotees of the dance had a delightful time. During the day the Princess Pats band played selections and added greatly to the enjoyment of all. Three big trunks of give-away presents were distributed to all children taking part in the children's events. Officials in charge of the arrangements were as follows: Hon. chairman, D. F. Reid; chairman, W. Harry Lewis; hon. secretary, Fred J. C. Cox; secretary, J. H. Roe; transportation, W. O. Randolphs, R. S. Malcolm; field, A. Webber, M. B. Clint, D. F. Reid; starter, W. Harry Lewis; referees, Peter Hay, E. Howard, W. G. Wigmore; comics, R. Malcolm, J. Devois; handicappers, E. C. Binkley, E. Smith; recorders, G. C. Maecker, W. Turner; toys, Frank Teskey; tables, F. H. Agnew.

Fall Fair Dates Throughout Canada

List of Dates on Which Mid-summer and Fall Fairs are Held By Various Cities and Towns Throughout the Provinces of Canada Are Given Herewith

(Continued from last week)

Saskatchewan (Cont.)

Bladworth	Aug. 2
Hawarden	Aug. 3
Hanley	Aug. 4
Preeceville	Aug. 9
Punnichy	Aug. 11
Aneroid	July 18-19
Colgate	July 20-21
Mossbank	July 25
Woodrow	July 27
Gravelbourg	July 28
Cabri	Aug. 1
Lemsford	Aug. 2
Herbert	Aug. 4
Weyburn	Aug. 7-9
Central Butte	July 19
Craik	July 20-21
Davidson	July 25
Grenfell	July 26
Indian Head	July 27
Qu'Appelle	July 28-29
Carlyle	Aug. 1
Griffin	Aug. 2
Elstow	July 25
Lloydminster	July 24-26
N. Battleford	July 27-29
Prince Albert	July 31 to Aug. 2
Melfort	Aug. 3-5
Yorkton	Aug 8-11
Southey	July 25
Imperial	July 25-26
Wynyard	July 28
Asquith	Aug. 1
Brock	Aug. 2
Zealandia	Aug. 3
Plenty	Aug. 4
Turtleford	Aug 8
Silver Stream	Aug. 11
Summercove	July 19
Assiniboia	July 20-21
Ogema	July 25-26
Readlyn	July 28
Eatonia	Aug. 1
Eston	Aug. 2
Hughton	Aug. 3
Lucky Lake	Aug. 4
Humboldt	Aug. 8-9
Marcelin	Aug. 11
Wakaw	Aug. 12
Elfros	July 13-14
Lipton	July 18
Strasbourg	July 20
Cupar	July 21
Dubuc	July 25
Melville	July 26-27
Balcarres	July 28
Kerrobert	Aug. 1
Hoosier	Aug. 2
Watrous	Aug. 4
Kelfield	Aug. 8-9
Biggar	Aug. 9-10
Lampman	July 19
Yellow Grass	July 20-21
Rouleau	July 25-26
Milestone	July 27-28
Ormiston	July 29
Macrorie	Aug. 1
Gull Lake	Aug. 3
Shaunavon	Aug. 3-4
Eastend	Aug. 5
Wapella	Aug. 8
Kennedy	Aug. 10
Windthorst	Aug. 12
Tisdale	Aug. 14
Kinistine	Aug. 16
Duck Lake	Sept. 1
Round Hill	Sept. 6
(Sandwich, Sask.)	
Piapot	Sept. 19-20
Maple Creek	Sept. 21-22
Arcola	July 20-21
Broadview	July 25
Creelman	July 26
Midale	July 27-28
Geylon	July 29
Redvers	Aug. 1
Parkman	Aug. 2
Maryfield	Aug 3
Lumsden	Aug. 8
Whitewood	Aug. 9
Moosomin	Aug. 10
Fairmede	Aug. 11
Rosetown	July 12-13
Kindlersley	July 13-15
Churchbridge	July 18
Foam Lake	July 21
Birch Hills	July 25
Shellbrook	July 26
Bounty	July 29
Vonda	Aug. 1
Richard	Aug. 2
Meeting Lake	Aug. 3-4
Radisson	Aug. 4
Cutknife	Aug. 8
Paynton	Aug 9
Lashburn	Aug. 10
Saskatoon	July 17-22
Regina	July 31 to Aug. 5

Ontario

Aberfoyle	Oct. 4
Abingdon	Oct. 6 and 7
Acton	Sept. 26 and 27
Agincourt (Scarboro')	Sept. 22 and 23
Ailsa Craig	Sept. 21 and 22
Alexandria	Sept. 12 and 13
Alfred	Sept. 12 and 13
Alliston	Oct. 5 and 6
Almonte	Sept. 18-21
Alvinston	Octo. 9 and 10
Amherstburg	Sept. 19-21
Ancaster	Sept. 26 and 27
Arden	Oct. 3
Arnprior	Sept. 25-27
Arthur	Sept. 19 and 20
Ashworth	Sept. 29
Astorville	Sept. 19
Atwood	Sept. 18 and 19
Avonmore	21 and 22
Aylmer	Sept. 6-8
Ayton	Sept. 14 and 15
Bancroft	Sept. 26 and 27
Barrie	Sept 18-20
Bayfield	Sept. 26 and 27
Baysville	Sept. 30
Beachburg	Sept. 25-27
Beamsville	Sept. 15 and 16
Beaverton	Sept. 18-20
Beeton	Oct. 10 and 11
Belleville	Sept. 4-6
Berwick	Sept. 6 and 7
Belmont	Sept. 26
Binbrook	Sept. 22 and 23
Blackstock	Sept. 26 and 27
Blenheim	Oct. 5 and 6
Blyth	Sept. 28 and 29
Bobcaygeon	Sept. 26 and 27
Bolton	Sept. 29 and 30
Bonfield	Sept. 26
Bothwell's Corners	Sept. 19 and 20
Bowmanville	Sept. 19 and 20
Bracebridge	Sept. 21 and 22
Brampton	Sept. 22 and 23
Bridgen	Oct. 3
Brighton	Sept. 12 and 13
Brockville	Aug. 22-24
Bruce Mines	Sept. 20 and 21
Brussels	Sept. 14 and 15
Burk's Falls	Sept. 21 and 22
Burford	Oct. 3 and 4
Burlington	Sept. 19-21
Caledon	Sept. 26 & 27
Caledonia	Oct. 12 and 13
Campbellford	Sept. 28 and 29
Carp	Oct. 3 and 4
Castleon	Sept. 19 and 20
Cayuga	Sept. 20 and 21
Centreville	Sept. 7 and 8
Charlton	Sept. 19 and 20
Chatsworth	Oct 12 and 13
Chelmsford	Sept. 19 and 20
Chesley	Sept. 28 and 29
Clarence Creek	Sept. 7
Clarksburg	Sept. 19 and 20
Cobden	Sept. 13 and 14
Cochrane	Sept. 12 and 13
Coe Hill	Sept. 21 and 22
Colborne	Sept. 26 and 27
Coldwater	Sept. 22
Collingwood	Sept. 12 and 15
Comber	Sept. 29 and 30
Cookstown	Oct. 3 and 4
Cooksville	Oct. 3 and 4
Cornwall	Sept. 6-9
Courtland	Sept. 28
Delaware	Oct. 11
Delta	Sept. 11-13
Demorestville	Sept. 30
Desboro	Sept. 19 and 20
Dorchester Station	Oct. 4
Drayton	Sept. 26 and 27
Dresden	Sept. 28 and 29
Drumbo	Sept. 26 and 27
Dryden	Sept. 21 and 22
Dunchurch	Sept. 28 and 29
Dundalk	Sept. 26 and 27
Dungannon	Oct. 5 and 6
Dunnville	Sept. 21 and 22
Durham	Sept. 14
Elmira	Sept. 15 and 16
Elmvale	Sept. 25-27
Embro	Oct. 5
Emo	Sept. 7 and 8
Elmsdale	Sept. 26 and 27
Englehart	Sept. 12 and 13
Erin	Oct. 10 and 11
Exeter	Sept. 19
Fairground	Oct. 3
Fenelon Falls	Sept. 15 and 16
Fenwick	Sept. 26 and 27
Fergus	Sept. 21 and 22
Feversham	Oct. 3 and 4
Flesherton	Sept. 28 and 29
Florence	Oct. 5 and 6
Fordwich	Sept. 7
Forest	Sept. 3 and 4
Fort Erie	Sept. 19-21
Fort William	Sept. 12-14
Frankford	Sept. 21 and 22
Frankville	Sept. 7 and 8
Freelton	Oct. 5
Galetta (Mohrs Cor's.)	Sept. 27 and 28
Galt	Sept. 22 and 23
Georgetown	Oct. 6 and 7
Glencoe	Sept. 26 and 27
Goderich	Sept. 6-8
Gooderham	Oct. 5
Gordon Lake	Sept. 29
Gore Bay	Sept. 26 and 27
Grand Valley	Sept. 26 and 27

Gravenhurst ..... Sept. 14 and 15
Haliburton ..... Sept. 21
Hanover ..... Sept. 21 and 22
Harriston ..... Sept. 28 and 29
Harrow ..... Oct. 9 and 10
Hepworth ..... Sept. 19 and 20
Highgate ..... Oct. 12 and 13
Holstein ..... Sept. 26 and 27
Huntsville ..... Sept. 28 and 29
Hymers ..... Sept. 25 and 26
Ilderton ..... Sept. 29
Ingersoll ..... Oct. 2 and 3
Inverary ..... Sept. 12
Iron Bridge ..... Oct. 5
Jarvis ..... Sept. 28
Kagawong ..... Oct. 5 and 6
Keene ..... Oct 3 and 4
Kemble ..... Sept. 28 and 29
Kemptville ..... Sept. 21 and 22
Kenora ..... Aug. 24 and 25
Kilsyth ..... Oct. 5 and 6
Kincardine ..... Sept. 21 and 22
Kingston ..... Sept. 19-23
Kirkton ..... Sept. 25 and 26
Lakefield ..... 18 and 19
Lakeside ..... Sept. 28
Lambeth ..... Sept. 27
Lanark ..... Sept. 7 and 8
Langton ..... Sept. 30
Lansdowne ..... Sept. 14 and 15
Leamington ..... Oct. 4-6
Lindsay ..... Sept. 20-23
Lion's Head ..... Oct. 3 and 4
Listowel ..... Sept. 21 and 22
Lombardy ..... Sept. 10
Loring ..... Sept. 20
London (Western Fair) ..... Sept. 9-16
Lucknow ..... Sept. 28 and 29
Maberly ..... Sept. 26 and 27
Madoc ..... Oct. 3 and 4
Magnetawan ..... Sept. 26 and 27
Manitowaning ..... Sept. 28 and 29
Markham ..... Oct. 5-7
Marmora ..... Sept. 25 and 26
Massey ..... Sept. 26 and 27
Mattawa ..... Sept. 20 and 21
Maxville ..... Sept. 14 and 15
Maynooth ..... Sept. 20
McDonald's Corners ..... Sept. 29
McKellar ..... Sept. 26 and 27
Meaford ..... Sept. 20-22
Merlin ..... 25 and 26
Merrickville ..... Sept. 5 and 6
Metcalfe ..... Sept. 26 and 27
Middleville ..... Oct. 6
Midland ..... Sept. 28-30
Mildmay ..... Sept. 18 and 19
Millbrook ..... Oct. 5 and 6
Milton ..... Sept. 29 and 30
Milverton ..... Sept. 28 and 29
Minden ..... Sept. 26
Mitchell ..... Sept. 19 and 20
Morrisburg ..... Aug. 1-3
Mount Brydges ..... Oct. 6
Mount Forest ..... Sept. 20 and 21
Murillo ..... Oct. 3 and 4
Napanee ..... Sept. 12 and 14
New Hamburg ..... Sept. 14 and 15
Newington ..... Sept. 26 and 27
New Liskeard ..... Sept. 14-16
Newmarket ..... Sept. 28-30
Niagara-on-the-Lake ..... Sept. 22 and 23
North Bay ..... Sept. 13-15
Norwich ..... Sept. 26 and 27
Norwood ..... Oct. 10 and 11
Oakville ..... Sept. 14-16
Oakwood ..... Sept. 18 and 19
Odessa ..... Oct. 5 and 6
Ohswekin ..... Oct. 4-6
Onondaga ..... Sept. 19 and 20
Orangeville ..... Sept. 14 and 15
Orillia ..... Sept. 11 and 13
Oro ..... Sept. 15
Orono ..... Sept. 28 and 29
Orrville ..... Sept. 18-20
Oshawa ..... Sept. 11-13
Ottawa (Central Canada) ..... Sept. 8-18
Otterville ..... Sept. 18 and 19
Owen Sound ..... Sept. 12-14
Paisley ..... Sept. 26 and 27
Pakenham ..... Sept. 18 and 19
Palmerston ..... Oct. 3 and 4
Paris ..... Sept. 28 and 29
Parham ..... Sept. 13 and 14
Parkhill ..... Sept. 26 and 27
Parry Sound ..... Sept. 19-21
Perth ..... Sept. 2-4
Peterboro' ..... Sept. 13-16
Petrolia ..... Sept. 25 and 26
Picton ..... Sept. 19-22
Pinkerton ..... Sept. 20
Porquis Jct. ..... Sept. 19
Port Carling ..... Sept 12 and 13
Port Elgin ..... Oct. 5 and 6
Port Hope ..... Oct. 3 and 4
Port Perry ..... Sept. 14 and 15
Powassan ..... Sept. 26 and 27
Priceville ..... Oct. 5 and 6
Queensville ..... Oct. 10 and 11
Rainham Centre ..... Sept. 13 and 14
Rainy River ..... Sept. 12 and 13
Ramona ..... Sept. 27
Renfrew ..... Sept. 19-22
Riceville ..... Sept. 27
Ridgetown ..... Oct. 9-11
Ripley ..... Sept. 26 and 27
Roblin's Mills ..... Oct. 6 and 7
Rocklyn ..... Oct. 3 and 4
Rockwood ..... Sept. 29 and 30
Rodney ..... Oct. 2 and 3
Roseneath ..... Oct. 12 and 13
Rosseau ..... Sept. 14-16
Russell ..... Sept. 21 and 22
St. Mary's ..... Sept. 21 and 22
Sarnia ..... Sept. 27-29
Sarnia Reserve ..... Sept. 20 and 21
Sault Ste. Marie ..... Sept. 12-15
Schomberg ..... Oct. 12 and 13
Seaforth ..... Sept. 21 and 22
Shannonville ..... Sept. 16
Shedden ..... Sept. 20
Sheguiandah ..... Oct. 3 and 4
Shelburne ..... Sept. 19 and 20
Simcoe ..... Oct. 2-4
Smithville ..... Sept. 13 and 14
South Mountain ..... Sept. 7 and 8
South River ..... Oct. 3 and 4
Spencerville ..... Sept. 26 and 27
Springfield ..... Sept. 21 and 22
Sprucedale ..... Sept. 19 and 20
Stella ..... Sept. 26
Stirling ..... Sept. 14 and 15
Straffordville ..... Sept. 20
Stratford ..... Sept. 19-22
Strathroy ..... Sept. 18-20
Streetsville ..... Sept. 28
Sturgeon Falls ..... Sept. 19 and 20
Sunderland ..... Sept. 26 and 27
Sundridge ..... Sept. 28 and 29
Tara ..... Oct. 3 and 4
Tavistock ..... Sept. 25 and 26
Teeswater ..... Oct. 3 and 4
Thamesville ..... Oct. 3 and 4
Thedford ..... Sept. 28 and 29
Thessalon ..... Sept. 25 and 26
Thorndale ..... Sept. 25 and 26
Thorold ..... Sept. 12 and 13
Tillsonburg ..... Aug. 29-31
Tiverton ..... Oct. 3
Trout Creek ..... Sept. 19 and 20
Toronto (Can. National). Aug. 26-Sept. 9
Tweed ..... Oct. 5 and 6
Udora ..... Oct. 3
Underwood ..... Oct. 10
Utterson ..... Sept. 19 and 20
Vankleek Hill ..... Sept. 5-7
Verner ..... Sept. 19-20
Wallaceburg ..... Sept. 26 and 27
Wallacetown ..... Oct. 4 and 5
Walter's Falls ..... Oct. 26 and 27
Warkworth ..... Oct. 4 and 5
Warren ..... Sept. 18 and 19
Waterford ..... Sept. 21
Watford ..... Sept. 21 and 22
Welland ..... Oct. 3-5
Wellandport ..... Sept. 29 and 30
Wellesley ..... Sept. 12 and 13
West McGillivray ..... Oct. 4
Weston ..... Sept. 29 and 30
Wheatley ..... Sept. 25 and 26
Wiarton ..... Sept. 26 and 27
Wilkesport ..... Sept. 14
Williamstown ..... Sept. 19 and 20
Winchester ..... Aug. 29 and 30
Windham ..... Sept. 26
Wingham ..... Sept. 25 and 26
Wolfe Island ..... Sept. 26 and 27
Woodbridge ..... Oct. 13 and 14
Woodstock ..... Sept. 19-20
Wooler ..... Sept. 8
Wyoming ..... Oct. 5 and 6
Zurich ..... Sept. 25 and 26

MORE ON SUBJECT OF INVESTMENTS

(Continued from page 23)

is a dangerous thing" on general principles, so no information should be given clerks unless all is given. And that means that the education must be full and complete. Then when you get to that point, you must go further, and realize that only some clerks are capable of assimilating information in full. It will not do to overload the ordinary digestion.

Properly done, information cannot be too copious. I have found that if a bright clerk is told what things cost while he is simultaneously impressed with the confidential character of the information and also impressed with the large proportion of goods which are handled on a margin far less than the average expense ratio, the information is properly used and appreciated. I remember my education of a high-grade man and of a very bright girl along these lines.

Given the Right Slant to Margins

That was the time when a certain advertised brand of olive oil was popular. We bought it in a jobbing way with wonderful discounts. Marked to retail at $4 the gallon, it was listed at, say, $2.80 and we, as jobbers, got 20 per cent. of that list. It cost us, therefore, $2.24. I frankly told those two clerks exactly how we bought it, indicating that the margin, on the regular marked price, was 44 per cent., and that, if people would respond to the offer, we could mark it 20 per cent. off, sell it for $3.20 and still make 30 per cent. on the sale.

But at the same time, I told them how expensive it was to run the service of credit, phone orders, deliveries and all the incidentals required to cater to a high-class trade. I indicated that sugar, flour, butter, eggs and many other similar items were sold by us for no more than by non-service, or limited service stores. Therefore, that we needed such margins, and that the good clerk was the one who worked for sales of such specialties as olive oil, tuna, caviar; who sold casaba melons and celery cabbage—then a great novelty—and other "unusual" things.

I found it profitable thus to post clerks of that character, and I believe in it, provided the posting is complete, exhaustive, covering all factors and not merely a few. But judgment must be exercised, of course.

FULL OF HELPFUL HINTS

Editor, Canadian Grocer—Please find enclosed postal note for four dollars which pays my subscription to the end of July, 1923.

I find the paper full of helpful hints for my business and I should not like to be without it.

R. B. RICHARDSON.

Rockwood, Ont., July 12th, 1922.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE outstanding feature in the market for general grocery commodities is the strength in raw sugar and the further advance of 25c on refined. The price for standard granulated sugar now stands at $7.50 Montreal basis.

As we went to press a week ago the raw market was experiencing some declines. These declines, however, were checked on Friday of last week and since then the market has been steadily gaining strength. Prices moved from 3¼c c. & f. to 3 5-16c and later to 3½c c. & f. New York, which figures duty paid 5.11c. This strength was influenced to some extent by a low estimate of the U.S. beet crop, indicating a crop of 586,000 tons against last season's crop of 911,190 tons. The advance continued through the week and sales were made of Cubas for August shipment at 3 9-16c c. & f. with further sales at 3 23-32c and prices still further jumped to 3¾c c. & f. which figures to 5.36c duty paid.

A good movement in canned goods prevails for immediate wants but so far future bookings by retails have not been heavy, apparently the trade is willing to wait until opening prices on fruits and vegetables are announced before placing orders. These prices are expected to be forthcoming during the next week or two. Jams, especially strawberry and raspberry, have a firmer tone and some manufacturers have made slight advances.

Cereals show little change but continue to hold fairly firm. The same can be said of package cereals while rices are quiet but steady in price.

Teas continue to indicate strength under some recent advances in primary markets. Coffees are firm in primary markets but maintain a fairly steady tone on spot.

Dried fruits on spot have the usual summer quietness, awaiting something more definite in the way of crop returns and opening of prices on new season's goods.

The hog market has developed a weaker tone with prices dropping. Butter and cheese have an easier undertone while eggs also look weak. Domestic fruits and vegetables are in abundance and prices generally tend lower.

QUEBEC MARKETS

MONTREAL, July 26.—The grocery market in many lines continues to show improvement. Sugar was again advanced and now stands in a strong position at $7.50 a cwt. with all refiners quoting. Molasses takes a strong position in sympathy with sugar. The whole trade is looking forward to the new prices on canned goods. Prices on French and Belgian canned peas show an advance. Reports of a big crop of sultana raisins and a drop in the price come from the importers. There is a like condition in futures on currants. Citron peel is scarce but there is a good supply of lemon and orange peel. Shelled almonds will be lower since the crop is good and importers advise delaying purchases. Walnuts are however advancing and a high price is expected in October. There is no change in the rice market but conditions are improving. Cereals are firm with a good seasonable demand. Spices show more activity.

CEREAL PRICES STEADY

Montreal.

CEREALS.—The cereal market stands steady with a fair movement of supplies considering the season. There is no indication at the present time of any change in prices.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 50
Graham Flour, 98 lbs.	....	7 65
Buckwheat Flour		4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 06
White beans	....	0 07½
Green peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

FRENCH PEAS HIGHER

Montreal.

CANNED GOODS.—As yet there are practically no prices quoted on the new pack. The wholesale groceries are unanimous in the opinion that for domestis fruits and vegetables the prices will be lower and buying will be heavy in the fall. Both wholesalers' and retailers' stocks are low and must be replenished at an early date. Quotations from France and Belgium show an advance in canned peas since the crop has been a poor one. Amieux Freres quote a new price on French peas which shows an advance of $2 a case over that of last year. This advance is the same for the three grades . Report on pineapple show that the pack will be smaller than that of last year and that deliveries will be cut down since rain has damaged the crop to some extent. Local wholesale grocers state that their stocks of canned pineapple are very low at the present time and that if deliveries are now made in full a shortage of canned pineapple will almost be sure before the year is through.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, (New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 [illegible]	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20

Do., 2½		3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.		2 75
Raspberries 2's		3 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 40
Strawberries, 2's		3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s		4 20
Pears, 1s, Keiffer		4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves		2 60
Yellow cling, sliced		2 60
2's		2 80
2½s		4 20
Bartlett Pears		3 40
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.		2 40

CURRANTS AND RAISINS LOWER

Montreal.

DRIED FRUITS.—The prices on the new crop of currants show an easier trend and importers are looking for lower prices in the near future. Sultana raisins, three weeks ago, showed a reduction in their opening price for the new crop but since then there has been further reductions and the market price here will be much lower than that of last year. The reports of a large crop and the good quality of the raisins this year are promising and importers are buying freely. Citron peel is almost exhausted and many of the shippers cannot accept any more business at any price. Lemon and orange peel are in good supply and the quality is said to be of the very best this year. This price is a little lower but in mixed peels the higher price on citron balances up the difference and the price is about that of last year. The new price on California evaporated apricots shows a slight reduction and local wholesalers are quoting 25 lb. boxes at 38c. per lb.

DRIED FRUITS—		
Apricots, fancy		0 38
Do., choice		0 33
Do., slabs		0 30
Apples (evaporated) 25 lbs.		0 26
Do., 50 lbs.,		0 25
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed		0 31
Lemon		0 25
Orange		0 25
Citron		0 40
Raisins		
Valencias		3 19
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.		0 21
Do., 16 oz.		0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, excelsior, (36 10s), pkg.		4 50
Dromedary, (36-10 oz.)		7 20
Loose	0 10	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		12½

COFFEE MARKET UNCERTAIN

Montreal.

COFFEE.—There is quite a difference of opinion among local coffee dealers as to the position of this market. Some are strong in the belief that the market is due for higher levels while others are equally as convinced that there is an easy tone. All admit that according to figures the visible supply of coffee this year is less than last year but buyers are holding off and with the market quiet there is an uneasiness that does not substantiate the bullish reports. The market is in the balance and it appears that influences bearing in one direction or the other determine the trend of the market in the future.

COFFEE—	
Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

MACARONI REDUCED

Montreal.

PACKAGE GOODS.—The only change in package goods comes in macaroni and alimentary pastes. Catelli's Milk Alimentary paste is reduced from $360 a case of thirty 16 oz. packages to $3.40 a case. Bulk macaroni boxes of 30 lbs. are reduced to $2.75. Pastene's Splendor brand is reduced to $1.60 a box of 20 lb. The wholesalers are quoting another reduction in Macdonald cigarettes and the price for 500 is now $5.97, or $11.65 for 1,000.

PACKAGE GOODS—		
Breakfast, food, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages		0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s		2 35
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 5[illegible]
Hominy, pearl or gran., 2 doz		3 00
Scotch Health Bran (20 pkgs.) case		3 5[illegible]
Pancake Flour, case		7 1[illegible]
Pancake flour, self-raising, lb.		1 5[illegible]
Wheat Food, 18-1½s		3 75
Porridge wheat, 36s, case		6 [illegible]
Do., 20s case		5 50
Self-raising flour (3-lb. bags, doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 15
Puffed rice pancake Flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 [illegible]
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		3 00
Celluloid starch, 45 pkgs. case		3 80
Malt Breakfast Food, (36 pkgs		9 50
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian chese loaf, lb.		0 30
Pimento loaf		0 32
Swiss chees loaf		0 44

IMPROVEMENT IN SPICES

Montreal.

SPICES.—There are undeniable signs of improvement in the demand for spices but there is no change in price and no indication in primary markets of a movement in either direction. Local dealers report more activity but complain that prices are not what primary markets warrant. They expect, however, that the bigger demand will strengthen up the local market. Tariff changes in the United States, which are in suspense and which have an important bearing on the spice market, are responsible for the uncertain condition of the market across the border.

SPICES—		
Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Caraway seed, Dutch		0 20
Cocoanut, 20 lb. palls, per lb.		0 22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 41	0 46
Do., American high test	0 45	0 50
Cloves		0 55
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 30
Do., ground, 1 lb. tins		0 35
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

MOLASSES STRONG

Montreal.

MOLASSES.—There is no change in the molasses market but it holds a strong position, particularly since the advance in the price of sugar. Both markets run closely together. Corn syrups are steady with a fair seasonable demand.

SUGAR AGAIN ADVANCED

Montreal.

SUGAR.—The predicted advance in sugar has come. All the local refiners are now quoting $7.50 a hundred for granulated, an advance of 25c. The sugar market is still in a strong position with raw sugar quoted at 3¾c. c. & f. New York. There is no positive proof that sugar will go higher but the feeling in the trade is that the peak has not yet been reached. Many retailers are holding the sugar they bought at the lower prices and buying now for immediate needs. This is evidence of the confidence in this market.

SUGAR—	
Granulated, per cwt.	7 50
Do., barrels	7 55
Granulated, gunnies, 5-20	7 70
Do., cases, 20 5-lb. cartons	7 90
Do., gunnies, 10-10	7 80
Do., cases, 50 2-lb. cartons	8 00

FIRMNESS IN RICE

Montreal.

RICE.—The rice market shows a slight stiffening in its position but as far as the local market is concerned, ther is no change. The demand is fair and millers state that for the season of the year it shows an improvement. Crop conditions are normal and there is no new feature of note which would play any part in determining prices for the fall.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 06½
Tapioca, per lb. (seed)		0 09
Do., (pearl)		0 09
Do., (flake)	0 08	0 09½
Sago	0 08	0 08½

SHELLED ALMONDS LOWER

Montreal.

NUTS.—Local importers of nuts strongly advocate that buying be delayed in the hope of lower prices on the new crop. Shelled almonds are lower in price and the crop is excellent in quantity. Shelled walnuts continue to firm up and some importers are of the opinion that the price will show an advance of 10c. per lb. between now and October. The market is quiet just now, but dealers are looking for a marked improvement in September and October.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Valencia shelled almonds 3 crown		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled		0 50
Peanuts, Jumbo		0 11½
Filberts (Sicily,) per lb.		0 16
Do. shelled No. 1 Spanish		0 10½
Do., salted red		0 17
Fancy splits, per lb.		0 29
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell		0 30
Walnuts, Marbot		0 28
Do., new Naples		0 28
Do., Bordeaux, shelled	0 58	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34

LITTLE CHANGE IN TEAS

Montreal.

TEAS.—There is little change in the condition of the tea market. Japan teas hold their strong position but buying is limited. Ceylon and black teas are steady and buying is limited to small quantities to meet immediate requirements.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 60	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 55	0 60
Early picking	0 60	0 80
Finest grades	0 75	1 00

PLUMS AND PEACHES LOW

Montreal.

FRUIT.—There is now definite proof that there is to be a large crop of domestic fruit on the market. Both farmers and fruit dealers claim an "enormous" crop of apples. Peaches and plums are heavy and prices are already low. Plums are selling here at 50c. and 60c. a 6 qt. basket and fruit dealers predict a price of 40c. for the 11 qt. basket before the season is over. Peaches are selling at the same price as plums. This is the last week for cherries. Raspberries are a little lower and are quoted at 22c. and 25c. a basket.

FRUIT—		
Apples, local, per bushel		3 00
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Messina	5 50	6 00
Florids, grape fruit	8 00	9 00
California Valencias	9 50	10 00
Oranges, late Valencias	10 50	11 50
California Pears, per case		7 50
Watermelons	0 00	0 75
Canteloupes, crate		6 00
Cherries, Red, 11 qt.		1 00
11 qt. baskets, black	1 25	1 35
Honey Dew Melons 6-8	5 00	6 00
Cherries, sour, 11 qt.	1 00	1 10
Plums, basket, 6 qt.	0 50	0 60
Do., 11 qt.	0 75	1 00
Pears	2 50	3 00
Peaches, 6 qt.	0 50	0 60
Do., 11 qt.	0 75	1 00

TOMATOES LOWER IN PRICE

Montreal.

VEGETABLES.—The feature of the vegetable market is the sudden reduction in the price of tomatoes. Local tomatoes are now on the market in good supply and the quality is also good. Western tomatoes are selling $1.25 for an 11 qt. basket. Potatoes are down again to $2.00 a bag. Cucumbers advanced slightly to 60c. a doz. The prospect for a good crop all around this year is fine. Already the offerings on the market are large.

VEGETABLES—		
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.		2 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 50	6 00
New potatoes, local, per bag	2 00	2 25
Bermuda onions, crate		2 50
Egyptian onions, per 100 lb.		5 00
Spinach, barrel, local	0 40	0 50
Cucumbers, local, per doz.		0 60
New Turnips, per doz.		1 50
Parsley, per doz.		2 00
Radishes, per doz.	0 10	0 15
Tomatoes, 11 qt. basket		1 25

ONTARIO MARKETS

TORONTO, July 26.—The sugar market continues to occupy a strong position. The raw market is active with prices moving upward, while refined sugar has advanced 25c per cwt., making the Toronto basis $7.84 for standard granulated. Cereals, generally are steady, but in some quarters a shade higher price is quoted on rolled oats. Coffees are firm, but little change is noted in spot quotations. Jams are firm and canned goods continue to show a good movement for immediate wants. Nothing of interest has developed in dried fruits during the week, the movement being rather quiet. Recent reports from primary markets indicate that there is a probability for arrivals of new crop shelled nuts being much later than previous years. Teas continue with a strong situation. Fruits and vegetables are plentiful and prices, generally, tend easier.

CEREALS HOLD STEADY

Toronto

CEREALS.—There continues to be an active demand for cereals. For several weeks, and in fact almost throughout the summer months, rolled oats have had an exceptional demand this season of the year, which is one of the reasons attributed to the strength displayed in this commodity. Another factor has been the rising cost of oats and the cost of milling which millers claim is practically on a par with present wholesale prices. In some quarters, rolled oats are quoted at an advance of 10c per bag, but the general price to the retail trade remains at $3.30 per bag.

CEREALS—	
Barley, pearl, 98s	5 00
Barley, pot, 98s	3 75
Cornmeal, golden, 98s	2 90
Oatmeal, 98s	3 85
Corn flour, 98s	2 80
Rye flour	4 40
Rolled oats, 90s	3 30
Rolled wheat, barrel	6 25
Cracked wheat, bag	5 00
Breakfast food, 98s	4 75
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split, per bag	7 50
Marrowfat Green peas, Ont.	7 75 8 50
Graham flour, 98s	4 50
Whole Wheat Flour	4 10
Wheat Kernels	5 25

BEANS NOT ACTIVE

Toronto.

BEANS.—The bean situation continues quiet with practically no movement except in very small quantities. Prices, however, are firmly held.

BEANS—		
Candian hand picked, per bu.		4 40
Do., No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

COFFEES HOLD FIRM

Toronto

COFFEES.—For some time past primary conditions in the coffee market seemed to warrant a higher range of values to the retail trade. In some quarters this stiffening in prices is still anticipated and already a shade higher price is quoted on certain blends. Others, however, have not made any change but are firmly maintaining quotations.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.		0 48
Jamaica, lb.		0 35
Rio, lb.	0 23	0 25
Santos		0 35
Mocha, lb.	0 52	0 55

STRONG JAM SITUATION

Toronto.

CANNED GOODS.—Although canned goods in general continue to show a good movement, there is little of interest to report this week. Wholesalers are apparently awaiting the announcement of opening prices on this season's pack of canned vegetables and fruits, which is expected within the next week or two. Indications continue to point to a fairly high price on canned raspberries and jam. This season's raspberry crop is only about half of normal which coupled with the higher cost of sugar, tend to make a higher range of prices than was expected a few months ago. One manufacturer is quoting raspberry jam, fours at 80c each: 12 oz. jars at $2.75 per doz.; and 16 oz. jars at $3.60 per doz.

CANNED GOODS—		
Shrimps	2 85	
Salmon—		
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s.		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 45
Pinks, 1s, doz.		1 50
Lobster, ½-lb. doz.		5 25
Do., ¼-lb. tins	2 90	3 25
Whale steak, 1s, flat, doz.	1 75	1 90

Pilchards, 1-lb. talls, doz.	**1 75**	**1 80**
Herrings in Tomato Sauce—		
Ovals 1s per doz.	**1 75**	**2 15**
Ovals ½s, per doz.	....	**1 30**
Kippered Herrings—		
Ovals 1s, per doz.	**1 75**	**2 00**
Ovals, ½s, per doz.	....	**1 30**
Canned Vegetables		
Peas, standard, doz.	1 50	1 75
Beets, 2s doz.	**1 45**	**2 45**
Beans, golden wax, doz.	....	**2 15**
Do., Golden wax, fancy, doz.	....	**2 50**
Asparagus tips, doz.	**4 85**	**5 00**
Do., butts, doz.	....	6 60
Canadian corn	**1 20**	**1 60**
Tomatoes, 2½s doz.	**1 70**	**1 80**
Pumpkins, 2½s	**1 90**	**1 80**
Spinach, 2½s doz.	....	**2 05**
Do., 2s	....	**2 25**
Pineapples, sliced, 2½s doz.	....	**3 75**
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack, doz.	....	6 80
Do., 2½s, doz.	....	**1 75**
Pears, 2s, doz.	**3 00**	**4 25**
Peaches, 2s, doz., H. S.	....	**2 25**
Plums, Lombard, 2s, doz.	**2 40**	**3 10**
Blueberries, 2s	**2 35**	**2 45**
Strawberries, 2s, H. S.	3 50	....
Raspberries, 2s	**4 50**	**5 00**
JAMS—		
Black currants, 12 oz. doz.	**3 00**	**3 25**
Do., 16 oz. doz.	**3 50**	**3 90**
Do., 4s, each	**0 95**	**1 07**
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	**0 92**	**0 98**
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90
Marmalade—		
12 oz., glass, doz.	**2 25**	**2 45**
16 oz., glass, doz.	**2 75**	**2 90**
No. 4 tins, each	**0 58**	**0 65**

QUIETNESS IN DRIED FRUITS

Toronto

DRIED FRUITS.—In some quarters, a shade lower price is quoted on raisins, but other than that, nothing of interest has developed during the past week in the spot situation on dried fruits. The usual summer quietness prevails on all lines, awaiting something more definite in the way of crop returns and prices on new season's goods.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	**0 49**
Lemon caps, 12-lb. boxes, lb.	....	**0 31**
Orange caps, 12-lb. boxes, lb.	....	**0 32**
Mixed containing 4½ lb. lemon per lb.	....	**0 35½**
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	**4 35**
Currants—		
Greek Filliatras, cases	**0 14½**	0 15
Do., Patras	0 15	3 16½
Dates—		
Excelsior, pkgs., 3 doz., in case	....	4 00
Dromedary, 3 doz. to case	....	7 50
Do., 4 doz. to case	....	**3 90**
Fard, per lb.	....	**0 26**
Halloweee dates, per lb.	....	**0 12½**
Do., Sair	....	**0 07½**
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	....	**0 17**
60-70s, 25s	....	**0 16**
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California, Sultanas, lb.	0 16½	0 19
Seeded, 15-oz. pkts.	**0 17½**	**0 18½**
Do., 11-oz. pkts.	....	**14½**
Seedless, 15-oz. pkts.	....	**0 22**
Do., 8 oz., pkt.	....	0 12
Thompsons, seedless, bulk	0 19	0 19½
Valencia, Spanish	**0 19½**	**0 20½**
Clusters, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	**0 23½**
Muscat, 25 lb. box	....	0 19
Evaporated apples	**0 19**	**0 19½**
Figs—		
Natural bags, 30 lb.	....	**0 10¼**
Layer, 4 Crown	....	**0 30**
Layer, 7 Crown	**0 28**	**0 35**
Pulled, 10-lb. box, per lb.	....	**0 24**
Pulled, 1-lb. box, each	....	**0 20**
Do., 2-lb. box, each	....	**0 36**
Mats	**0 09**	**0 09½**
Peaches—		
Choice	....	**0 20**
Choice, extra	....	**0 22½**
Standard	....	**0 18½**
Apricots—		
Choice	....	**0 32**
Standard	....	**0 28**

NUT CROPS LOOK LATE

Toronto.

NUTS.—Recent reports from primary markets for shelled walnuts and almonds, says that the crop this season is very backward and that arrivals on this market will no doubt be much later than other years. In fact one importer made the statement that according to his information, it was very doubtful whether new goods would arrive in time for the Christmas trade. Nothing definite however, has yet come to hand and there is no doubt that this market will be watched with much interest for the next couple of months.

NUTS—		
Almonds, Tarragonas, lb.	**0 22**	**0 24**
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 22
Do., sweetened, lb.	....	0 22
Do., shred	....	20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	....	0 13
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled —		
Almonds, lb.	5 47	0 50
Filberts, lb.	0 24	0 37
Walnuts, Bordeaux, lb.	0 62	0 65
Do., Manchurian, lb.	0 62	....
Do., broken	0 40	0 50
Jordan Almonds	**0 70**	**0 75**
Brazils, lb.	....	**0 65**
Pecans, lb.	0 80	0 83

PACKAGE GOODS UNCHANGED

Toronto.

PACKAGE GOODS.—The demand continues good for practically all lines of package cereals. The market is steady with quotations unchanged.

Rolled Oats, 20s, round case	....	**5 00**
Do., 18s, case	....	**2 00**
Do., 20s. square case	....	**5 00**
Do., Aluminum Prem., 20s	....	**6 15**
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	**6 00**
Do., 20s, family, case	....	**6 90**
Package Peas, per doz.	....	**0 90**
Cornstarch, No. 1, lb. carton	....	0 09
Do., No. 2, lb. cartons	....	**0 07½**
Laundry Starch	....	**0 07**
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	**0 10¾**
Do., in 6 lb. tin canisters	....	**0 11½**
Celluloid starch, case	....	**3 80**
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	**2 70**	**4 75**
Buckwheat Flour, 24s	....	2 70
Self-rising Pancake Flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	**3 15**	**3 40**
Do., 30-8 oz. per case	2 00	2 20

NO CHANGE IN RICE

Toronto

RICES.—The market shows no change, continuing quiet but firm.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07½	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
White Sago	**0 08**	**0 08½**
Tapioca, per lb.	**0 7½**	**0 08**
Do., fancy	0 09½	0 10

CANE SYRUPS FIRM

Toronto

SYRUPS—No change has occurred in quotations on syrups or molasses. Cane syrups are in a firm position in view of the strength in the sugar market.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow	....	**0 05½**
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	**4 35**
Cases, 5-lb. tins, white, 1 doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	**4 50**
Cases, 2-lb. tins, yellow 2 doz. in case	....	**3 75**
Cases, 5-lb. tins, yellow, 1 doz. in case	....	**4 20**
Cases, 10-lb. tins, yellow, ½ doz.	....	**4 00**
Sugar Syrup—		
Cases, No. 2 tins 24 to case.	....	**4 50**
Maple Syrup—		
8 lb. tins, 10 to case, per case	....	14 50
2½ lb. tins 24 to case, per case	....	13 25
10 lb. tins, 6 to case, per case	....	11 50
5 gal. cans	....	11 00
1½ lb. tins, 24 to case, per case	....	7 50
5 lb. tins, 12 to case, per case	....	12 25
1 gal. tins, 6 to case, per case	....	13 20
Maple sugar, 1 lb. blocks, per lb.	....	0 18
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails, No. 2	....	1 70
West India, gal.	....	**0 30**
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35

SUGAR ADVANCES 25 CENTS

Toronto.

SUGAR.—Refined sugar advanced 25c per hundred on Saturday last, making the Montreal basis $7.50 for standard granulated which figures delivered Toronto $7.84. The raw market continues active and in a strong position.

SUGAR—	
Acadia Sugar Refinery, ex. gran.	7 84
Dom. Sugar Refinery, ex. gran.	7 78
Canada Refinery, gran.	7 84
St. Lawrence Refinery, gran.	7 84
Atlantic Refinery, gran.	7 84

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

PICKLING SPICES ACTIVE

Toronto.

SPICES—Spices for pickling and preserving purposes are commencing to move in heavier volume but other than that, spices show a steady movement in moderate quantities. Quotations are unchanged but firm.

SPICES—		
Cassia	**0 22**	**0 24**
Cinnamon	**0 35**	**0 40**
Cloves	**0 60**	**0 60**
Cayenne	**0 35**	**0 37**
Ginger, Cochin	....	**0 30**
Do., Jamaica	....	**0 55**
Mustard, pure	....	**0 45**
Pastry	....	**0 25**
Pickling spices	....	**0 20**
Mace	....	**0 55**
Peppers, black	0 20	0 22
Do., white	0 30	0 32
Paprika, lb.	....	**0 45**
Chillies, lb.	....	**0 50**
Nutmegs, selects, whole	0 30	0 40
Do., ground	....	0 30
Mustard seed, whole	....	**0 25**
Celery seed, whole	....	**0 45**
Coriander seed	....	0 18
Carraway seed, whole	....	0 20
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	**0 35**	**0 40**
4-oz. packages, doz.	....	1 75
2-oz. pkgs., doz.	....	**0 90**

POOR TEAS OFFERED

Toronto.

TEAS.—Recent advices from primary markets quote an advance of one cent per pound on all grades of Ceylon and Indian teas, and there does not appear to be any indication at the moment for this strength to be lessened. Another factor is that samples coming to hand recently have been of very poor quality, which no doubt has something to do with the strength displayed on grades which show good cup quality. No changes have occured in spot quotations to the retail trade.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	0 42	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 65
Do., seconds	0 50	0 65
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

BLUEBERRIES IN FULL SWING

Toronto

FRUITS.—The market is pretty well supplied with blueberries and the season is now at the best. Prices are some lower this week at $1.75 to $2.25 per 11 qt. basket. The first car of California Bartlett pears have arrived and are quoted at $5.50 per box. Oranges are a shade higher while in some sections of the fruit market, a 50c advance is quoted on lemons, making Verdillis 300s, $5 to $5.50 per case. The raspberry season is rapidly closing and it is thought that another week will see the end of them. Shipments this week of raspberries have been small but the quality was fair, although some showed the effect of recent rains. Prices ranged from 22c to 25c per box.

FRUITS—		
Oranges, Cal. Val.	7 00	11 00
Lemons, Verdellis, 300s, per box	5 00	5 50
Raspberries, per box, qts.	0 22	0 25
Bananas, per lb.	....	0 07½
Blueberries, 11 qts.	1 75	2 25
Grapefruits, 64s, 80s, 100s, and 126s	6 50	6 75
Watermelons, ea.	0 85	1 00
Apricots, Cal., per box	....	3 00
Plums, Cal., per box	2 50	3 00
Cantaloupes, standards	4 75	5 25
Do., flats	....	2 25
Peaches, per box	....	2 00
Do., Georgia Elbertas, 6 basket carriers, per case	4 75	5 25
Apples, bus. bkt.	....	3 00
Do., 11 qt. bkt.	0 60	0 75
Cherries—		
Sour, 11 qt. bkt.	0 85	0 90
Sweet white, 6 qt. bkt.	0 40	0 50
Sweet black, 6 qt. bkt.	1 25	1 50
Gooseberries, 11 qt. bkt.	1 00	1 50
Do., 6 qt.	0 50	0 75
Black Currants, 11 qts.	....	3 25
Do., 6 qts.	....	1 75
Red Currants, 11 qts.	1 00	1 50
Do., 6 qts.	0 50	0 75
Pears, Cal. Bartlett b s	....	5 50

VEGETABLES TEND EASIER

Toronto.

VEGETABLES.—Local vegetables are in abundance on the market and prices generally are lower. Cabbage and butter beans are inclined to be over supplied; larger crates of the former being quoted at $1.50, while the latter is a slow seller at around 50c per basket. Cucumbers are considerably lower at 50c per 11 qt. basket. Imported new potatoes are a shade down at $5.50 per barrel, while the local variety is bringing $2 to $2.25 per bag. Cauliflower is quoted at $2 to $2.50 per doz.; celery at 75c per doz.; and green corn, packed 8 doz. to the bag, at $2.75 to $3.

VEGETABLES—		
Potatoes, Ontario.	1 00	1 10
Do., No. 1, bbls., new	....	5 50
Do., local, new, bag	2 00	2 25
Onions, per bag 100 lbs.	....	4 50
Do., Spanish, large cases	....	5 50
Do., Spanish, half cases	....	3 00
Leaf Lettuce, doz.	....	0 25
Green Onions, local, doz.	0 25	0 30
Beets, local, do. bun.	0 20	0 25
Carrots, doz. bun.	0 20	0 25
New cabbage, large crates	....	1 50
Radish, per doz.	....	0 25
Green peppers, 11 qt.	0 75	1 00
Wax beans, basket	....	0 75
Cucumbers, per basket	....	0 50
Green Peas, 11 qt. bkt.	....	1 00
Cauliflower, doz.	2 00	2 50
Parsley, 11 qt. bkt.	....	0 50
Vegetable marrow, doz.	....	1 00
Celery, doz.	....	0 75
Corn, 8 doz. to bag	2 75	3 00

MANITOBA MARKETS

WINNIPEG, July 26.—Markets generally speaking apart from sugar and cane syrup are without any change of note. Business on the whole is good, although buying is not heavy. Cereals are in good volume with quotations steady. Canned goods are in fair demand and stocks are becoming low. New prices are expected on raisins and prunes around the first week in August. Local fruits and vegetables are arriving in abundance and prices are easier.

COFFEE SITUATION STRONG

Winnipeg.

COFFEE.—The primary market continues firm with a tendency towards higher levels. Local quotations on coffee show no change but higher values are expected in the near future.

COFFEE—		
Rio, roasted, best grade, per lb.	0 22	0 23
Mexican, roasted, best grade, lb.	0 40	0 42
Jamaica, roasted, best grade, lb.	0 30	0 31
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 50	0 52
Bourbon, best grade, per lb.	0 31	0 32
Santos, best grade, per lb.	0 30	0 31
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED GOODS STEADY

Winnipeg.

CANNED GOODS.—The market for canned goods is ruling steady as stocks are getting into small compass. Retailers are pushing the sales of canned goods so that their stocks will be low by the time new pack arrives. It is expected that prices on new packs will be lower.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1s, 4 doz. case	8 00	11 00
Do., 8 oz. pkgs., 6 doz. case, pkg.	....	0 15½
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ½s, 8 doz. case, doz.	....	2 85
Do., ½s, 4 doz. case, doz.	....	4 95
Oysters, 1s, 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 50
Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	9 00
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	16 00
Do., ½s, flat, 8 doz. case	....	16 00
Coho.e, 1s, tall, 4 doz. case	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins in case	....	3 20
Blueberries, 2s, 2 doz. case	....	6 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. 2s	....	18 25
Pineapple, sliced, 2s 2 doz. case	....	7 00

DRIED FRUITS UNCHANGED

Winnipeg.

DRIED FRUITS.—The Raisin Association revised price list is expected on old crop raisins around the first week in August. Prunes continue firm and new prices are expected in a couple of weeks. Peaches are maintaining their present prices. Apricots show an advancing tendency. Locally there is little change in quotations. Stocks are getting low and the market will be bare before the new pack of some lines arrive.

DRIED FRUITS		
Evaporated apples, per lb.	....	0 22
Currants, 90 lb., per lb.	....	0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.	....	0 13½
Dates, Hallowee, bulk, lb.	....	0 14
Do., pkgs., 3 doz. case, lb.	....	0 09
Figs, Smyrna, per lb.	....	0 14
Loganberries, 8 oz., 4 doz. case, pk.	....	0 27½
Peach s, standard, per lb.	....	0 21
Do., choice, per lb.	....	0 22
Do., fancy, per lb.	....	0 25
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.	....	0 30
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.	....	0 24
40-50s, 25s, per lb.	....	0 20
50-60s, 25s, per lb.	....	0 17½
60-70s, 25s, per lb.	....	0 16
70-80s, 25s, per lb.	....	0 14½
90-100s, 25s, per lb.	....	0 12½
In 5-lb. cartons, carton	0 73	0 80
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.	....	0 21½
Do., pkg., 12 oz., fancy, per pkg.	....	0 17½
Do., 16 oz., choice, per pkg.	....	0 16
Do., 12 oz., choice, per pkg.	....	0 21
Cal., 5 lb. cartons, per carton	....	1 15
Do., bulk, 25-lb. boxes, per lb.	....	0 20
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.	....	0 20
Do., bulk, 25-lb. boxes, per lb.	....	0 22
Do., bulk, 5-lb. cartons, per carton	....	1 15
Do., Cal. Muscatels, 5 lb. carton, per carton	....	1 15
Apricots—		
Do., Standard, 10s, per lb.	....	0 32
Do., 25s, per lb.	....	0 30
Do., Choice, 10s, per lb.	....	0 34
Do., 25s, per lb.	....	0 32
Do., Fancy, 10s, per lb.	....	0 36

CEREALS IN DEMAND

Winnipeg.

CEREALS.—Package cereals are unchanged. Dealers report a steady enquiry and a good consumption during the summer months.

PACKAGE CEREALS—

Rolled Oats, 20s, Rd. Ct.	3 75	4 56
Do., 3s, case square pkts.		3 75
Do., 18s, case		2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case		3 40
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00

BULK CEREALS—

Rolled Oats, 80s, per bag	2 65
Do., 40s, per bag	1 40
Do., 20s, per bag	0 76
Do., 10-8s, per bale	3 55
Oatmeal, 98s, gran. for stand bag	3 60
Wheat granules, 98s, per bag	4 70
Do., 16-6s, per bale	5 90
Peas, whole green, 100 lb. bag, per bushel	4 75
Peas, split, yellow, 98s, per bag	8 00
Do., split, yellow, 49s, per bag	4 10
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60 4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½ 0 14½
Barley, pot, 98s, per bag	3 45
Do., pot, 24s, per bag	0 93
Do., pot, 24s, per bag	4 00
Barley, pearl, 98s, per bag	4 60
Do., pearl, 24s, per bag	1 22
Cornmeal, 98s per bag	2 75
Do., 49s, per bag	1 45
Do., 24s, per bag	0 75
Do., 10-lbs. per bal	3 35
Buckwheat, Gritz, 98s, whole, per bag	6 00

NO CHANGE IN FLOUR

Winnipeg.

FLOUR.—There is no change in flour quotations. Buyers continue to buy in small lots to meet their necessary requirements.

FLOUR—

98 lb. sacks	3 90
Two 49 lb. sacks	3 97½
Four 24 lb. sacks	4 07½

JAMS ACTIVE

Winnipeg.

JAM.—There is an active enquiry for new pack strawberry jam which is now on the market.

JAMS—

Black Currant, 4s, per tin	0 89
Strawberry, 4s, per tin	0 89
Raspberry, 4s, per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 84
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 45

SHELLED ALMONDS EASIER

Winnipeg.

NUTS.—Reports from France state that the crop of walnuts and almonds will be above the average and although prices are ruling slightly easier indications point to an upward trend.

NUTS, SHELLED—

Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55

NUTS IN SHELL—

Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 28
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

RICE MARKET WEAK

Winnipeg.

RICE.—Advices from primary points indicate that the Southern market for rice continues quiet. Supplies appear to be ample for the demand as buying is in small quantities. Oriental rice is steady but in more or less of a limited demand.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 08¼
Do., 50-lb. sacks, lb.	0 08¾
Siam, 100-lb. bags, lb.	0 07½
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

ANOTHER ADVANCE IN SUGAR

Winnipeg.

SUGAR.—The New York market is active and raws and refined have advanced. Canadian refined has shown an advance of 25c per cwt. and quotations are now $8.50 per cwt. B. C. refiners have advanced their prices 15c per cwt in Saskatchewan and Alberta.

SUGAR—

Extra gran., bags, 100 lbs.	8 50
Do, gunnies, 5-20 lbs.	8 90
Do., cartons, 20-5 lbs.	9 10
Do., gunies, 10-10 lbs.	9 00
Yellow, No. 1, lt. bags, 100 lbs.	8 10
Do., golden bags, 100 lbs.	8 00
Powdered sugar, bbls.	8 90
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 30
Icing, barrels	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	9 40
Soft lumps, boxes, 100 lbs.	9 30
Do., boxes, 50 lbs.	9 60
Do., cases, 20 cartons	10 35
Do., cases, 40½ lbs.	11 10
Small lump boxes, 100 lbs.	9 20
Do., boxes, 50 lbs.	9 30
Do., boxes, 25 lbs.	9 50
Do., cartons, 50 2-lb.	10 60
Do., boxes, 25 lbs.	9 30
Hard lump boxes 10 lbs	9 45
Do. boxes, 50 lbs	9 60

CANE SYRUP HIGHER

Winnipeg

SYRUP.—As expected for several weeks cane syrup has advanced 30c per case on 2s and 40c on other sizes. Corn syrup is ruling firm and an advance may be expected shortly.

CANE SYRUP—

No. 2s, 2 doz. case	5 30
No. 5s, 1 doz. case	6 15
No. 10s, ½ doz. case	5 70
No. 20s, ¼ doz. case	5 55

CORN SYRUP—

Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 25
Cases, 20-lb. tins, white, ¼ doz. in case	4 25
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 65
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 00

MAPLE SYRUP—

Pure, 2½s, tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	19 00
Pure, 10s, per case of ½ doz.	17 50

TABLE SYRUP—

Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80

MOLASSES BARBADOES—

2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75

MOLASSES BLACKSTRAP—

1½s, tins, ½ doz. case	4 35
2s, tins, 3 doz. case	4 20
2½s, tins, 2 doz. case	3 55
5s, tins, 1 doz. case	3 40
10s, tins, ½ doz. case	3 00

STARCH STEADY

Winnipeg.

STARCH.—There is a good demand for all lines of starch at unchanged quotations.

STARCH—

Corn starch, 1-lb. pkg., per lb.	0 08
Do., No. 1 quality, 1-lb. pkgs.	0 09½
Gloss, 1-lb. pkg., per lb.	0 09¾
Celluloid, 1-lb. pkg., p r case	4 00

PEPPERS FIRMER

Winnipeg.

SPICE.—White and black peppers are showing a firmer tone. Gingers have advanced 2c per lb. Other quotations are unchanged under a good demand.

SPICES—

Allspice, Jamaica, best qual., lb.		0 18
Cassia, Batavia, per lb.		0 35
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1 per lb.		0 53
Cinnamon, Ceylon, per lb.		0 50
Do., No. 10, carton, doz.		0 75
Cloves, Penang, per lb.		0 95
Do., Amboyna, per lb.		0 90
Do., Zanzibar, per lb.		0 60
Ginger, washed, Jamaica, No. 1	0 55	0 60
Do., Jamaica, No. 2		0 50
Do., Japan or Africa, lb.		0 20
Mace, extra bright Penang, lb.		0 65
per lb.		0 35

NUTMEGS—

Nutmegs, extra large brown, 70 lb., per lb.	0 55
Do., large brown, 85 lb., per lb.	0 40
Do., med. brown, 110 to lb., per lb.	0 35
Do., carton of six, per doz.	0 80
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz.	0 90
Do., bulk, No. 1, per lb.	0 22
Do., No. 2, per lb.	0 20

GROUND SPICE—

Allspice, bulk, per lb.	0 18
Do., No. 2, per lb.	0 16
Do., No. 1 4 oz. cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Cloves, bulk, per lb.	0 63
Do., 2 oz. cartons	1 45
Do., 4 oz. cartons	2 75

TEA PRICES STEADY

Winnipeg.

TEA.—There is no change in the condition of the tea market. There is a good demand locally.

INDIA AND CEYLON—

Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60

JAVAS—

Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

RASPBERRIES SCARCE

Winnipeg.

FRUITS.—Raspberries are reported scarce and are quoted at $4.50 per case. Washington apricots are in good demand at $2.50 per case. Peaches, plums, pears and other lines of fresh fruits are in seasonable demand at unchanged quotations.

FRUITS—

Peaches, per case	2 25	
Plums, per case	2 75	3 50
Pears, per case	6 50	
Apples, per box	4 00	
Apples, per basket	3 75	4 50
Raspberries, per case	4 50	
Cherries, per case	3 00	4 25
Cantaloupes, per case (Flats)	2 00	
Cantaloupes, (Standards) per case	5 00	

LOCAL VEGETABLES ARRIVE

Winnipeg.

VEGETABLES.—New local vegetables such as beets, turnips, carrots, potatoes, cabbage and cauliflower are arriving in good quantities and are meeting with a seasonable demand. California onions of the red and yellow variety are quoted at $4.50 per sack of 100 lbs. Ontario tomatoes are slightly higher at $3 per basket.

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE.

Calgary, Alta., July 25.—Sugar advanced twice during the week, a total of 30 per cwt., making the present price $8.84. Flour declined 50c per barrel. Evaporated apples are scarce and higher at 20c per lb. for 50s and 21c for 25s. Clark's tomato soup declined 15c per doz. Also most lines of Clarke's canned meats show a slight reduction. Stocks of fruit jars are not overly large and some kinds are getting pretty well cleaned up, with no further supplies available from manufacturers. Eddys' new match, the Silent Four Hundred is quoted at $15.15 per case of one gross boxes.

Beans, Kotenash, per cwt.	6 25	
Rolled oats 80s		3 00
Rice, Siam	**5 90**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	**7 50**	**8 00**
Sago	**7 50**	**8 00**
Flour, per bbl.		7 90
Sugar, pure cane, gran., cwt.		8 84
Cheese, No. 1, Ont., large		0 20½
Alberta cheese, twins		**0 20**
Do., large		**0 22**
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s		**10 80**
Eggs, new laid, local, case		**7 00**
Tomatoes, 2½s	**4 40**	**4 50**
Pumpkin, 2½s case	**4 05**	**4 25**
Lemons, case		**7 75**
Corn, 2s, standard case	**2 80**	**3 60**
Peas, 2s, standard case	**3 95**	**4 20**
New early June peas, case		**4 75**
Salmon sockeye 1s, case	20 25	21 25
Do., Sockeye, ½s		**21 55**
Evaporated apples, 50s		0 20
Do., 25s		0 21

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B., July 25.—The markets generally hold fairly firm and steady. The outstanding change is an advance in sugar of 25c. per cwt. Standard granulated sugar is now quoted at $7.75 and No. 1 yellow at $7.25. Clear pork is higher at $34 per barrel.

Rolled oats, bag		**4 00**
Do., bbls.		**9 00**
Cornmeal, gran., bags		2 75
Rice, Siam, per cwt.		6 60
Tapioca, per 100 lbs.		9 50
Molasses, gal.		**0 60**
Tomatoes, cans, doz.		1 90
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 14
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 23
Almonds		0 22
Brazils		0 20
Peanuts		0 13
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.		1 65
Pork, clear, bbls.		34 00
Oranges, per case	11 00	12 00
Lemons, case		7 50
Grapefruit, case	10 00	
Pigs' feet, per 20-lb. pail		**2 25**
Hams, shoulder, per lb.		**0 22**
Bacon, side per lb.		**0 33**
Bacon roll, per lb.		**0 62**
Lard, pure, in pails, lb.		0 18
Lard, pure, in tubs, lb.		0 17½
Shortening, in pails, lb.		0 17
Shortening, in tubs, lb.		0 16½
Butter, creamery, prints		0 38
Butter, creamery, solids		0 36
Oleomargarine		**0 23**
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		**0 21**
Eggs, per doz.		**0 30**
Sugar, gran.		7 75
Do., cut loaf		9 45
Do., No. 1 yellow		7 25

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N.S., July 25.—Flour declined to $10 per barrel. Eggs are lower at 30c per doz. while butter dropped 2c per lb. Creamery prints are now quoted at 38c and solids at 36c per lb. Potatoes are scarce and slightly higher at $1.50 per bag. Oranges are offered lower at $9 to $10 per case. Cauliflower is also easier at $3 per doz.

Flour, No. 1 patents, bbl.		10 00
Cornmeal, bags		2 50
Rolled oats, per bag		**4 00**
Rice, Siam, per 100 lbs.	0 08½	
Tapioca, 100 lbs.		7 50
Sugar, standard, gran.		7 50
Do., No. 1 yellow		7 00
Molasses, gal.		0 65
Cheese, Ont., twins		0 21
Eggs, fresh, doz.		0 30
Lard, compound		0 16½
Do., pure, lb.		0 18
American clear pork, bbl.		32 00
Tomatoes, 2½s., stan., doz.		**2 00**
Hams, aver., 25-35 lbs.		0 32
Do., aver., 18-25 lbs.		0 34
Hams, aver., 12-18 lbs.		**0 37**
Roll bacon		**0 24**
Breakfast Bacon		0 33
Butter, creamery, prints, lb.		0 38
Do., creamery, solids		0 36
Raspberries, 2s Ont., doz.		**4 00**
Peaches, 2s, standard, doz.		2 90
Corn, 2s, standard, doz.		**1 60**
Peas, standard, doz.		**1 85**
Strawberries, 2s, Ont., doz.		3 60
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 22
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 50
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 06
Do., American, bag 10 lbs.		13 50
Oranges, per case	9 00	10 00
Cauliflower, per doz.		3 00

Grain In Storage Shows Decrease

According to returns received at the Dominion Bureau of Statistics for the week ending July 14, 1922, the quantity of grain in store at the different elevators shows decreases in wheat of 1,738,782 bushels; barley, 245,100 bushels, and flax 29,089 bushels. Oats and rye indicate increases of 147,688 and 141,284 bushels, respectively.

In the Western country elevators, decreases are shown in all grains, viz. wheat, 136,848 bushels; oats, 6,673 bushels; barley, 21,972 bushels; flax, 4,216 bushels, and rye 11,550 bushels, making a net decrease of 181,259 bushels.

The interior terminal elevators show decreases in wheat of 68,894 bushels; oats, 46,551 bushels; and barley, 4,651 bushels. The Vancouver receipts of wheat were 9,503 bushels and the shipments nil.

In the public and private terminal elevators, Fort William and Port Arthur, decreases are shown in wheat of 660,888 bushels; barley, 231,180 bushels, and flax, 22,578 bushels. Oats and rye indicate increases of 428,698 and 53,834 bushels, respectively. The receipts of grain were 2,782,380 bushels and the shipments by vessel 3,557,945 bushels and by rail 656,549 bushels.

Winnipeg private terminal elevators show decreases in wheat of 2,242 bushels oats, 34,772 bushels and barley, 4 bushels.

In the public elevators in the East decreases are shown in wheat of 725,572 bushels; oats, 320,704 bushels and flax, 2,295 bushels. Barley shows increase of 45,953 bushels. The receipts of grain were 3,201,016 bushels by vessel and 734,550 bushels by rail while the shipments were 3,469,828 bushels by vessel and 1,499,661 bushels by rail.

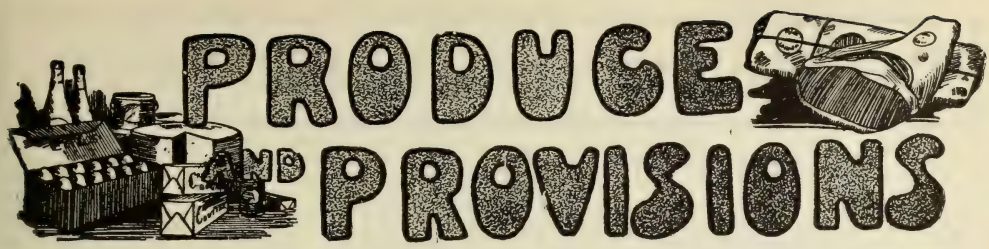
Greater Production Of China Tea Expected This Year

The tea trade has considerably declined since the World War, owing to the little demand in foreign countries, says a report from Foochow, China. During 1921 only 16,500 half-chests came to the Foochow market, each weighing 53 pounds. All stock, including the 1920, was cleared off during December-February, as there was a demand in England, Holland, and France. Prices were good at the latter part of the season; 4,175,233 pounds were exported from Foochow during 1921.

At present writing 933,000 pounds of green tea of the first crop of 1922 are reported to have arrived here. The market opened on April 15, 1922, and prices quoted were better than in 1921. Black tea of the 1922 crop has not yet appeared on the local market. It is expected that more tea will be produced in 1922, and it is reported that 40,000 half-chests will soon arrive from producing districts.

Nice Old Lady—"Will you kindly tell me if the lady who writes 'The Mother's Page' every week in your paper is in? I want to tell her how much I have enjoyed reading her article on 'The Evening Hour in Nursery.'"

Office Boy—"That's him over there with the pink shirt, smokin' a pipe."



Meat Department at Front of Store Increases Volume of Sales

Chas. P. Macklaier, Montreal, Moves Refrigerator From the Rear to the Front—More Readily Seen by the Man on the Street—Increase in Sales is the Result

MONTREAL. (Special). — Two weeks ago Chas. P. Macklaier, proprietor of the grocery store, known as the Italian Warehouse, 211 St. James St., moved the provision department from the rear of the store to the front, directly in front of the window. The object was to put this department to the fore during the summer months and so increase the sales of cooked and cured meats.

At the same time Mr. Macklaier put a new man in charge of the department, one who would devote all his time to developing this line. John B. Bowden, an Englishman who has had 19 years' experience in the provision business in England is now in charge. Mr. Bowden is a man who from his boyhood has turned all his attention to the grocery trade and made it a study. Not only that, but he has specialized in the provision department of the business.

Has Meant Bigger Sales

The moving of the provision department up to the front of the store has meant a marked increase in sales, according to Mr. Bowden. It has a great suggestive power during the hot days when the people passing can see the attractive arrangement of cold meats in a large glass front refrigerator.

The fact that one man in particular is in charge of the department also helps the sales. That man can study the line, make it attractive, know what he is talking about and know how to handle the goods. Customers appreciate such service and have confidence in the products and in the store itself. Mr. Bowden illustrated this point to Canadian Grocer representative by showing how cooked hams, for instance, could be prepared so that they look particularly attractive and clean.

A good open front refrigerator at any time in an advertisement for the lines it contains but particularly is that so when that refrigerator is placed so near the front window that it may exhibit its contents to the passers-by.

Ontario Beekeepers' Association Name Prices on This Year's Honey

Last Season's Crop Which Totalled 2,355,286 Pounds Now Cleaned Up—This Season's Crop is Reported Good—Good Average Crop in All Parts of Ontario

The Ontario crop of light honey for the season of 1922, totalled 2,355,286 pounds, according to a recent report of the Crop Committee of the Ontario Beekeepers' Association which recently met in Toronto. The crop is practically cleaned up and this season's crop will come on nearly a bare market.

Reports received from 423 members of the association, together with special reports from prominent apiarists in different counties, indicate that this year's yield of honey will be an average one and that the quality will be first class.

The following schedule of prices for this season's crop, f. o. b. shipping point was recommended by the committee:

Best Quality Light Extracted, wholesale, per lb. .....15c-18c.
Best Quality Light Extracted, retail (to consumer), per lb. .....20c-25c.
No. 1 Comb, wholesale, per doz. ..... $2.50-$3.50.
No. 2 Comb, wholesale, per doz. $1.75-2.50

EFFECTIVE FROM MAY 24

An enquirer writes to ask when the new taxes on cigars and cigarettes as outlined in the last budget announcement became effective. These taxes are effective from May 24 and not from July 1.

TUNA FISH BACK

The pack of white meat tuna on the southern California coast is expected to be as large as that of 1921, which amounted to around 400,000 cases. There is a carryover this year of only 15,000 cases, against around 100,000 cases last year. A good export demand this year is expected and with 50 per cent. of the pack already booked, it is believed there will be a clean-up on white meat tuna this season.

Trade Depression Is Passing the Old Country

Speaking of conditions in the Old Land at the present time, W. E. Courian, of Courian & Co., London, England, who is in Toronto this week, told Canadian Grocer that business depression is lifting, and indications point to better things ahead. The political situation is improving, and with the solution of questions of Empire importance gradually being accomplished, a general trade improvement is bound to ensue.

In passing comment, Mr. Courian remarked on a thing that has struck him very forcibly in England, and that is the almost total absence of Canadian canned goods, as contrasted with the more or less significant predominance of Australian and South African products. He believed there was a great market for Canadian canned stuff abroad, as recently large consignments of these lines from Australia and South Africa, immediately upon their arrival, were cleared by English, Scandinavian and German buyers.

While immense quantities of canned milk products were thrown on this market, assimilation has been rapid, and Mr. Courian expressed the opinion that a good market can now be anticipated. The French market too appears promising, but Canadian exporters are advised to do business through English houses who can judiciously advise as to credits, etc.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, July 26.—There are distinct signs of weakness in many lines of produce. At this season of the year the market is inactive and this has much to do with the trend of prices. The price on hogs and fresh pork dropped suddenly and early this week showed signs of a further drop. This is attributed to the falling off in consumption and a smaller demand for export. Smoked meats are weak in sympathy but prices hold in view of the good demand during the summer. For the same reason cooked meats are firm. There is no change in butter or cheese but there is a feeling that lower prices will come in the near future. The export market is quiet and stocks are accumulating although there is a fairly good domestic demand. The egg market is not as active as it has been and as stocks here are accumulating there is a weak feeling. Prices are in the meantime unchanged. Halibut, haddock, cod and salmon are higher in price. Gaspe salmon is finished.

EASIER TONE TO BUTTER

Montreal.

BUTTER.—Reports on the butter market conflict. Farnham showed a slight decline in price early in the week and some wholesale produce dealers were inclined to shade the price. The export market is dull at present and while there is a fair demand for small quantities in the local trade stocks are accumulating and there is an easier tone to the market. On the other hand some produce dealers report a steady market with a sufficient local demand to hold their prices firm.

BUTTER—		
Creamery prints, finest	0 37	0 38
Creamery solids	0 36	0 37
Dairy Solids	....	0 28
Dairy prints	....	0 30

CHEESE MARKET WEAK

Montreal.

CHEESE.—The export market for cheese is more quiet than it has been and it is apparent that English buyers are waiting a lower price. Local cheese dealers predict a drop in price in the near future since the make of cheese has been heavy this year and stocks are accumulating.

CHEESE—		
Old colored, twins	....	0 23
Old White	....	0 23
New Large, per lb.	0 18	0 20
New Twins, per lb.	0 18	0 20
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.	0 18	0 20
Stilton, per lb.	....	0 28
Quebec	0 18	0 20

EGG MARKET LOOKS WEAK

Montreal.

EGGS.—There has been no important change in the condition of the egg market. Supplies coming forward have been more than ample to meet the daily requirements and in consequence stocks on spot continue to increase, but, notwithstanding this factor a steady feeling has prevailed and prices show no change. The demand for domestic consumption has been only fair. Produce dealers claim that the presence of the wide variety of fresh fruits and vegetables on the market has tended to cut down the consumption of eggs. There is a distinct weakness in the egg market which may break at any time into a decline.

EGGS—		
Specials	0 37	0 40
Selects, new laid	....	0 33
No. 1	....	0 29
Storage	....	0 27

PORK PRICES DROP

Montreal.

HOGS.—A sudden break in the hog market came the latter part of last week. The decline amounted to from 50c. to $1 on select light weight, with prices ranging from $14 to $15, weighed off cars. Fresh killed hogs are also reduced and are quoted at from 20c. to 21c. per lb. Fresh cuts of pork are also reduced from 1c. to 2c. per lb. This comes as the result of a falling off in the demand for fresh meats and as some of the packers said: "Prices have been too high and were due for a drop just as soon as the market showed inactivity." It had been expected that the demand for export of smoked and cured meats would hold up the price on hogs but since this has fallen off the whole market suffered a decline.

FRESH MEATS—		
Hogs, live (selected, weighed off cars)	14 00	15 00
Fresh killed	20 00	21 00
Fresh Pork—		
Legs of pork (foot on)	0 21	0 22
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 20	0 21
Untrimmed	....	0 18
Pork sausage (pure)	0 20	0 21
Fresh Beef—		

	(Cows)	(Steers)
Hind quarters	0 15 018	0 12 0 16
Front quarters	0 10 0 12	0 06 0 08
Loins	0 23	.... 0 28
Chucks	0 10	0 11 0 12

COOKED MEATS FIRM

Montreal.

COOKED MEATS.—The cooked meat market is standing firm with a good demand. In spite of the weakness in other meat markets there is no indication here of any change in the price

COOKED MEATS—		
Hams, cooked		0 53
Sandwich	0 58	0 60
Square hams		0 55
Smoked shoulders		0 22
Bologna	0 10	0 21
Corned Beef 1's, per doz.		3 25
Per doz. 2's		5 75

WEAKNESS IN BACON

Montreal.

SMOKED MEATS.—In sympathy with the weakness in the hog market there is also an easier feeling in smoked and cured meats and some prices have been reduced. The trade is active owing to the increased demand for the domestic trade on account of the warmer weather and in consequence supplies are well cleaned up. Nevertheless the break in the price of hogs has had a weakening tendency on smoked meats. The prices on breakfast bacon and the best class of smoked bacon show no change as yet but there is every indication of a break in the price.

BACON—		
Breakfast, best	0 39	0 40
Smoked breakfast	0 30	0 33
Cottage rolls	....	0 30
Picnic smoked hams	....	0 23
Wiltshire	0 30	0 34
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 35	0 39
Do., 12-14	0 38	0 40
Do., 20-25	0 34	0 36
Do., 25-30	0 32	0 34
Over 35 lbs.	0 29	0 30

EASIER TONE TO LARD

Montreal.

LARD.—There is no actual change in lard prices but the tone of the market is easy and a reduction may be expected in the near future owing to the easier trend to hog prices.

LARD—		
Tierces, 60 lb.	0 15½	0 16½
Pails, 20 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
1 lb. bricks	0 17	0 18½

SOME ADVANCE IN FISH

Montreal.

FISH.—The fish market is quiet and Gaspe salmon is now off the market. Fresh halibut is scarce this week owing to the bad weather on the fishing grounds. Haddock, cod and halibut, all show a slight advance in price.

FRESH FISH—		
Herring	....	0 06
Market cod, fresh	....	0 06
Steak cod	....	0 08
Haddock	....	0 07
Halibut	....	0 22
Lake Trout	....	0 17
Flounders	....	0 08
Mackerel	....	0 12
Brook trout	....	0 50
Spring salmon	....	0 25
Dressed pike	....	0 12
FROZEN FISH—		
Haddock	....	0 06
Halibut	....	0 18
Chicken halibut	....	0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	0 13	0 14
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21

ONTARIO MARKETS

TORONTO, July 26.—The outstanding feature in the produce and provision markets is the weakness displayed in live hogs. The demand fell off considerably during the week, consequently a lower price prevailed with packers offering a further cut for the balance of this week. Bacon and cooked meats are steady under an active demand. Butter is firm while in some quarters a lower price is quoted on cheese. Eggs are weak with dealers quoting a lower price at country points. Spring chickens are easier while heavy fowl are slightly higher. Fresh caught halibut and whitefish are quoted at a higher range of prices.

BUTTER HOLDS FIRM

Toronto.

BUTTER.—The market continues firm under a good domestic demand and an active export enquiry. Prices are unchanged on the best quality but some brands of second grades are quoted a shade lower.

BUTTER—		
Creamery prints, No. 1	0 39	0 41
Creamery prints, No. 2	0 36	0 37

CHEESE SHADE LOWER

Toronto.

CHEESE.—Quotations on new make cheese are down one cent, making the price 19c. for large. September make, and in fact any cheese showing age is scarce and the small lots available are firmly held at 24c. per lb.

CHEESE—		
Large, new	0 19	....
Do., Sept.	0 24	0 24
Stilton, new	0 23	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGGS ARE WEAK

Toronto.

EGGS.—The market has a weak tone with dealers quoting a lower price at country points. The quantity of eggs offered during the past week was quite large as compared with the previous few weeks and in consequence a weaker feeling prevailed. Most of the arrivals are showing considerable waste and grade mostly No. 1. Selects, therefore show little change in quotations to the retail trade, while case run and No. 1s are down one cent.

EGGS—		
No. 1, per doz.	0 31	0 32
Selects, per doz.	0 34	0 35

SHORTENING STEADY

Toronto.

SHORTENING.—There is no change in the shortening situation as compared with a week ago. Prices are steady under an active demand.

SHORTENING—		
1-lb. prints	**0 17**	**0 18**
Tierces, 400 lbs.	....	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

NO CHANGE IN MARGARINE

Toronto.

MARGARINE.—Quotations are unchanged under a fair demand.

MARGARINE—		
Margarine, No. 1	**0 20**	**0 21**
Do., No. 2	....	**0 18**

STRONG LARD MARKET

Toronto.

LARD.—The market has a stronger tone at the present time. This condition is the result of the higher prices for live hogs and although the hog market has been somewhat weaker during the past week, it is only just now that lard made from the higher priced hogs, is coming on the market. Consequently quotations are up ½c. per lb. One pound prints are quoted at 19c. and on the tierce basis 16c. per lb.

LARD—	
1-lb. prints	0 19
Tierces, 400 lbs.	0 16

Tubs are ½c higher than tierces and pails one cent higher than tierces.

HOG PRICES DECLINE

Toronto.

FRESH MEATS.—The feature in fresh meats is the reduction in live hog prices. The demand has fallen off considerably and in consequence packers were able to put lower prices into effect and are offering another cut for the balance of this week Prices declined 50c. per cwt., making the fed and watered basis $14.50. A weakness also prevails in the cattle market owing to the arrival of considerable rough Western cattle. In dressed meats there are few changes. Some cuts of pork declining ½ to 1c. per lb.

FRESH MEAT—		
Hogs—		
Live, fed and watered, cwt.		14 50
Live, f.o.b.		13 75
Live, off cars		14 75
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 15 lbs.	....	0 31
Loins		0 33
Fresh hams, lb.		0 32
Tenderloins, lb.	0 45	....
Picnics, lb.		0 19½
Montreal shoulders		0 21
Boston butts, lb.		0 27
New York shoulders		0 20½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	**0 18**	**0 22**
Ribs, lb.	**0 16**	**0 20**
Chucks, lb.	**0 07**	**0 09**
Loins, whole, lb.	0 28	0 30
Hips, lb.	**0 14**	**0 16**

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	**0 13**	**0 15**
Do., medium	0 09	0 10
Sheep, whole, lb.	0 08	0 15
Lamb, Spring, lb.	0 25	0 27

Above prices subject to daily fluctuations of the market.

COOKED MEATS STEADY

Toronto.

COOKED MEATS.—An active demand continues with the situation firm but prices unchanged.

COOKED MEATS—		
Boiled ham, lb.	0 53	....
Do., square pressed	0 55	0 56
Boiled shoulders	....	0 47
Choice jellied ox tongue lb.	....	0 61
Jellied pork tongue	....	0 34

Above prices subject to daily fluctuations of the market.

SMOKED MEATS STEADY

Toronto.

PROVISIONS.—The market for provisions shows no change. Prices are steady under a good active demand for smoked bacon and hams.

Hams—		
Small 6 to 12 lbs.	0 37	0 38
Medium, 12 to 20 lbs.	0 37	0 38
Large, 20 to 35 lbs., lb.	0 30	0 33
Heavy, 35 lbs. and upward	....	0 26
Backs—		
Boneless, per lb.	0 43	0 45
Rolled, per lb.	....	0 51
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 35
Do., special trim	0 38	0 40
Cottage rolls in casing		0 38
Cottage rolls	....	**0 37**
Rol., per lb.		0 34
Wiltshire (smoked boneless), lb.	....	0 30½
Do., three-quarter cut	....	0 33
Do., middle	....	0 34½
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 15-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.		0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	36 00
Short cut backs, 200 lbs.	41 00
PICKLED ROLLS—	
Lightweight	47 00
Heavy	36 00

Above prices subject to daily fluctuations of the market.

SPRING CHICKENS LOWER

Toronto.

POULTRY.—The market continues quiet with prices on spring chickens down around five cents per pound. But on the other hand fowl weighing over five pounds are up 2c. to 4c. per lb.

POULTRY— Prices paid by dealers—	Live	Dressed.
Turkeys	**0 25**	**0 30**
Chickens, spring	0 25	0 30
Roosters	**0 14**	**0 20**
Fowl, 4 to 5 lbs.	**0 20**	**0 25**
Fowl, over 5 lbs.	0 22	0 27
Fowl, under 4 lbs.	0 14	0 20
Guinea hens, pair	**1 25**	**1 50**
Ducklings, 4 lb. and over	0 22	0 28
Prices to retail trade—		
Turkeys dressed		0 35
Chickens, spring	0 30	0 35
Fowl, 4 to 5 lbs.		0 30
Ducklings		0 35

FRESH HALIBUT HIGHER

Montreal.

FISH.—On account of scarcity of supplies, fresh caught halibut and whitefish are quoted higher this week. Chicken halibut is advanced to 19c. and 20c. per lb. and white fish is higher at 13c. to 15c. per lb. Other quotations are unchanged.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	....	0 10
Do., market, lb.	....	0 08
Halibut, Med., lb.	0 22	0 23
Do., Chick., lb	0 19	0 20
Whitefish, lb.	0 13	0 15
Trout, lb.	0 15	0 16
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
Salmon Red Spring	0 20	0 23
FROZEN FISH—		
Halibut, medium	0 17	0 18
Do., chicken	0 14	0 15
Salmon, Cohoe	0 15	0 16
Do., Red Spring	0 20	0 21
Do., Alaska Qualla	0 11	0 12
Do., Qualla	0 07	0 08
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH—		
Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....
Holland Herrings, mixed, 10-lb. keg	....	0 85
Do., milkers, 10 lb. keg.		0 95
Shrimps, No. 6 can		13 00

WINNIPEG MARKETS

WINNIPEG, July 26.—The butter market is ruling steady and the undertone is firm. Cheese is slightly easier. Eggs show an advance as receipts are falling off. The demand for smoked and cooked meats shows an improvement with prices well maintained. There is no change in the lard market. The feature has been the decline in the price of live hogs and the market is showing a weaker tone. The demand for fish continues seasonable.

BUTTER MARKET STEADY

Winnipeg.

BUTTER.—The butter market is without feature this week. Prices are steady and unchanged although the undertone is strong. There is a good enquiry for domestic consumption and buying is active.

BUTTER—	
Creamery, best table grade	0 40
Creamery, solids	0 37

NO CHANGE IN CHEESE

Winnipeg.

CHEESE.—There is no change in quotations on cheese. There is a light demand with large Ontario cheese quoted at 21c.

CHEESE—	
Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 21
Ont., twins, lb.	0 21½
Ont., triplets, lb.	0 22

STRONGER TONE TO EGGS

Winnipeg.

EGGS.—The market for eggs shows an advance in price. Receipts are slightly falling off and supplies are not in the best of condition. Eggs in cartons are quoted at 37c per doz. and No. 1 candled at 30c.

NO CHANGE IN LARD

Winnipeg.

LARD.—The lard market is ruling steady. Prices are well maintained under a limited demand.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 60

COOKED MEATS IN DEMAND

Winnipeg.

COOKED MEATS.—The cooked meats stand firm at the present basis and with warmer weather an improvement in the demand has been noted. No changes in prices are expected.

Hams, best quality, skinned 814 lbs.	0 52
Do., 13-1 lbs.	0 51
Roast ham, lb.	0 52
Roast shoulders, lb.	0 55
Jellied ox tongues, lb.	0 45
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lb.	0 15

SMOKED MEATS FIRM

PROVISIONS.—With the seasonable weather the demand for smoked ham shows an improvement in the demand. Hams are quoted at 33c to 39c per lb. The demand for bacon is fair and quotations are 24c to 45c per lb.

SMOKED MEATS—	
8 to 16 lbs., per lb.	0 39
16 to 20 lbs., per lb.	0 39
Boneless, 8-14 lbs., per lb.	
Skinned, 18 to 22 lbs., per lb.	0 39
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 41

POULTRY MARKET QUIET

Winnipeg.

POULTRY.—The demand for poultry is light and quotations show no change.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22 0 29
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42
Ducks, per lb.	0 33
Geese, per lb.	0 33

LOWER PRICES IN HOGS

Winnipeg.

FRESH MEATS.—The hog market is in an unsettled condition. Live selected are quoted at $13 per cwt. This is a decline of 50c per cwt. and the tone of the market is weaker. Trading on the cattle market is active. Choice butcher steers are quoted at $6. Choice heifers are in good demand and good quality is quoted at $4.50 to $5.50. Lambs are in good demand and are selling readily at $12. The sheep market is ruling steady and quotations are from $6 to $8.

HOGS—		
Selected, live, cwt.	13 00	....
Heavier	10 50	11 00
Light	12 00	13 00
Sows	7 00	9 00
Fresh Pork—		
Legs of pork, lb.	0 24	0 28
Spare ribs	....	0 15
Loins of pork, lb.	0 27	0 30
Fresh hams, lb.	0 26	0 30
Shoulders	0 17	0 19
Fresh beef—from steers and heifers—		
Hind quarters	0 19	0 22
Front quarters	0 06	0 10
Whole carcass, good grade, lb.	0 11	0 15
Mutton—		
Choice, lb.		0 22
Choice, 30-45 lbs.		0 32
Lambs—		
Choice Stews		0 12
Veal—		
Good veal, 40 to 80 lbs. hind quarters		0 25

FAIR DEMAND FOR FISH

Winnipeg.

FISH.—There is a good demand for fresh halibut and salmon. Lake trout and other lines are selling freely and quotations show no change.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 60
Haddies, in 30-lb. cases, per lb.	0 12
Kippers, East, Nat., 40 count. per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85

WESTERN NEWS

Percy Boxer of the W. H. Escott Co., Winnipeg, is on a holiday trip.

Geoffrey E. MacDonald of Tees & Persse, Winnipeg, is spending his vacation at the Lake of the Woods.

M. Wood of Tees & Persse, Winnipeg, is again to be found at his customary seat of duties after enjoying his vacation at Gimli.

W. Murray of W. G. Patrick & Co., Winnipeg, who has been on a business trip to the firm's office at Toronto has returned.

Frank Nesbit, of the W. H. Escott Co., who was married to Miss Audrey Balsillie on July 1, has returned from his honeymoon.

Screaton & Whiteside, Winnipeg, have been appointed Western agents for Cerebos of Canada, Limited, Toronto.

G. Wm. Walrond, managing director of Cerebos of Canada, Limited, Toronto, was a visitor to Winnipeg during the week.

The staff and employees of the Royal Crown Soaps, Limited, Winnipeg, held its annual picnic recently at Winnipeg Beach. The executive and team captains ably handled the program of events and prepared beforehand for the comfort and entertainment of all the friends who accompanied the party. Those in charge were: E. G. Parker, R. W. Fidler, B. Brocklesby, C. Robertson, N. J. Lawrie, J. W. McConkey, H. H. Taylor, W. J. Telfort, R. Ivison, W. Downie, E. B. Gee, F. Staples.

WINNIPEG CATERERS PICNIC AT GRAND BEACH

Winnipeg, (Special).—The Winnipeg Caterers' Association held their 39th annual picnic at Grand Beach, Wednesday July 19th, and over 10,000 persons were in attendance. Nine trains were required to convey the crowds to the beach.

A lengthy programme of sports was put on and were run off according to schedule. An orchestra provided music while the sports were being run off, and in the evening provided music for the dance and dance competitions.

An attractive souvenir programme containing pictures of the first annual picnic of the Association held in 1887 was provided. Other pictures of later years were also included. Candies and other good things provided by the wholesale houses were distributed on the trains.

"That chicken you sent me Saturday was a very old bird," said the bride of two weeks.

"You are mistaken, madam. It was a very young chicken," replied the butcher.

"Don't tell me that. Haven't I got eyes? Why, it hadn't a single tooth in its mouth."

LIPTON'S

HIGH-CLASS JAMS, JELLIES, Etc.

Made in our own Preserve Works from Finest Fruits

JAMS and MARMALADE

Awarded Grand Prize, Liege Exhibition, 1905; Gold Medal, Paris Exhibition, 1900.

HIGH-CLASS PICKLES
IN PURE VINEGAR

Awarded Gold Medal, Liege Exhibition, 1905.

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Harris Abattoir Co., Limited, Toronto



Also—Maple Leaf Hams and Bacon

Yes, sir!

Gunns' Maple Leaf Pork Sausage sells! It sells quickly because it is well advertised, but more especially because it is made only from the best quality pork and your customers like it. They come back for more.

Customers bringing repeat orders mean many sales for you. Be ready for them. Order your supply of Maple Leaf Pork Sausage now.

Phone Junction 3400

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Profits from Ketchup

Heinz Tomato Ketchup can mean only one thing — fresh red ripe tomatoes blended with pure spices, granulated sugar and onions. Years of experience and the finest materials insure the same high quality in every bottle. Such a product backed by the volume of newspaper advertising which it is receiving will, with proper attention, yield for you the most gratifying returns. Display Heinz Ketchup and watch your sales increase.

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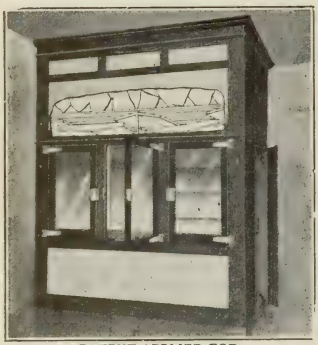
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This delicious fruit is now arriving, and very moderate in price. Much sought after by tourists.

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THE newest improvement in Arctic design is the patented ice box pans, which can be swung completely over so that the surfaces are in a vertical position, allowing easy cleaning and the complete removal of all accumulated dirt. The pans can be quickly removed from the box without disturbing the doors or walls in any way. This added convenience with perfect circulation of cool dry air, perfect insulation, strong construction and handsome appearance make Arctic Refrigerators the best buy in the market.

Write now for folder describing the Arctic line.
We'll save you money.

John Hillock & Co., Limited
—Office and Factory—
154 George St., Toronto

"Mailing Lists Obsolete"

A large Canadian manufacturer enquiring about a mailing list of retail grocers in a certain Canadian city has been unable to secure an authentic one. He writes us that he has used certain alleged lists, but finds that they were practically obsolete.

In other words, there are so many changes in the grocery business from month to month that it is almost impossible to keep up a list that will approach accurateness.

Canadian Grocer is read by the largest number of retail grocers in Canada. It comes to their stores by paid invitation every week.

Moreover, it is subscribed for by grocery departments of large general and department stores and other big buyers whose names would not appear on a grocery mailing list.

From a recent investigation into our records we found that quite a number had been taking the paper continuously from its inception in 1886. Many more had been continuous subscribers for more than 20 years, a great many more than 10 years, and the big majority more than 5 years.

The readers of Canadian Grocer are the permanent business men in the Canadian grocery trade.

This is the type of merchant manufacturers want to reach. The most economical and effective method of reaching them is through the advertising pages of Canadian Grocer.

There is no other satisfactory way of reaching the clerks in these stores.

CANADIAN GROCER

VANCOUVER WINNIPEG TORONTO MONTREAL

Thistle Brand Finnan Haddie

meets many summer-time demands; the hurry-up lunch, picnic party, outdoor supper, camp meals. Served hot or cold, always ready. Are you ready for this demand?

Tippet & Co., Ltd.

General Sales Agents - Montreal



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Foreign and Domestic Fruit and Vegetables

LEMON BROS.

OWEN SOUND, ONT.

Now is the time to book orders for Spanish Dried Fruits



Fancy Muscatel Table Raisins

Packed in carton De Luxe.
The finest quality.
The finest carton on the market.
Will make a beautiful display.
Appealing by itself.

Figs

Esmeralda Brand FRAGRA style, 22 lbs. Boxes
PALACE BRAND Locoum style 1 lb. wooden boxes
" " " " 2 lbs. " "
" " " " 4 lbs. " "
" " " " 10 lbs. " "
" " " " 22 lbs. boxes
White Malaga Figs in Mats 25 and 28 lbs.

Also shippers of Valencia and Jordan Almonds.

Place your orders now with your wholesalers for direct importation.

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all qualities
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FRENCH CASTILE SOAP

"La Grappe d'or" 72%
in Bars, Squares and Cakes.

Henri Jonas & Co.

MONTREAL

Sole Agents for Canada

Junket
MADE with MILK



During the hot summer months the housewife likes to serve light, tasty desserts—something that is a "little different" and that tempts the appetite in warm weather. The live grocer is making big sales of

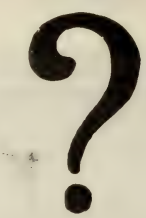
Junket Tablets

A delicious, economical and nutritious dessert quickly prepared. Put up in 10 tablet packages and retails at 15c—a very fine seller.



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Softness,
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Even perforation,
Uniform rolls of standard size.

These can all be found in Interlake Standard Brands. Made for the most discriminating buyer and in Canada's most modern mill.

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"BLUE BIRD" "OLD DUTCH"

Full roll samples mailed free on request. All Brands of Merit from Merritton. Your Jobber can supply you, or write us direct.

Interlake Tissue Mills Co.
Limited

Head Office 54 University Avenue, Toronto, Canada.
Sales Branch: McGill Bldg., Montreal, Que.
Mills at Merritton, Canada

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READERS OF CANADIAN GROCER

Please write to our Editor at any time regarding any matter upon which you wish information.

The Editor,
CANADIAN GROCER,
153 University Ave.,
Toronto, Ont.



BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto
STROYAN-DUNWOODY CO.
Confederation Life Building
Winnipeg, Man.
OPPENHEIMER BROS., LTD.
Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, CAN.

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

EXPECT A FAIRLY GOOD APPLE CROP

According to the July fruit report of the fruit branch of the Dominion Department of Agriculture, the crop of apples on the whole, promises exceedingly well in Ontario, although Spies, Baldwins and Greenings are estimated to be light. In other apple growing provinces a crop 25 per cent. lighter than last year is indicated. Peaches and plums promise well in Ontario, while grapes are likely to prove a fairly good crop, but pears appear to be below the average.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1977
LONDON, ONTARIO

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.
It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.
The "want ad." is the great force in the small affairs and incidents of daily life.

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

FOR SALE—GOOD BUSINESS, GROCERY and Bakery in splendid locality, doing good business. Owner leaving town. Apply Box 228. Canadian Grocer, 153 University Ave., Toronto.

WANTED

WANTED—POSITION, CLERK IN GENERAL store, long experience good references, both languages. French Canadian. Age 26. Box 212 Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED—An aggressive agent in Quebec City desires to connect up with other lines. Visits every grocery store and restaurant. Address No. 585 St. Valier St., Quebec, P.Q.

Good papers furnish A.B.C. reports to their advertisers.

Canadian Grocer is a member of the Audit Bureau of Circulation.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St. Toronto.



HANDLED BY
Wholesale and Retail Druggists
AND
Wholesale and Retail Grocers
HAROLD F. RITCHIE & CO.
LIMITED
SALES AGENTS FOR CANADA
10 McCaul Street, Toronto, Ont.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Money Order for $4 Cheque (four dollars) for 52 copies, one each week.

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.

Brunswick Brand Sea Foods



(Ready to Serve)



WHY ARE THEY IN EVERY GROCERY STORE IN CANADA ?

— Because these incomparable SEA FOODS, through their high standard quality, have won the confidence of Canadian women.

— Because their cost is low — they are cooked to perfection and their wholesome flavor and purity can be depended upon.

These are a few big reasons why the majority of aggressive grocers throughout Canada have found these fine profitable sea foods such worthwhile sellers—why they feature them so often in their windows and on their counters.

If you've never experienced the extra profits and 100% satisfaction they bring it will pay you to ask your wholesaler for just a small trial order.





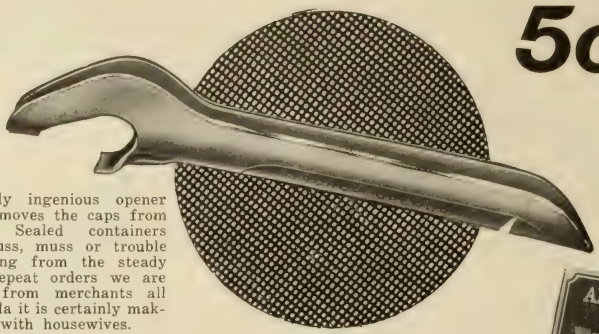
Connors Bros., Limited

BLACK'S HARBOR, N.B.

Winnipeg Representatives :

Chas. Duncan & Son, Winnipeg, Man.

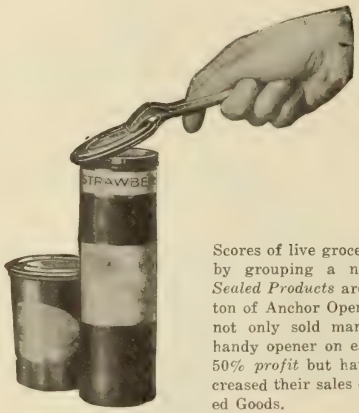
Every Housewife Requires An
ANCHOR OPENER
5c



This handy ingenious opener quickly removes the caps from "Anchor" Sealed containers without fuss, muss or trouble and judging from the steady flow of repeat orders we are receiving from merchants all over Canada it is certainly making a hit with housewives.

Anchor openers are packed in attractive display cartons each containing three dozen openers in individual containers. These cartons cost you $1.20 net and you sell each opener for 5c., which gives you a profit of 60c. on each carton.





Scores of live grocers have found that by grouping a number of *Anchor Sealed Products* around a display carton of Anchor Openers that they have not only sold many cartons of this handy opener on each of *which is a 50% profit* but have also greatly increased their sales of all Anchor Sealed Goods.

Write for a display carton of these much needed openers. A similar display on the counter will net the same big double profits.

Anchor Cap & Closure Corporation

of Canada Limited

WALLACE AVE. - - TORONTO

MAIL THIS TODAY

Anchor Cap & Closure Corp.
Toronto

P.O.

Enclosed please find order money for which mail or express me..... cartons Anchor Openers.

Name ... ...

Address ... ...

MARITIME ISSUE

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
The Largest Circulation of any Trade Paper in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

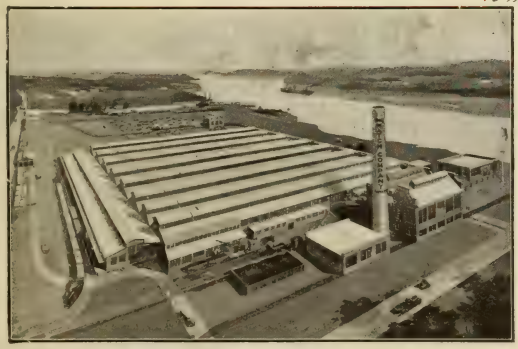
VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., AUGUST 4, 1922 No. 31

YES ~ there's always plenty of room

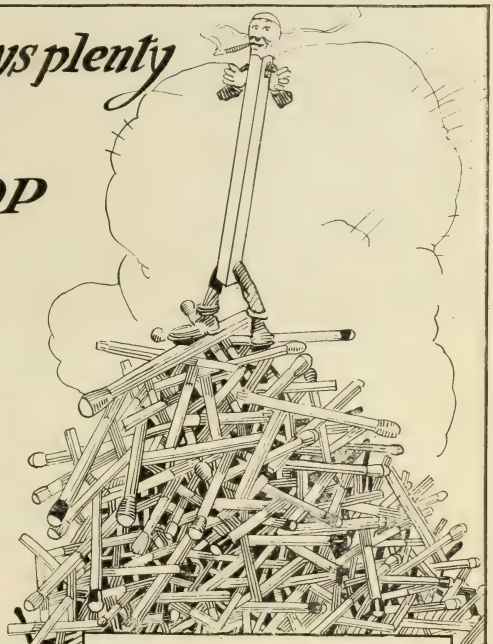
AT THE TOP

You've sometimes seen a dealer elbow his way into a thickly served district and by a combination of good goods, courage, knowledge and new snappy service get right to the top amongst the dealers of the town. Perhaps you've done it yourself! You will appreciate then, the modern methods and the superior service to dealer and public that will feature

The SQUARE Match



The finest and most modern match factory in Canada. The Match Company Limited, Berthierville, Que.



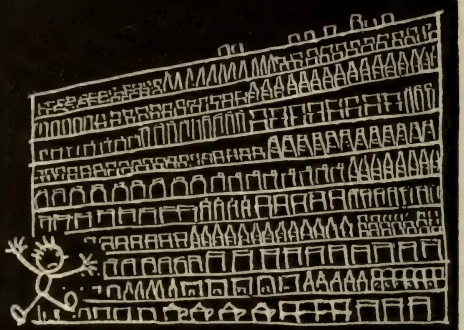
In the first place, we've got the Match, a new SQUARE beauty —the only shape to make the perfect match. We have made exhaustive researches—we have great technical experience, ample resources and the most modern plant in Canada—these are the service factors that will earn your patronage and enable us to give Canada the perfect match.

The MATCH COMPANY LIMITED

Executive Offices
137 McGill St., Montreal

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.

Ever see this sight?
(You certainly have)



A LONG, LONG LINE of grocery shelves. Shelves upon shelves — around the store and from floor to ceiling. Bottles and jars and packages and cakes and cans — pretty nearly everything.

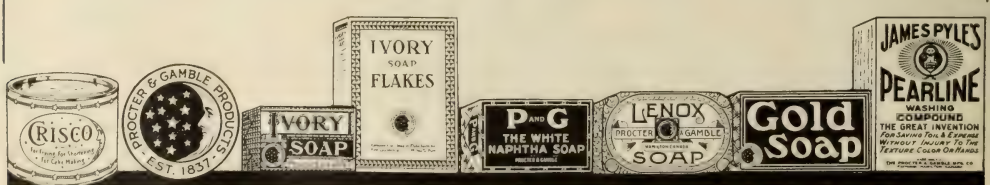
Try as he will! Can a poor clerk talk to a customer about them *all!* How *can* unknown goods expect to have much valuable time spent on them in explanation!

"The better it's known, the better it sells."

That is why all the world sees Procter & Gamble spreading out their name and brands in every city and town — constantly advertising to eighty million people.

The Procter & Gamble Distributing Co.
CINCINNATI, OHIO

BRANCHES *Send Mail Orders to Nearest Address*
Atlanta, Baltimore, Boston, Chicago, Cleveland, Dallas, Denver, Detroit, Kansas City, Los Angeles, Memphis, Minneapolis, New Orleans, New York, Philadelphia, Pittsburgh, St. Louis, San Francisco, Seattle, Syracuse, Toronto, Ont.



One good reason
why you need this sign



Rarely do you have the chance to tell your customers why it is to their advantage to trade with you.

This is one good reason why you need this sign—so that everyone entering your store may know and appreciate the advantage of trading at your store where the weighing is done on TOLEDO SCALES. NO SPRINGS—HONEST WEIGHT.

If you are not getting the benefit of this sign, you should write us now. This will not place you under any obligation whatsoever.

Canadian Toledo Scale Co., Limited

Windsor, Ontario

Offices and Service Stations in all Principal Cities

— MADE IN CANADA —

TOLEDO SCALES
NO SPRINGS—HONEST WEIGHT



CODES { BENTLEY'S / WESTERN UNION / A B C 5TH EDITION

TELEPHONE SEYMOUR 7540

CABLE ADDRESS: BRODICK, VANCOUVER B.C.

WALLACE FISHERIES
LIMITED.

CANNED SALMON
CANNED HERRING
CANNED PILCHARDS
DRY SALT HERRING
FROZEN HERRING
FROZEN SALMON

VANCOUVER, B.C. June 22rd, 1922.

Mr. Roy Lunter,
C/o Canadian Grocer,
C i t y.

My dear Hunter:

Referring to our conversation, I am very pleased to confirm to you my statement that we have obtained exceedingly satisfactory results from our advertisement in the "Canadian Grocer".

I have no hesitation in saying that I firmly believe that any product, no matter how high a class it is, will obtain considerable benefit if it is advertised in the right way in the right kind of a periodical.

Yours very truly,

General Manager.

PLB/D.

The above letter speaks for itself. Continuous advertising in Canadian Grocer keeps the trade informed on your goods, saves time of both the salesman and the merchant, assures you that in no section of Canada can you or your goods be forgotten.

"Niagara Falls Brand"

PINEAPPLE TIT-BITS

For Profitable Summer Selling

Niagara Falls Pineapple Tit-Bits are cut from the ripest, juiciest, most delicious sections of selected creamy-white pineapples. They are preserved in heavy syrup made from pure, granulated sugar and find a ready sale at this time of year. They are made in Canada by Canadians for Canadian people. Buy Made-in-Canada goods and keep Our Factories Busy.

Suggest to your customers that they use Pineapple Tit-Bits for fruit salads and other summer desserts.

We can make immediate shipment--Order now

DOMINION CANNERS LTD.

HEAD OFFICE: HAMILTON, ONTARIO



Three popular warm weather sellers that it always pays to feature

"MALCOLM"

(*All Canadian*)

MILK PRODUCTS

Keep a prominent display of these handy products in your windows and on your counters during the vacation season.

For the summer resort, for camping, for picnics, etc., as well as for general household use their proven economy, deliciousness and convenience has made them exceptionally fast summer sellers.

Malcolm Milk Products

Are hygienically made from the finest, purest milk. Their quality is second to none in the world.

The Malcolm Condensing Co., Limited

St. George, - Ontario

Now is the time to book orders for Spanish Dried Fruits



Fancy Muscatel Table Raisins

Packed in carton De Luxe.
The finest quality.
The finest carton on the market.
Will make a beautiful display.
Appealing by itself.

Figs

Esmeralda Brand FRAGRA style, 22 lbs. Boxes
PALACE BRAND Locoum style 1 lb. wooden boxes
" " " " 2 lbs. " "
" " " " 4 lbs. " "
" " " " 10 lbs. " "
" " " " 22 lbs. boxes
White Malaga Figs in Mats 25 and 28 lbs.

Also shippers of Valencia and Jordan Almonds.

Place your orders now with your wholesalers for direct importation.

Buy Thornton's, They Are The Best

THORNTON & COMPANY

Malaga - - Spain

Agents: St. Arnaud Fils & Cie, 17 St. Paul St., East, Montreal, P.Q.
Donald H. Bain & Co., Winnipeg, Man.
R. S. McIndoe, Toronto, Ont.
Jarvis & Co., Vancouver, B.C.
Geo. J. Hayward, St. John, Newfoundland.

A Product Endorsed by Professional Opinion For Over 50 Years

is one that you can recommend, not only with confidence, but salesmaking satisfaction to your trade. Your recommendation of

ENO's FRUIT SALT



as a daily aperient which can be used with benefit to young and old alike will result in health for your customers and added sales and increased profits for you. A teaspoonful in a glass of cold water makes a bubbling, fizzing, stimulating early morning drink that "puts one on his toes" for the day.

Prepared only by

J. C. ENO, Limited, "Fruit Salt" Works, London, England

Agents For North America

HAROLD F. RITCHIE & CO. Limited

10 McCAUL STREET, TORONTO

Note:
A series of unique and attractive show cards will be gladly supplied to dealers or others interested on application to the Canadian Selling Agents, Harold F. Ritchie & Co., Ltd.

MACDONALD'S Cigarettes

The Dealer's Chance!

The new 15c. cigarette your trade has been waiting for! A Macdonald product with Macdonald quality and the usual generous Macdonald profit to the seller.

The Tobacco with a heart



MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
501 Confederation Life Bldg., Winnipeg
OFFICES:
St. John Montreal Toronto Vancouver

The City Dray Co., Limited
230 Princess St.,
Winnipeg
Storage and Distribution
Insurance Rate 30c

When Writing to Advertisers Mention This Paper

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches; Regina, Saskatoon, Edmonton, Calgary, Vancouver, Fort William, Montreal
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION



½ million buyers see an advertisement similar to this every week. Display the Tea.

The Codville Company Ltd.

5



OAKEY'S

"Wellington"

KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *Save* You Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

F. S. JARVIS & CO.
18 Toronto St. Toronto
MANUFACTURERS' AGENTS
Specializing in all Lines of Food Products

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AN MERCHANDISE BROKERS
60 Front St. West
TORONTO

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

J.R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

SAINSBURY BROS., LTD
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
Head Office 35 Front St., East, Toronto
OFFICES:
Vancouver Winnipeg Montreal St. John

CARLING'S
"REDEMIXT"
Malt and Hop Syrup

Here's an opportunity to make Summer Profits that will amaze you.

Good grocers from coast to coast are netting exceptionally big profits with **Carling's Redemixt Malt and Hop Syrup.** Are you getting your share? Each day the demand for this dependable product is rapidly increasing and everywhere it is displayed it is proving a whirlwind seller.

Carling's Redemixt is recognized the best, easiest and quickest way of making **Old Time Heavy Ale** without fuss or trouble. Be sure you specify Carling's. The 65 year old quality reputation behind the name CARLING is a guarantee of highest quality and absolute satisfaction.

CARLING DISTRIBUTING AGENCY
LONDON, ONTARIO

THE BEST IN 1750 STILL LEADING

PURNELL'S
Pure Malt VINEGAR
IN CASK OR BOTTLE
Purnell & Panter, Ltd., Bristol, England

Make a good article, Advertise it, keep your promises, keep on Advertising, deliver the goods, keep on Advertising—and you will get the business.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
17 ST. PAUL EAST — MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

BRITISH GELATINE
We represent ZIMMERMAN & COMPANY manufacturers of Gelatine. These are of special high quality and low prices. Your enquiries solicited.
J. RUSSELL-MURRAY CO., LIMITED
Coristine Building, MONTREAL

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

HARRIES & CROMWELL
GROCERY BROKERS
IMPORTERS and MANUFACTURERS' AGENTS
11 St. Sacrament St., MONTREAL

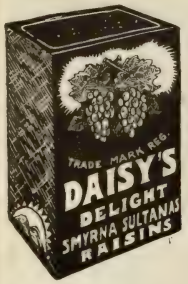
SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
116 St. Nicholas Bldg., Montreal.
OFFICES:
Vancouver Winnipeg St. John Toronto

LANGLOIS LIMITEE LIMITED
Wholesale Grocers & Manufacturers' Agents
Importers Teas & Coffees
SPECIALTY: FLOUR & GRAIN
113 Rue St-Paul, Quebec
We Solicit Your Representation

When Writing to Advertisers
Kindly Mention This Paper . .

Kolacafé REGD
The World's best coffee essence
If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

7 Direct Lines Out of Stratford
Make It the Quickest Shipping Centre
We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.
"Buy your fruits where you buy your groceries and your groceries where you buy your fruits"—***saving double freight and double cartage.***
Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.
James Lloyd & Son **Box No. 266** **Stratford, Ont.**



Book Your Orders

"NOW"

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SMYRNA SULTANAS, ELEME & BLACK RAISINS, also SMYRNA FIGS

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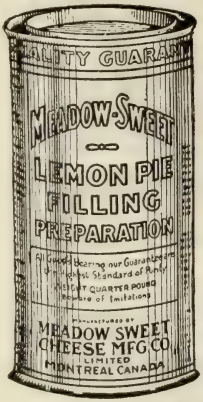
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Get in touch with our Representatives or write direct to

A. JOHNSON

CANADIAN SELLING AGENT, P.O. Box 1089, MONTREAL

Ontario Rep.—R. C. Blackburn, 60 Front St., W., Toronto.
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Are You Making Money On *"Meadow-Sweet" Products?*

Hundreds of merchants are making steady profits, building good trade on these goods. They are absolutely pure, popularly priced and for everyday use. Write for samples.

Meadow-Sweet Pie Fillers
(Lemon, Chocolate, Vanilla)
Meadow-Sweet Cream Cheese
Meadow-Sweet Peanut Butter
Meadow-Sweet Cream Sugar
Meadow-Sweet Chocolate Butter
Meadow-Sweet Cocoanut Butter
Meadow-Sweet Strawberry Butter
Etc., etc., etc.

MARITIME SELLING AGENTS:

ANGEVINE & McLAUCHLIN, Limited

ST. JOHN and TRURO

MADE BY *Meadow-Sweet Cheese Manufacturing Co., Ltd.* MONTREAL

Advertising Balloons

Assorted Colors and Shapes



Balloons of Average Size

THIS ADVERTISING GETS RIGHT INTO THE HOMES

Above or any other wording—up to ten or twelve words—may be used, in addition to name and address.

250	Balloons	$10.00
500	"	18.00
1000	"	35.00

(Above prices are net or 5% discount for **cash with order**). Prompt shipment by parcel post or express prepaid.

If a different illustration is desired write for descriptive folder. Send your order today.

(Write wording plainly.)

Evans & Co. Ltd., 247 St. Paul St. W., Montreal.



A Few Centuries Ago

WHEN printing was in its infancy, most people seldom saw what we call a newspaper, and few ever saw a book. Most people could not have read them if they had seen them.

Nowadays, in Canada alone, there are hundreds of newspapers and periodicals, vast organizations employing thousands of skilled investigators and news gatherers, who turn out the many newspapers, technical and other periodicals. It is impossible for any one person to read all the papers published in Canada. If it were possible for a person to read them he would acquire a vast store of information, but he would not have any time left to turn his information to practical use.

If you, for instance, could have someone read these papers for you and clip items concerning your own line of business, your particular private interests, etc., it would be better than reading all the papers. This is where we come in.

It is OUR BUSINESS to furnish clippings on any subject. We read all the papers and send you only clippings that interest you. Tell us your needs and we will tell you how we can serve you. The charges are moderate, because we will be reading not only for you, but for many other satisfied clients.

CANADIAN PRESS CLIPPING SERVICE

143 University Ave. - TORONTO

INDIAN CHIEF BRAND CLAMS

This brand has been standard on the market for many years. It is known from coast to coast as a splendid seller—not a shelf-warmer.



Grocers can depend on the uniform quality of **"Indian Chief"** Clams. They are packed the same day they are taken from the beds. They always turn out fresh and tempting.

Keep a supply on hand.

SHAW & ELLIS

Pocologan - New Brunswick

QUALITY TELLS.

The Demand For

"KKOVAH" CUSTARD



is constantly increasing, it makes satisfied customers, and increases business.

You can't offer Food Products of any higher quality than those bearing our trade mark

"KKOVAH"

THE BEST only is good enough for your customers.

SUTCLIFFE & BINGHAM (of Canada) Ltd.

TORONTO, Ont. MANCHESTER, Eng.

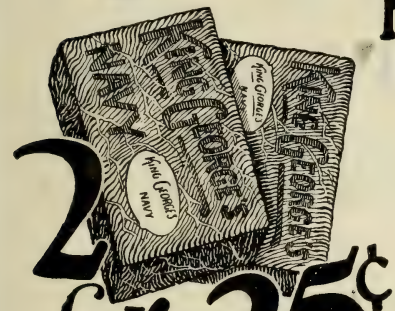
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LANGLEY, HARRIS & COMPANY, LIMITED

WINNIPEG TORONTO MONTREAL



Men of Nerve!



Depend on King George's Navy—
It's guaranteed to be the finest chewing tobacco made—and *it is!*
You can bank on that! And what's more—at the new low price of two plugs for 25cts.—it's a value you can't equal!

Rock City Tobacco Co. Limited

2 for 25¢

King George's Navy CHEWING TOBACCO

The kind of advertising that's on the job every day—getting more and more KING GEORGE'S business for you.

THEY BOTH WIN

Men of nerve depend on KING GEORGE'S NAVY for the best chew of their life! Men of business the country over, depend on KING GEORGE'S for permanent, profitable trade.
Both are never disappointed!
Isn't that a good line to get back of?

ROCK CITY TOBACCO CO., LIMITED, QUEBEC

WAYAGAMACK PURE KRAFT



Is an Ideal Paper

for use as a wrapper or cover for articles of every description. It can be obtained in Glazed or Unglazed finish and in Plain, Fine-stripe and Broadstripe patterns from the following wholesalers.

NEW BRUNSWICK

ST. JOHN—Schofield Paper Company, Limited.

ONTARIO

OTTAWA—Continental Paper Products, Limited.
TORONTO—Kilgour Bros., Limited.
H. E. Livingstone & Company.
Ratcliff Paper Company, Limited.
Wilkinson Paper Company, Limited.
Wilkins Smallware Company.
Weatherhead Paper Company, Limited.
Cameron & Fraser.
The Brown Bros., Limited.
Victoria Paper & Twine Co., Ltd.
HAMILTON—Walter Woods, Limited.
LONDON—Reid Bros. & Company, Limited.
H. T. Reason & Company.
The E. B. Eddy Company, Limited.
FORT WILLIAM—Tees & Persse, Limited.

ALBERTA

EDMONTON—John Martin Paper Co[illegible]
Western Supplies, Limited.
CALGARY—Stanley Paper Company.
John Martin Paper Company, Limited.

BRITISH COLUMBIA

VANCOUVER—Columbia Paper Company, Limited.
J. C. Wilson, Limited.
VICTORIA—Columbia Paper Company, Limited.

NOVA SCOTIA

HALIFAX—The E. B. Eddy Company, Limited.
Schofield Paper Company, Limited.

QUEBEC

QUEBEC—Lucien Frigon.
St. Lawrence Paper Bag Company.
MONTREAL—Continental Paper Products, Limited.
Dominion Paper Company.
The E. B. Eddy Company, Limited.
M. S. Kilby, Limited.
Alex. McArthur & Company, Limited.
MacGregor Paper Company, Limited.
Robertson & Parker.
Victoria Paper & Twine Company, Ltd.
J. C. Wilson, Limited.
E. A. Cole & Company, Limited.
Munderloh & Company, Limited.
Librairie Beauchemin, Limited.
Beveridge Supply Company, Limited.

MANITOBA

WINNIPEG—Kilgour Bros., Limited.
John Martin Paper Company, Limited.
J. C. Wilson, Limited.
Walter Woods, Limited.

SASKATCHEWAN

REGINA—Paper & Stationers, Limited.
MOOSE JAW—Tees & Persse, Limited.
SASKATOON—Tees & Persse, Limited.

Wayagamack Pure Kraft

means

Strength and Security

A New Product with a Big Future

One taste will tell. Taste Keepsweet Milk and you will realize that it is a product with a definite, big future. Like Keepsweet Table Cream, Keepsweet Milk, after pasteurization, homogenization and sterilization retains its delightfully natural flavor.

There is no heaviness, smokiness or unpleasantness to the taste. It is sweet, pure, delicious flavored cows' milk with a big percentage of cream. You can drink it freely.

It needs no water, no sugar, no stirring. It is all ready to use once the can is opened, and once opened it must be treated with precisely the same care as raw milk.

Talk its purity to your customers. Tell them that ordinary pasteurized dairy milk contains 10,000 germs per cubic centimetre. Then tell them that Keepsweet Milk is 100% pure, as it contains not one atom of germ life. It is this wonderful purity that keeps Keepsweet Milk sweet, fresh and wholesome for months and months.

Official tests and analyses prove that Keepsweet Milk contains all the food value of raw milk with the advantage of being 100% pure, and that it will keep sweet for long periods.

It is not evaporated, dried or medicated. **It is not condensed milk.** Keepsweet Milk is **the whole milk product** of the cow, to which nothing has been added and nothing taken away.

There is a definite place for this splendid new product. It is a sure money maker and a positive repeat proposition. Order through your regular house right away.

DOMINION MILK CORPORATION
LIMITED

Toronto - - Canada



A Sister Product of Keepsweet Cream

Keepsweet Milk

Warm, humid weather this year has been an eloquent testimonial to the value of the WAXTITE package. Thousands of new and old customers know that it retains the oven-fresh crispness and keeps in the distinctive Kellogg flavor.

This summer you have had a lot of extra demand for Kellogg's "WAXTITE" Corn Flakes. That is because we have undertaken in a big dominating way to educate the public to the merit of this light tasty food of inviting goodness as a healthful summer diet.

OVER 2,000,000 WOMEN A WEEK

are being reached by the advertising of Kellogg's "WAXTITE" Corn Flakes in the leading daily newspapers of Canada from coast to coast. You'll be wise to increase your next order. Send it now.



So extra delicious
With fresh fruits

No other food has such an appeal on a hot day as Kellogg's "WAXTITE" Corn Flakes! They win fickle appetites, they satisfy hungry folks! As an extra-summer taste thrill, eat Kellogg's "WAXTITE" with the luscious fresh fruit now in season. Such a diet is not only ideal from a health standpoint, but it is refreshing!

You can eat Kellogg's "WAXTITE" Corn Flakes liberally at any meal because they digest easily. Let the children have all they want.



Kellogg's WAXTITE CORN FLAKES

Make sure that each package you buy is sealed air-tight with the wax paper jacket.

Also makers of
KELLOGG'S KRUMBLES and KELLOGG'S BRAN, cooked and krumbled

SPECIAL ANNOUNCEMENT

In order to handle the Ontario territory we have decided to place a stock of our brand in Toronto. Our customers will therefore be able to secure same immediately.

Mr. John T. McDonnell, who for three and a half years was connected with the Canadian Malt Extract Company, begs to inform his friends that he has severed his connection with that concern and has allied himself with the MAPLE LEAF MALT EXTRACT COMPANY and will be in charge of the Ontario end of the business. Mr. McDonnell has been in the home brew business since the latter part of 1918 and he personally recommends that Maple Leaf Pharmaceutical Malt is the finest quality of malt extract on the Canadian market. It is 100% pure and **Made in Canada.**

Made in Canada 100% Pure Pharmaceutical Malt Extract

Canadians Support Your Own Industries

Every tin of Maple Leaf Malt Extract is guaranteed to be a product of Canada and 100% pure. Costs you no more than the imported brands and we supply both our sizes with Crown corks.



Remember that the Railroad Strike is causing a shortage of foreign malt. Maple Leaf Malt, being a product of Canada, **is not affected by any railroad strike.**

Remember that Maple Leaf Malt Extract is not a foreign malt syrup nor a mixture of glucose, dextrine, etc., but every package contains our guarantee that it is 100% Pure Pharmaceutical. Ask any good authority for an unbiased opinion of the difference between our Pharmaceutical Malt Extract and Malt Syrups.

Packed in two sizes, 1 and 2½ lb. tins, both complete with Pacific Hops and Crown Corks.

Ontario Address:

Mr. John T. McDonnell, 22 Gloucester St., Toronto
NORTH 7833W

Other Parts of Canada:

Maple Leaf Malt Extract Company, 61 Canning St., Montreal

"Nothing Succeeds Like Success"

Everyone enjoys dealing with successful firms. They like to feel the strength, integrity and reliability always associated with success. Such dealings are always satisfactory and of mutual benefit.

There has been no more notable business success than that of the Salada Tea Company, the largest firm of its kind in North America. Their success has been made possible through the most satisfactory kind of service to dealer and consumer alike.

SUCCESS ATTRACTS SUCCESS

"SALADA"

WILL MAKE YOUR TEA DEPT. SUCCESSFUL



CANADIAN GROCER

Vol. XXXVI TORONTO, AUGUST 4, 1922 No. 31

Bumper Crops Bring More Confidence

Maritime Merchants Express a Brighter Feeling in Trade for the Fall and Winter Seasons—Retailers Stocks Are Light—With a Record Crop of Hay, Apples and Other Produce, Merchants Will Buy Heavy—Credits Look Better

By Staff Correspondent Canadian Grocer.

CUMBERLAND, N.S., August 2.—The Maritime Provinces and particularly Nova Scotia are looking forward to a marked improvement in the grocery trade this fall and winter. Already the hay crop is larger than that of last year and to the retail grocer this means much. Apples are to be in abundant supply and a good crop of strawberries has been harvested.

According to E. R. Moore, proprietor of a general store in Cumberland Bay, N.S., last year many of the farmers had to buy imported hay to feed their stock. This year they have hay to sell and that means that the farmers will have two-fold the extra money to spend on other requirements. Furthermore, the sale of hay and other products will bring money into the province whereas last year that money was going elsewhere.



Good Crop of Apples

Farmers and fruit growers in these provinces report a record crop of apples. Their only fear is that the market both in Canada and England will be glutted and they will have trouble disposing of the crop. Some suggest that the government should supervise the marketing so that the most economical distribution may be effected. The good crop of strawberries brought the price down however, and most of the crop was sold at from eight to ten cents a box. But still it showed a good increase over last year.

Effect on Grocery Trade

"Already the improved outlook has had a good effect on the grocery trade," said Mr. Moore to Canadian Grocer representative. "We had a bad year last year. We could not afford to carry the stock we had been used to. Credit was poor and in the case of some old customers we found it necessary to carry over accounts for many months. If the harvest had been poor this year the prospect would have been very bad but nearly everyone is optimistic and we feel safe to carry on and buy more freely.

"I can safely say that throughout the province the grocers' stocks are all as low as possible, save in a few lines. There has been some speculation in sugar and tea. This has also helped conditions, and the grocers are taking more interest. In canned goods we have little or nothing. All the merchants have unloaded in prospect of lower prices on the new pack. If they do not come, we will be very much surprised for we have seen the fruit and vegetables developing into a good harvest.

Buying Will Be Heavy

"As a result of the low stocks and the improved outlook there will be comparatively heavy buying this fall," continued Mr. Moore. "It will be imperative. I for one have confidence that back accounts will be paid up and there will be a good surplus of money to tide over the winter. With the evidence of prosperity, credit, I expect, will be freer and the grocery trade will be disposed to take advantage of it."

Fishermen Delighted

Mr. Moore could not speak intimately of the fishing industry but from what he had heard he claimed that the fishing season had been as good as the farming promised to be. The fishermen themselves are delighted with the year so far. One of the officials of the Maritime Fish Corporation, speaking to Canadian Grocer, said: "We are delighted with the catch this year. The quality has never been better in our history and the markets are open. In Lunenburg, where the export catch comes, things are prosperous. The demand is as good as the catch and 'that's saying something'." It is when money is tightest that the fishermen find their best market. Fish is generally comparatively low in price and a good catch brings lower prices and low prices in stringent times makes a good market.

One Million Barrels of Apples Exported

Maritime Provinces Steadily Growing a Big Apple Center—Heavy Exports During the Past Season—Sixty Per Cent. Shipped to United States—Plums, Strawberries and Other Small Fruits Rapidly Becoming Favorites

Special Correspondent of Canadian Grocer

ST. JOHN, N. B.—Ten years ago, there were four thousand growers of apples in the Maritime Provinces. Today there are eight thousand. The greater portion of apples produced by these growers were shipped across Canada as well as to Great Britain, France and the United States.

During the period from the first of September until the first of January, no less than one million barrels of apples were exported from the three Maritime Provinces. Of this number sixty per cent. was exported to the United States. Baldwins and Northern Spy predominated. Gravensteins and Bishop Pippins were closely following in popularity, these being the more expensive brands. Alexanders seemed to be the least popular. New Brunswicks had their clientele as a cheaper apple. Russets were also quite popular. Greenings were not as favored in 1921-22 as they were in previous years, particularly in the United States.

Russia Likes Canadian Apples

John A. Edwards, an apple grower of New Brunswick, recently received a letter from Riga, Russia, asking for a shipment of one thousand barrels of apples. The writer of the letter is a merchant of Riga and he wrote of happening to come across a barrel of Gravensteins shipped to London by Edwards last fall. The barrel was sent from London as part of a relief shipment and the Riga merchant was a member of the Riga relief committee. It was the first time he had eaten a Canadian apple, wrote the Russian, and he was much impressed with the flavor and quality. The question of exchange is now worrying Edwards and he is busy computing just how many million roubles it will require to pay for one thousand barrels of Canadian Gravensteins.

Apples Congest Freight

During the busy season it is no singular happening to see ten or fifteen thousand barrels of apples awaiting shipment from Yarmouth to Boston by steamer. In fact the sailings of the steamers are often delayed for hours by the congestion in apple shipping. Most shippers find it more convenient and cheaper as well to ship by coastwise schooner to Boston and other U. S. points, on the Atlantic seaboard. During the fall of 1921 no less than four hundred schooners were engaged in the transportation of apples from eastern Canada to New England and New York ports simultaneously. And of the huge number of shipments only four were lost. The chief liability of the schooner as a mode for transportation of apples is the slowness. One would think that a line of fast steamers would fill the bill nicely and this could be arranged for the fall season through a concerted effort on the part of the apple growers of the maritime provinces.

Increase in Plum Production

More plums have been grown in the Maritime Provinces in the past few years than was the case in previous years. Meaning the preserving plums of course. It is out of the question to expect the growing of table plums in the maritime provinces on a large scale.

Large increases in the volume of berry shipments from the Maritime Provinces in the course of the past few years have been commented on. Strawberries held the leadership in popularity. Boston was the chief shipping point in the United States for cultivated and wild strawberries of Eastern Canada. There is an agitation among growers of cultivated strawberries for more care in the handling of this fruit in transit and more speed in transportation. The value of much of the strawberries shipped out of the Maritime Provinces to Canadian points and the U. S. was depreciated last summer by slowness in handling the shipments and carelessness.

Opening Prices On New Pack Peas Show Little Change From Last Year

Standard Peas a Shade Lower Than a Year Ago—Other Grades About the Same—Strawberry and Raspberry Packs Small—Indications Point to Good Crops of Later Fruits—Corn Not So Promising

THE Dominion Canners Limited, announce opening prices on new packs of early vegetables and fruits. The opening price on No. 4 Sieve or standard peas is 15 cents per dozen less than that of a year ago. But other than that prices are about on a par with the opening prices of last year. The quality this year, is said to be exceptionally good, much better than that of a year ago.

The pack of strawberries and raspberries this year is a small one, about twenty-five per cent. of what they were in pre-war days. The raspberry pack is not yet quite completed but the strawberry pack, being finished, it is announced that the delivery will be only seventy per cent.

In regards to later fruits and vegetables, the indications at the present time point to large crops of fruits, but the situation in vegetables is somewhat mixed. Some sections show the crops in splendid shape while other sections are very backward. Corn especially is not coming along as fast as it should on account of the cool nights. What corn needs to thrive and mature properly is hot weather and unless that materializes the outlook is not very promising. Canners predict that the packing season for corn will be much later this year.

The following are the opening prices on early vegetables and fruits of the choice quality. Prices are f.o.b. factory.

	Per dozen
VEGETABLES—	
2's Asparagus Tips	4 15
2's Spinach	2 05
2's Peas, Extra Fine Sifted, Size 1	2 74
2's Peas, Sweet Wrinkled, Size 2	2 28
2's Peas, Early June, Size 3	1 83
2's Peas, Standard, Size 4	1 54
FRUITS—	
2's Cherries, Black, Not Pitted, Heavy Syrup	3 11
2's Cherries, Red, Ptd., Heavy Syrup	3 22
2's Cherries, Red, Not Ptd., Heavy Syrup	3 22
2's Cherries, White Pitted, Heavy Syrup	3 22
2's Cherries, White, Not Ptd., Heavy Syrup	3 11
2's Strawberries, Heavy Syrup	3 81

CODFISH CATCH

The total quantity of codfish landed at Newfoundland points up to June 26 was 98,875 quintals. More than half of this—70,925 quintals—was Bank fish, of which 27,000 quintals were landed in the district of Fortune, and 3,925 in the district of Burin. The fishermen of Burgeo district secured 18,000 quintals; of Ferryland district, 735 quintals; of St. George, 1,140 quintals, and of Placentia, 7,130 quintals. Trinity, Bonavista, and Carboncar districts report a total of less than 1,000 quintals.

"Make Display Suggest Something the Customer is Not Thinking of"

Idea Should Not be Merely to Sell People What They Ask for, Says This Merchant, But Suggest Additions to the Order, Either Yourself, or Through the Medium of Display

FREDERICTON, N. B.—"We make a feature of service and top quality goods, aiming to get the better class of trade," R. Lindsay, Beattie & Co., grocers here, told a representative of Canadian Grocer recently. Mr. Lindsay is connected with a business that is sixty years old. Previous to coming to Fredericton he served in the Canadian army during the war, and prior to his enlistment he was in business in Victoria, B. C. Returning to his wife's home here after the war, he was induced to join the firm of Beatty & Co., successors to G. T. Whelpley.

Still a Place for the Service Store

This firm believes that there is still a very big place for the service store, and believes that giving credit is not a hardship to the merchant, where there is a close watch kept on the individual accounts. "To obtain goods in this store," Mr. Lindsay remarked, "a man must show he has some interest in the town, such as owning property, or in some other manner, besides merely the fact that he is earning a weekly wage. There is nothing to prevent this latter man from slipping away, but the property owner is not likely to do so. We watch our credits very closely, and a good many people have been turned down because we did not think they were reliable enough. Thus our losses on credit accounts are practically nil. When you consider that our annual turnover totals around ninety thousand dollars it is remarkable that our losses are such an inconsiderable amount. This is due to our practice of careful watching. We also deliver, employing a motor delivery, as well as two wagons. There is a small village across the river from here, called Devon. The motor delivery makes two calls there each week and takes orders. The motor makes this extra business possible, as the distance is covered much quicker than it could be with a horse and wagon.

Fruit Sales are Heavy

"We sell a lot of fruit in this store in the summer months. We use our window and store front for displaying fruits throughout the summer. Getting the goods out where people can see them means practically double sales. At least that is our experience. Display always means increased sales, and with the idea of displaying our goods better we are contemplating buying a refrigerator counter and three new display cases. We believe that equipment of this kind will materially help our business to such an extent that the investment will be worth while. Our idea is not to sell people only what they ask for, but to make displays suggest something to them that they were not thinking of."

3,000 Pounds of Coffee in Year

Coffee sales in this store are given special attention, and last year there were three thousand pounds of coffee sold as compared with six hundred the year before. Some customers have been buying the same blend of coffee in this store for a period of fifty years. "We have built up a reputation for our coffee," Mr. Lindsay stated, "that has meant a great deal to our continued sale of the same. We have people coming from all parts of the town for our coffee, and this fact has meant an increase in the sale of other goods."



Showing a section of the attractive interior of the store of R. Lindsay, Beattie & Co., Fredericton, N. B. Fruits, biscuits and confectionery are featured in this store.

The Abuse of Credit is Dangerous

Wholesalers' Helpfulness to Retailers Not Always Appreciated—Credit Is All Right If Used But Dangerous If Abused—Merchants Obtaining Credit and Giving Credit Must Keep in Touch With Details

By HENRY JOHNSON, Jr.

SOMETIMES when we seek to remedy one trouble, we achieve the cure, or partial cure, of another in addition to the one we go after. Maybe you will see what I am getting at if you will read further.

In 1917, the Food Administration urged wholesale grocers to "squeeze out all unnecessary credit" as an important step in stabilizing trade. R. H. Bennett, who for over twenty-nine years has been secretary of the California Wholesale Grocers' Association, tells how the job was set about.

The jobbers submitted to headquarters a monthly statement of the sum of their outstanding accounts, based on percentages of monthly sales. Thus, if a merchant's sales were $100,000 and the sum on his books was $125,000, his outstandings were 125 per cent. How bad conditions had been allowed to become was illustrated by the first month's returns, for it was found that in January, 1917, outstandings stood at 147 per cent!

Now, credit experts rule that when an account gets to be 50 per cent. overdue, it touches the danger point, yet the figures showed that the whole retail trade of California was 47 per cent. overdue on the average.

Immediately, the jobbers got busy. So effective was their work that in February the outstandings had been reduced to 136 per cent. They jumped back to 140 per cent. in March, but dropped to 112½ per cent. in May. There were severe fluctuations during that first year, but the average result attained was a reduction to 128 per cent. for the year. In 1918 the fluctuations were much less violent and the average was reduced to 117 per cent. In 1919, with a range greatly narrowed, the average got down to 103 per cent., and in 1920, to 101 per cent.

Sauce for the Retail Gander

Of course, naturally, retail grocers could not "see" this pressure—certainly not! They could not understand why jobbers were putting forth such vigorous efforts for quick returns of money. Salesmen translated the universal French explanation—"it's the war;" but grocers were prone to think wholesale selfishness was the real cause. But perhaps examination will show that sauce which was wholesome for the jobbing goose was mighty good medicine likewise for the retail gander.

The effect of cutting down outstandings from 147 per cent. to 101 per cent.—and, by the way, the jobbers hope for an ultimate reduction to 75 per cent.—was to cut capital used in credit extension about one third. That meant the release of just that much money from stagnation to useful activity again. It enabled jobbers to survive the storms of 1920-21 who otherwise would have gone under; for it must be remembered that Harvard's reports show that wholesale grocers lost an average of one half per cent. on sales in 1920 and nearly two per cent. in 1921.

I expect to review Harvard's reports at length soon; but I may say right now that these were no trifling or imaginary losses. They were not a dream of the jobbing business, nor were they a joke. They were a storm of hard reality that only business well organized could have weathered.

But if your account at the jobber's is in dangerous condition when 50 per cent. of it is past due, how about the account of your customer when it gets into similar condition? If you, a business man, whose resources are visible, tangible, subject to attachment and seizure, cannot safely be trusted with an account half over due, where do you stand when your customer, whose possessions are exempt, intangible, concealed or unknown quantities, owes you a bill that is not half a month's trading overdue, but two, three, six or more months?

Most Valuable Lesson for Retailers

That question, brought out by jobbers' pressure, and the answer that you simply must make to it, furnish a most valuable lesson for all retailers in all lines. The answer is simply inescapable: no retailer has any business right or title to carry any customer beyond the due date of any bill.

Now, let us get that straight, so there may be no misunderstanding. It means that you cannot afford to take chances when the terms of a credit deal are not lived up to. But it means those terms—not some terms or any other terms. If, for example, you have agreed with a farmer to carry him through his growing season—say four months—he violates no terms so long as he settles as agreed at the end of the four months.

But with the city or town dweller, you must think of several things. Here is a factory worker who is paid twice each month. His bill should run not to exceed fifteen days—and then it must be paid in full. No balances ever should be tolerated on any retail account. The ordinary city dweller who works for monthly salary, can have an account of 30 days duration, settlement to be first of each month, and no balance tolerated.

People with ample property, throughly responsible, are always handled specially. Logically, they should pay each month. Mostly, they do just that by habit. But they can be made to pay any old time; and usually they care little for prices. They are the folks who demand and pay for both time and service. Their accounts, properly managed, are profitable even if long-winded.

The idea is that every account is an individual matter—individual for the customer and also for your circumstances and plan of business. For instance, I never cared for weekly or bi-weekly payments. They were a trouble to me in a business which ran largely to excellent credit with payments monthly. I was mighty choice, exceedingly strict, about my credits; so I turned down any that I did not feel were perfectly good for 30 days. But other merchants, situated differently, must work according to their business, environment and conditions.

Have Rules and Make Them Operative!

The points I make are that: the jobbers who put pressure on you in the last three years did you a wonderful favor. They forced you to pay. That reduced your indebtedness. In itself that was a great benefit. But because you could no longer play fast and loose with your credit, you learned to buy more conservatively. You turned your stock more frequently. You kept your capital more active.

Next, beeause you had to have money with which to pay your jobber, you became a better collector. You cut out much dead wood. You learned to say no and mean no. As a class, you reduced your outstandings even as the jobbers reduced theirs. Maybe you also said "it's the war."

Thus the discipline has been very salutary; but few grocers realize what a really great service the jobbers did them incidental to their work of cutting out needless and harmful credit. It will be well to learn as a permanent lesson from this incident that one must have certain inflexible rules. One rule must be that each grocer can have only a certain amount of credit outstanding. The man whose sales are $6,000 a month and whose circumstances indicate that his credit should be turned monthly, can sense danger when he finds that he has $9,000, or indeed any figure over $6,000, outstanding.

Credit is all right if used. It is dan-

gerous if abused. The merchant who gives credit must keep in touch with the details thereof himself. I know of nothing in business with which the boss himself must keep so intimately acquainted, down to the smallest detail, as credit. This, because credit can easily get out of hand and be beyond the bounds of prudent management before you know it—if you are even the least bit careless or neglectful of it.

To keep it in order and thus to make it profitable, a man must be ready to face those who disagree with him. He must be prepared to stand pat against those who think he is "stingy," "tight," "mean" and, as one disgruntled customer put it to me years ago, "a business fool." You can afford to take abuse to keep your credit in good shape. For if you let it get into bad shape, you will go broke. Then you will have all the abuse you care for— and more—and you will be without the satisfaction of knowing you are right, and of having the solid backing to show that you are right.

My banker once refused to extend my paper at a time when I thought I needed money badly. There seemed to be no good reason for his refusal and I felt I must have the money with which to take on the needful quantity of futures. I had to forego a lot of such buying, for most fortunately I had established the one unvarying principle in my affairs that I would buy nothing I could not discount. But the banker's action compelled me to trim my sails a lot, to operate more conservatively. It taught me that I was better off doing so. Looking within my business as I was then compelled to with extra care, I learned a lot that was worth many times what the extension would have been worth. My banker had done me a great and lasting favor.

The wise merchant will make the curtailment of credit a means to better his condition—and he will thank the jobbers for their action.

"The Children are Your Best Friends"

This Merchant Goes After the Trade of the Children Because He Recognizes That the Child of To-day is the Grown-up of To-Morrow.



John Gilbert, Kingston, Ont., by Treating His Little Friends in a Business-Like Manner, Turns an Otherwise Dull Week Into a Profitable One.

CATERING to the children is a feature in the store of John Gilbert, Kingston, Ont. Here the child is recognized as the "purchasing agent" of the family and everything is done to make the youngster feel that he or she is the most important person in the world. They are never kept waiting. In fact very often they are served before some of the "grown ups," especially when the child shows an inclination to be in a hurry. No doubt in this respect, Mr. Gilbert remembers his own childhood days, when upon being sent to the store he was told to hurry and perhaps with the alternative of "getting something when he got back," if he did not do so.

However, be what it may, children in the Gilbert store are treated with due respect simply because they are recognized as the future householders of tomorrow.

Swells Rainy Day Sales

Not long ago, Mr. Gilbert arranged with the manufacturers of a certain kind of grape juice to put on a demonstration in his store. A table was reserved in the centre of the store for that purpose with a nice display of the grape juice on it. A window display was also arranged, and much thought and pains taken to give the grape juice a good send off. Plans were made by the selling staff to give the demonstrator every possible assistance. A good supply of grape juice was on hand and on the morning of the first day of the demonstration the store gave every indication for a bumper week in grape juice.

But there is one thing which cannot always be provided for, nor of which the merchant has any control and that is the weather. And as all merchants know, a demonstration in the store to be successful must have the co-operation of fine weather. If the weather turns out disagreeable naturally the number of customers coming into the store decreases while phone orders increase and likewise a larger number of children come to the store.

And that is just what occurred during the week of the grape juice demonstration in the Gilbert store. The weather turned rainy. But Mr. Gilbert being a true psychologist, instructed the demonstrator to give each child a drink of grape juice.

Then what happened? Presumably the child went home and talked about the kindness of "the lady" and the goodness of the grape juice, because in many instances the child soon returned to the store and purchased a bottle of grape juice.

"The sales for the week totalled ten cases," said Mr. Gilbert. "Most of the sales were made to the children and were the direct result of the way they were handled. It certainly pays to look after the children. Many times they are sent to the store with the cash and if one store does not treat them right, they will soon find the one which does."

ACADIA SUGAR CO. REORGANIZE

Halifax.—A re-organization of the Acadia Sugar Refining Company, Limited, involving a reduction in capital of $1,000,000 and provision of $1,000,000 working fund, was decided on at an extraordinary meeting of shareholders following the annual general meeting. The plan involves surrender and cancellation by shareholders of present buildings and subscription by them of mortgage debentures to the extent of 20 per cent. of their present holdings, mortgage debentures not to exceed $1,060,000. Shareholders have until December 31 to decide whether or not they will subscribe. Should they not subscribe they would retain holdings in present company but have no holdings in the new one.

Hon. George H. Murray, Prime Minister of Nova Scotia, and George W. Hensley, Halifax, were appointed to the board of directors.

It was stated that the refinery at Halifax was operating almost at capacity with an output of a million pounds per day.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

Vol. XXXVI AUGUST 4, 1922 No. 31

Consider the Child

IN ANOTHER section of this issue is a story about a merchant who makes the child customer a special study. This merchant, considering the child of to-day is, practically speaking, the grown-up of to-morrow, makes every effort to make each and every child entering the store feel that they are persons of importance and are treated with the same courtesy and get the same attention as the older customers. The story goes on to relate how this merchant developed sales on a certain article which was on demonstration during a week of rainy weather, simply by treating the child buyer as a customer.

In many stores, especially in residential districts, the best cash customers are the children. Many of these children do practically all of the shopping for the family and it behooves the merchant to treat him as he would a grown up person. The child is usually given the cash and if he does not get a square deal in one store he will go elsewhere and in consequence the trade of that family is lost. The child is just as important as any man or woman who enters the store and should never be allowed to wait until all older persons are served before his wants are attended to. His purchase is just as essential to the store as the others and many a retail store has built up a big business on that point because the cash trade of the family usually goes where the child chooses to take it.

The Official Organ Mistake

WITH A lack of foresight which indicates an old-fashioned ignorance of the successful relations between a trade paper and the members of the trade it represents, the Timber Industries Council of British Columbia has decided to establish a journal of its own and arrangements have been completed under which the Pacific Coast Lumberman becomes the Official Organ of the Council.

Apart altogether from the fact that the Pacific Coast Lumberman and the Western Lumberman have, in active competition, been giving the lumber trade of the Pacific a splendid service by maintaining healthy relations with the lumber consuming markets and that the manufacturers have now taken a questionable step in taking over one paper to be continued on competitive terms which can hardly be regarded as fair or equitable, is the conclusion born of experience that official organs defeat the very purposes for which they are conducted.

The well conducted trade paper represents various branches of the trade itself as well as the consuming public upon which that trade is dependent. Unless the relations between manufacturer, wholesaler, retailer and consumer are healthy, business stagnates. To maintain such relations problems must be continually faced and solved. Many of them are unpleasant but their solution is the function of the trade paper which is properly serving its field.

The official organ must obviously serve selfishly the interests of the particular branch of the trade which controls it. If owned by manufacturers then wholesalers or retailers will not believe that it serves their interests; if owned by wholesalers or retailers, likewise it is regarded as their man Friday. In no case is the public interest likely to be properly respected. The result is that the official organ is conducted to please the people who are paying for its publication—and they usually pay heavily in the long run—and it is ignored by other sections of the trade with whom there should be co-operation and understanding in the interests of all concerned. Printers' Ink has effectively shown "Why Trade Associations Should Stay Out of the Publishing Business," and the following extracts are from articles which recently appeared in that publication:

When an association starts a periodical and goes out in the trade to solicit advertising, it is asking them to support a paper which is not founded on sound publishing principles.

A few associations decide that the independent papers do not "write them up" often enough and start their own publications so as to insure an unlimited flow of puffery.

The circulation is artificial; this circulation is generally maintained by virtue of the subscriber's membership in the association and is kept up regardless of the editorial merit of the paper.

Advertising in such publications is seldom sold on its merits. Seldom will the clever salesman remove the velvet glove from the mailed fist, but the hard iron of the implied threat is nearly always visible to the discerning buyer.

Such publications are of doubtful advertising value because of the difficulty inherent in the proposition of keeping the editorial contents on a par in reader interest with that maintained by a well-edited, independent paper.

When the lumber manufacturers of the Pacific Coast own their own paper they may expect to have their "fur rubbed the right way," but how can they expect that this is going to improve those relations with the dealers which make for good business and mutual advantage? And when they advertise they should appreciate that they are paying to reach other manufacturers rather than the dealers who sell their goods and maintain the all-important connection with the consumer.—*The Financial Post.*

Editorials in Brief

A REFORMER is a man who thinks every other man is going the wrong way.

THE MERCHANT who always practises square dealings will never have to square himself with the public.

A SOFT ANSWER turns away wrath, says the Bible, and nowhere is that truer than across your own counters.

IN ONE of the small New England towns in the United States the local grocers have joined together in their advertising in order to keep the trade within the borders of their town and so compete with the mail order business carried on by some of the larger grocers and departmental stores in the cities. One of their latest advertisements is a sign board on which is printed in large bold type "Be Neighborly—It Pays." Underneath this it continues "Keep Your Community Prosperous—Have Better Schools—Better Roads—And Pay Less Taxes—By Keeping Your Money At Home. Patronize Your Neighborhood Grocer." Not a bad plan. Might be followed by merchants in Canada.

Changes in Pure Food Regulations

Amendments Made in Food Standards—Artificial Extracts Containing Colouring Must Be Plainly Marked on Main Label—Colouring Matter Prohibited in Sausage—Black and White Peppers Defined

Continued from Last Issue

THE following are the balance of the amendents recently put through by Order-in-Counsil, relative to Food Standards. In last week's issue appeared the regulations in regard to the use of coloring matter and labelling.

Part VI.—Cream of Tartar

Paragraphs 1 and 2 are hereby cancelled and the following substituted therefor:

"1. Cream of Tartar is essentially an acid salt obtained from the crude tartar deposited during the fermentation of grape; juice and contains at least eighty-eight (88) per cent. of bitartrate of potash.

"2. Pure Cream of Tartar contains not less than ninety-nine (99) per cent. of bitartrate of potash.

Part VIII.—Flavoring Extracts

Paragraph 28 is hereby cancelled and the following is substituted therefor:

"28. Artificial and Compound Extracts of Vanilla may contain added color of harmless character, provided that declaration of such color be made by the use of the word 'Colored' on the main panel of the main label in easily legible type."

Part XIV.—Meat and Meat Products

Section B. The last sentence of paragraph 2 is hereby cancelled and the following is substituted therefor:

"Added Coloring matter is prohibited in or upon Sausages."

Part XVI.—Milk and Milk Products

Paragraphs 1, 2, 3, 4, 5, and 7 are hereby cancelled.

Paragraph 11. The last sentence in this paragraph is hereby cancelled and the following is substituted therefor:

"In all these products the word Skimmed shall appear on the label in letters the same size as the word Separated, etc."

Paragraphs 13, 14, 15, 16, 17, 18 and 19 are hereby cancelled.

Paragraph 20 is hereby amended by adding the following words:

"and the Polenski number not to exceed 3.5".

Paragraphs 26, 27 and 28 are hereby cancelled.

Paragraph 34 is hereby cancelled and the following is substituted therefor:

"Canned Homogenized milk is milk which has been treated before canning by a machine known as a homogenizer, and contains not less than three and one-quarter (3.2) per cent. of milk fat, and not less than eleven and three-quarters ((1.75) per cent. of total milk solids."

"Canned Homogenized milk must be plainly labelled as such."

Part XVIII.—Pepper

Paragraphs 1, 2, 3 and 4 are hereby cancelled and the following substituted therefor:

"1. Black Pepper is the dried immature berry of Piper nigrum L. and contains not less than six and seventy-five hundredths (6.75) per cent. of non-volatile ether extracts, not less than thirty (30) per cent. of pepper starch; not more than seven (7) per cent. of total ash; not more than one and five-tenths (1.5) per cent. of ash insoluble in hydrochloric acid.

"2. Ground Black Pepper is the product made by grinding the entire berry, as above, and contains the several parts of the berry, in their normal proportions.

"3. White pepper is the dried mature berry of Piper-nigrum L. from which the outer coating, or the outer and inner coatings have been removed.

"It contains not less than seven (7) per cent. of non-volatile ether extract, not less than fifty-two (52) per cent. of pepper starch, not more than five (5) per cent. of crude fibre, not more than three and five-tenths (3.5) per cent. of total ash, not more than three-tenths (0.3) per cent. of ash insoluble in hydrochloric acid.

"4. Ground White Pepper is the product made by grinding the berry as above described, and conforms in its composition to the standards as above for White Pepper."

Part XIX.—Preservatives

Class I is hereby amended by adding "Refined Sodium Nitrate" to the same.

Class II, paragraph 4, is hereby amended by adding the following:

"Limit, 1 part in 2,000 parts in Lime Juice."

Part XX.—Sugar and Related Substances

The following standard for syrup is hereby added to this part:

"1. SYRUP is the sound product made by purifying and evaporating the juice of a sugar producing plant without removing any of the sugar.

"2. SUGAR-CANE SYRUP is syrup made by evaporation of the juice of the sugar-cane or by the solution of sugar-cane concrete, and contains not more than thirty (30) per cent. water, and more than two and five-tenths (2.5) per cent. of ash.

"3. Sorghum Syrup is syrup made by the evaporation of sorghum juice or by the solution of sorghum concrete, and contains not more than (30) per cent. of water and not more than two and five-tenths (2.5) per cent. of ash.

"4. Sugar Syrup is the product made by dissolving sugar to the consistence of a syrup, and contains not more than thirty-five (35) per cent. water."

Part XXII.—Vinegar

Paragraph 1 is hereby amended by omitting the word "Impure" from the same.

Paragraphs 10 and 12 are hereby cancelled, as the Inland Revenue Act forbids the sale of Artificial Vinegar.

Paragraph 13 is hereby amended by omitting the words "concentrated Artificial Vinegar."

The following standards for Waters, Bottled, are hereby established:

Waters, Bottled

"1. Under the term Bottled Waters is included that class of waters which is distinguished from the ordinary domestic supplies by being offered for sale in special containers, which may be bottles, kegs, barrels, siphons, etc., and by being proprietary.

"2. The principal sub-classes of Bottled Waters are: (a) Mineral Waters. (b) Table Waters.

(a) Mineral Waters are bottled waters characterized by having in solution notable amounts of mineral matter or other ingredients on account of whose presence they are claimed to possess hygienic or therapeutic character.

Note: Mineral waters are classified in various ways, and very commonly as Alkaline, Chalybeate, Saline, Sulphuretted, Carbonated, Purgative, Aperient, etc.

In some cases a well known source has come to give its name to a type of mineral water, just as in the case of Wines where the terms, Port, Sherry, etc., imply types of wines, rather than wines of definite geographical origin.

Thus, the name Vichy, Carlsbad, Harrowgate, etc., may be used as types of mineral water. When so employed the label must show the word type after the descriptive name, thus: Vichy type, Harrowgate type, etc., and must be so written as to make perfectly clear that the water does not actually come from Vichy or from Harrowgate.

When a water is described as of a certain type. i.e., Vichy type, etc., it is required that the composition of such water as determined by analysis, shall approximate within reasonable limits to the known character of the waters quoted as its type.

3. In the case of all bottled waters offered for sale in Canada, the label must distinctly state whether the water is of Domestic (Canadian) or Foreign origin; and the name of the actual place of production must be clearly printed on the label.

Teas Tested by Appearance, Taste and Aroma

Best Teas Show Light Copper Coloured Leaves When Steeped —Indian Teas Classified—Tea Tasters Tell of Classifications in Blending—Taster's Sense Is Blunted by Use

THERE are two distinct methods of testing teas. In England it is the inevitable thing for the tea blender to taste the product but in this country many experts claim that they have so accustomed their sense of smell to the variations in teas that they can without any trouble determine the flavor and strength by means of smell alone. On the other hand the English tea men maintain that the smell in no wise equalizes the taste and they cannot understand how a man could get as good results from smelling as from tasting.

Information From Taste

It is surprising how much an expert tea taster can tell from his sense of taste. The head of the testing department of a tea company in Boston claims he can tell the place from where the tea came by its aroma and flavor, also the altitude at which it was grown and in some instances its pedigree, telling its country of origin and the season of the year in which it was grown.

Almost a Lost Art

It seems that tea tasting is becoming a lost art. Years ago the public used to taste their own teas when buying. When they went into a store they would have the merchant spread out his sample on the counter and then by taste pick out what they wanted or choose their own blend. Richard Twining, a tea merchant, did this very thing back in 1785 and in telling about it said: "One pound of tea for a customer might be mixed from some 20 chests."

Comparatively few retail grocers test their own teas when buying. In the first place it requires a delicate sense of taste to do it and some men have devoted their business career to the art and so all have the benefit of their experience. Even an amateur, however, can detect some differences through appearance, taste and smell of tea samples.

Different Grades of Teas

According to an expert tea taster a grocer should know by the appearance of the tea its classification. Orange pekoes, he says, have the wiry appearance, peculiar to them. The leaf is closely rolled and in a blend an orange pekoe stands out boldly. Then there is the pekoe, slightly less wiry in appearance, less tightly rolled and more coarse in texture. On a shoot of six leaves the two smallest are naturally the youngest. These make the orange pekoe grade while the next two will make pekoe teas and the last two pekoe souchong or souchong. It is, however, impractical at the time of picking to keep them all separate so they are sorted after they are rolled. In the drying process much depends on the weather and therefore a wet season will endanger the crop.

Indian Tea Grades

The following are the principal grades of Indian tea:—

Flowery Pekoe; Orange Pekoe; Pekoe; Pekoe Souchong; Souchong; Congou.

The various broken kinds are:—

Broken Pekoe; Pekoe Dust; Broken Mixed Tea; Broken Souchong; Fannings; Dust.

The flower pekoe is picked from the shrub entirely different from the other descriptions of tea, only the buds and young leaves being taken. In preparation it is not subjected to nearly the severe heat that other teas undergo and it generally preserves a uniform silvery grey tint.

For The Amateur Taster

The professional tasters admit that even the amateur taster can tell much by studying the appearance, smell and taste of tea. In the first place equal amounts of the different samples should be placed in cups. The sample taken is equal to weight of a Canadian 5c piece. A variation in the amount will cause one tea to taste unnaturally strong in comparison with another. Then boiling water should be poured on each and allowed to stand six minutes. Tasters in some plants have stop watches that register the six minutes time by ringing an alarm.

Color of Steeped Leaves

In the first place the color of the steeped leaves is an indication of the quality. When the set time has elapsed the leaves should have spread out and good grades will show a light copper color. According to experts, poor teas, in fact bad teas, alone look black after being steeped. The fluid should be a medium reddish brown. Some inferior teas give the highest color. The odor too tells much. The best teas have a mild fragrant odor while lower grades in proportion have a pungent odor. As for the taste, that must be left with the palate. It can hardly be explained and is a cultivated art. as well as a natural gift.

Sense Blunted by Use

According to the head taster for one firm, the sense of taste is blunted to some extent by long use and the condition of one's health has much to do with the sensitiveness of the taste. A bad cold absolutely destroys a sense of taste, since taste and smell are closely related. Smoking does not hamper the functions of the senses but one cannot taste tea accurately and smoke at the same time. One taster claims that men in his profession are divided into two classes—those who can enjoy a cup of good tea as a beverage and those who have lost their appreciation of it. In his opinion only the first class can get the best results in their work.

Demonstration of Tea and Coffee Brings Splendid Results

HALIFAX, N. S. (Special.) — A novel idea has been introduced into the tea and coffee business of Halifax by Wentzells, Limited, at "The Big Store," in the form of a Japanese tea room where one may taste the various blends of teas and coffee that are sold in the store.

Wentzells is known as one of the most progressive grocery establishments in the city, and many bright and novel ideas originate and are carried out effectively in this store.

On being interviewed by Canadian Grocer, a member of the firm said that comparatively little coffee is being sold in Nova Scotia, and it is their intention to push the sale of this beverage. To do this they have installed in the south east corner of their store, where the tea and coffee department has been housed, a Japanese tea room. Here, the customers may taste for themselves tea, and especially coffee, which has been made by an expert, and distinguish the difference between the different blends.

In the morning coffee is dispensed in the tea room, and in the afternoon, tea. A customer may come into the store and obtain a cup of either beverage with toast.

Your correspondent asked if this "free drink" system paid, and if any increase had been noticed in the sales. The manager replied that during the first twenty-five days they had sold as much coffee as they had sold in the first three months of 1921. Wentzells import their tea and coffee direct from the plantations. The coffee beans are roasted by an outside firm, and ground on their own premises. It is branded Three Star. Not only do Wentzells sell their own blends but also other well known blends.

The tea room attracts customers not only to the tea and coffee department, but also to other departments. "Mike" the traffic cop on Wentzell's busy corner is a familiar figure in the tea room during his off minutes.



The above cut illustrates the soda fountain in the store of Hull & Sedwick, Sarnia, Ont. Almost every afternoon this fountain is lined with thirst citizens. Sales of ice cream over the fountain average 240 gallons a week.

Good Management Depends on the Equipment

Without a Modern Fountain and Up-to-Date Accessories Service Cannot Be What Public Looks for and Expects—Adequate Storage Room and Shelves Help to Maintain Air of Cleanliness

WHEN the men behind the soda fountain are busy they are BUSY—in capital letters. Every district has its "rush hours" and it is on these occasions that the grocery store proprietor sees the real need of modern equipment.

In a word, good equipment is essential to good management, for without the former the latter is practically impossible.

The soda fountain proper is divided into three main parts—the back bar, the counter and the interior. A counter and back bar involve large expenditures of money, and since the materials contained in them are so durable, they are purchased with the idea of lasting for many years. Styles in fountains change like everything else, but the steady demand is for material that presents a clean, sanitary appearance.

In selecting the back bar the purchaser should not overlook a good mirror. If waiting for an order to be served, a patron invariably studies his physiognomy in the mirror; if the reflection which greets him is flattering, his attitude of mind will be cheery, and this will certainly be reflected back to the grocer by "repeat" sales.

For trimming for the back bar plain materials are preferred to gaudy, elaborate designs upon the lamps or brackets. Since this back bar is an item which is going to last for a long time it is better to select simpler designs of which the public will not tire. Make certain that there is adequate storage room and shelves to accommodate your needs, so that the appearance of the fountain will not be marred by having boxes, food or dishes packed upon it. The shelves beneath for storage purposes should have sliding doors; they are easily closed, keeping the food fresh, and do not obstruct the movements of the busy dispenser.

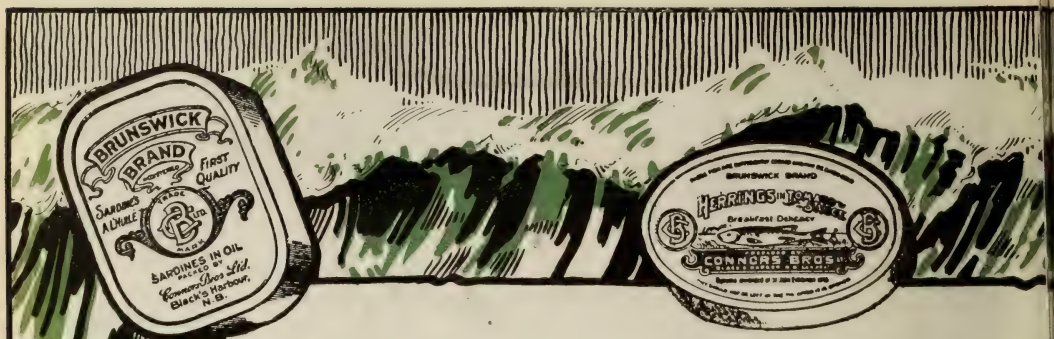
And now for the most important part of the equipment,—the interior. Since white is emblematic of purity, and is almost universally used in equipment brought in contact with food, many grocers consider it advisable from this sanitary standpoint, to use white fixtures, wherever possible at the fountain.

These interiors do not require tedious polishing, but only a quick bath of soapsuds each morning, to put it in good condition. This quick cleansing is a labor saver, and the dispenser can now use his one hour formerly spent in polishing in more profitable ways.

Clean, Cold and Speedy

The keynote of the fountain should be clean, cold, and quick service. By selecting a good fountain the grocer is assured of clean service, but there are several essentials for cold service.

To keep his fountain in excellent working order ought to be the aim of every grocer who carries this sideline, for, unless the equipment is equal to the demands made upon it, is scrupulously clean, efficient and up-to-date, the patrons will soon dwindle away and go to another place where everything is as they expect it to be.



Their "High Quality" and "Low Price"

"BRUNSWICK" CANNED

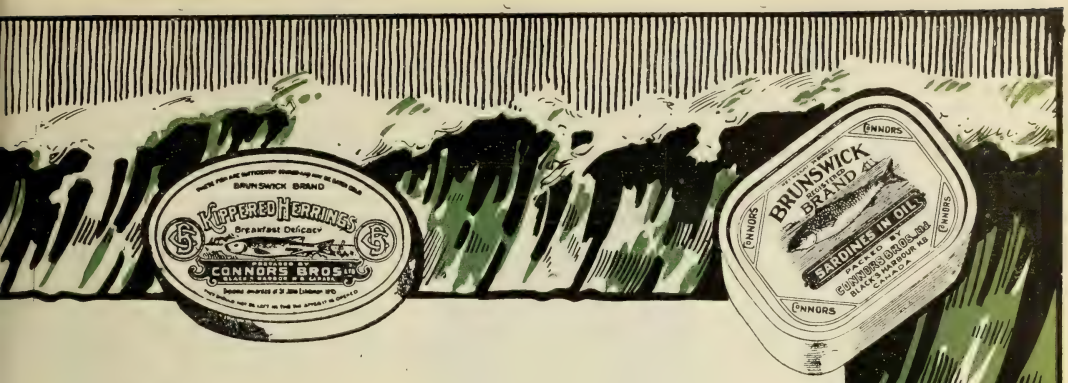
For dainty, easily prepared warm weather lunches, for picnics, etc., recommend these popular *Brunswick Brand* Sea Foods.

Since they are perfectly cooked before leaving our plant they are ready to eat on opening the tin—a feature that will especially appeal to every housewife during the hot summer days.

TRADE CB LTD MARK

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¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams

Winnipeg Representative :

Chas. Duncan & Son, Winnipeg, Man.

Grocers Will Find Increased Trade In Revival Of Home Preserving This Season

Lower Prices on Fruits and Sugar With Particularly Heavy Crops of Most Varieties of the Former Should Mean Heavy Sales Not Only of These Lines but of All Requisites for Preserving

MONTREAL, (Special).—According to a number of retail grocers there is a revival of home preserving this year that promises an increased trade for the grocers for August and September. Lower prices on fruit and sugar are mainly responsible for this, but on the other hand some credit must go to the individual retail grocers who are pushing the sale of fruit and all the requisites of preserving.

Sugar Prices Lower

Although the sugar market has advanced recently it is not as high as last year when the wholesale price was $8.25 a bag, even after a sudden drop in the price. A high price on sugar always discourages preserving and this year a low price on sugar, prior to the fruit season, fixed in the housewife's mind a determination to do some preserving, a determination which, according to the demand for cherries this week, has not altogether been shaken by the advance in the price.

Fruit Prices Lower

Then too prices on fruit have been much lower than in recent years. Strawberries, although there was some disappointment in them, were in big demand. One wholesale fruit dealer in Montreal told a Canadian Grocer representative that his firm had handled twice as many strawberries this year as they did last. He also added that the same can be said of cherries. Another fruit dealer reports that in his estimation there is twice as much preserving this year as in the last four years.

The Best to Come

Yet, according to these fruit dealers, the best is yet to come. The reports are that there is a heavy crop of peaches to be harvested and prices will be low. The same report is given on grapes. Raspberries are only fair but there is a prolific crop of black currants ripening. To the retail grocer this may mean much if he takes advantage of the season. The summer months are generally dull, since so many people are out of the city and those who are at home do not buy heavily.

More Business for the Grocer

But the preserving season brings a stimulant to business. People will not know that fruit, sugar and accessories are lower in price unless the grocer points the fact out to his customers. Nor will they know that there has been this year a net reduction of 18 per cent. in the price of glass preserving jars. Anything that goes to stimulate preserving should mean more business for the grocer.

Good Window Displays

One of the most effective means of telling the public that it is economical this year to preserve fruits, is to dress a window illustrating this point. W. Finlay & Co., retail grocers at the corner of Green and St. Catherine Sts., Montreal, had, a week ago, an attractive window featuring these lines. Glass preserving jars were built up to form a background for a display of strawberries and cherries, with bags of sugar forming pillars at the corners. Artistically lettered signs told of the fleeting opportunity to preserve these fruits.

Display of Brazil Nuts Brings Increased Sales

Montreal.—A basket full of Brazil nuts attracted much attention this week in the window of Gravel Freres, 382 St. Catherine St. west, Montreal. It also sold a goodly quantity of the nuts, according to one of the clerks. This window appealed to the passer-by on account of the educational value of it and its novelty.

Brazil Nuts in Pods

In the basket were six big dark brown scaly balls, somewhat resembling cocoanuts but without the hairy covering and a darker shade of brown. The top one was cut in two, exposing four Brazil nuts nestled in the bowl shaped shell, called the pod. It was a revelation to many. Comparatively few people knew that the hard Brazil nuts grew in pods and to be displayed in that fashion, excited the curiosity. Over the basket was a sign which read, "Brazil Nuts in the Pod, as Imported by the Montreal Nut and Brokerage. 75c a Pod."

Figuring the New Stamp Tax

ALL CHEQUES issued after August 1 must bear stamps at the rate of 2 cents for each $50 or fraction thereof. Cheques for $5,000 must bear stamps to the value of $2 which is the maximum cheque tax. A cheque up to $50 requires 2 cents in stamps but a cheque for $50.01 requires 4 cents in stamps. The following schedule shows the tax required on cheques. Clip it out and paste it in a handy place in the office.

Amount of Cheque	Tax	Amount of Cheque	Tax	Amount of Cheque	Tax
$ 50	$ .02	$1750	$ .70	$3450	$1.38
100	.04	1800	.72	3500	1.40
150	.06	1850	.74	3550	1.42
200	.08	1900	.76	3600	1.44
250	.10	1950	.78	3650	1.46
300	.12	2000	.80	3700	1.48
350	.14	2050	.82	3750	1.50
400	.16	2100	.84	3800	1.52
450	.18	2150	.86	3850	1.54
500	.20	2200	.88	3900	1.56
550	.22	2250	.90	3950	1.58
600	.24	2300	.92	4000	1.60
650	.26	2350	.94	4050	1.62
700	.28	2400	.96	4100	1.64
750	.30	2450	.98	4150	1.66
800	.32	2500	1.00	4200	1.68
850	.34	2550	1.02	4250	1.70
900	.36	2600	1.04	4300	1.72
950	.38	2650	1.06	4350	1.74
1000	.40	2700	1.08	4400	1.76
1050	.42	2750	1.10	4450	1.78
1100	.44	2800	1.12	4500	1.80
1150	.46	2850	1.14	4550	1.82
1200	.48	2900	1.16	4600	1.84
1250	.50	2950	1.18	4650	1.86
1300	.52	3000	1.20	4700	1.88
1350	.54	3050	1.22	4750	1.90
1400	.56	3100	1.24	4800	1.92
1450	.58	3150	1.26	4850	1.94
1500	.60	3200	1.28	4900	1.96
1550	.62	3250	1.30	4950	1.98
1600	.64	3300	1.32	4950.01	2.00
1650	.66	3350	1.34	(and over)	
1700	.68	3400	1.36		

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritime

B. M. & L. C. Armstrong, St. John, N. B., who have been connected with T. H. Estabrooks Company, Ltd., for twenty and twenty-five years respectively, have severed their connections with this firm and have opened a brokerage business with head office in St. John. Among the firms they represent are Bowers Co., McLaren Ltd., and Bishop & Pringle.

Ontario

Ottawa city's early closing by-law was quashed by Mr. Justice Middleton at Osgoode Hall on the ground that it was not in accord with what was asked for in the petition on which it was supposed to have been founded. The petition asked for closing from 12 o'clock and the by-law stated 12.30 o'clock.

Mrs. A. McMullen, Pembroke, has sold to Montgomery & McConnell.

R. A. Merrithew, president of Canada Nut Co., Vancouver, B. C., was a visitor in Toronto during the week.

George G. Yorke Co., Toronto, have been appointed agents for Crampton & Co., spice millers of Manchester, England.

D. A. Drury, Hamilton, has opened for business at Kenilworth Ave.

E. A. Stevens has opened a store at Long Branch.

Caple's Grocery, 54 Wyandotte St., Walkerville, suffered a loss by fire one day last week.

New Food Building Almost Completed

Toronto (Special).—The Pure Food Building at the Canadian National Exhibition has been practically completed, and the booths are being erected by the various manufacturers. Many of these will be more or less elaborate in character so that when the building opens on the first day of the exhibition, it will be one of the main attractions on the grounds this season. The partitions between the booths are being made uniform and the fronts of the counters are all being painted in white enamel. The aisle posts are also in white enamel.

The exhibitors are being urged to complete their booths just as soon as possible so as to make sure that everything will be in readiness for the opening of the exhibition on Saturday, August 26.



RICHARD BRAY
Senior partner of Thornton & Co., Malaga, Spain.

Prices of Dried Fruits In East Not Likely To Be Lower

Montreal (Special).—Richard Bray, representing Thornton & Co., of Malaga, Spain, who was in Montreal recently, gave a report on the dried fruit situation in the East. He stated that the crop promises to be excellent and will be ready early in the season. He claimed that the quality of the fruit would be particularly good this year. At the same time he did not give any hope that prices would be much lower since, as he claims, many of the growers and exporters lost much money on last year's crop and the good crop this year will average up and put business on a better basis.

Mr. Bray is an Englishman who has spent 16 years in Spain in the dried fruit business. Not only are the reports on raisins and figs good but Mr. Bray states that the crop of almonds this year will be much above that of last year and in this line he would predict slightly easier prices for export.

FALL FAIRS

Cape Breton Island Exhibition Held at Sydney, N. S., Sept. 26, 27, 28, 29

Western News

J. T. Cox, has been appointed Western representative for White Cottell & Company, vinegar brewers, London. England.

A settler of the Meteor district in the far north Saskatchewan, expects to place 3,000 pounds of strawberries on the Saskatoon market this season. He has already shipped several hundred pounds to Prince Albert.

W. Murray, manager of W. G. Patrick Company, Limited, Winnipeg, accompanied by G. H. Holmes, in charge of the grocery department of T. Eaton Company, motored from Winnipeg to Detroit Lakes, where they are spending their summer vacation.

The Hudson Bay Company, wholesale grocers, Winnipeg, held their annual picnic last week at Selkirk. J. S. Braidwood and J. M. Gibson, assistant store commissioners, and C. W. Vesey, the general manager of the wholesale department, were among those present.

H. L. Perry Company, Winnipeg, held their summer picnic at Selkirk last Saturday. All the members of the staff and many of their friends attended. Mrs. M. E. Perry, president of the company, M. Feeley, secretary, H. W. McConnel, vice-president and P. B. Cork, were present. Prizes for the various events were handed out at the conclusion of each event. The Rooster race and the Sutherland Derby caused some sport, and much amusement was caused by the often vain attempts to keep the roosters in the right direction. A feature of the picnic was the baseball game between No. 2 warehouse and No. 1. The first scored 10 runs to 4 made by the latter.

Cannot Make Use Of Stations To Readdress Express

Ottawa, (Special).—The Railway Commission has refused an application by a fish merchant of Montreal to allow him to readdress boxes of fish at the railway station and have the express company deliver to several addresses, instead of to his place of business. In refusing the application, the Board says that if it were granted, the same principle would have to be applied to all commodities handled by express, and "the railway companies' stations would become simply a clearing house for commission merchants in holding their goods for re-addressing before express companies would complete the contract of delivery."

Ideal Weather Favors Sarnia Grocers For Sixteenth Annual Outing

Retail Grocers, Travellers and Friends Enjoy Day of Recreation—Games and Sports Keep Everyone in Merry Mood—Committee Have Busy Day

SARNIA, Ont. (Special).—The sixteenth annual outing of the Sarnia Retail Grocers' Association was held on Wednesday last, at Lake Huron Park. Ideal weather, a crowd of approximately three thousand five hundred and a diversified program of sports, combined to make this picnic one of the most successful in the history of the organization.

Despite the large number of events and the unavoidable minor delays caused by the large number of competitors, the program was carried out on practically scheduled time. Four of the children's races were disposed of before noon and the remaining forty-seven regular events, and eighteen special attractions were concluded by six o'clock.

Babies and Jazz

The baby shows drew what was perhaps one of the largest fields of entrants.

In the first event for baby girls under one year, fifty-two babies were entered and in the second event, for boys under one year, sixty babies competed and the prize went to a one month old infant.

The jazz specialty contest in which the brevity of the ladies' skirts was determining factor created a great deal of amusement. The judges announced that the shortest nether garment was 32 inches from the ground and the second one 30 inches and on down to 23 inches.

Boxing Bouts Staged

Enthusiasts of the padded glove had a brief glimpse of their favorite sport in the boxing bouts staged towards the close of the afternoon. The first bout, a three two-minute round affair brought together Scotty McDonald of Sarnia, and Wilfred L. Moreaux, of Montreal, and after a lively bout in which a little claret was spilled, referee George Wood of Sarnia awarded the decision to McDonald.

McDonald appeared again in the second bout and was pitted against Ted Rawlings, of Sarnia, in a two minute round fracas. The bill was too brief to allow either of the boxers to cut loose and no decision was given.

Committees Responsible

The success of any outing is largely dependent on the completeness of the preliminary arrangements by the officers and committees in charge and the lion's share of the credit for this enjoyable event goes to the officers and the members of the committee of the association who are: honorary president, W. H. Kenny; honorary vice-president, Peter Clark; president, J. A. Lackie; secretary, R. Kirby; assistant secretary, Ewart McMann; treasurer, T. Gammon; official scorer, Harry Coe; official starters, R. H. McMann and H. Sanders; town committee, J. A. Lackie, John Kennedy, L. S. Parkinson, H. Sanders, W. Campbell, Brock Palmer, W. Hull, James Gammon, E. C. Wallis, R. H. McMann, Fred Walker, Alex Cook, A. Bryan, J. C. Winter, James Garen, Alex Wilson, Graham Wanless, James Fraser, Harry F. Coe, W. H. Tricker, I. R. Fleming, Robert Kirby, Harry Rotsky, W. M. Rae, Edward Proctor, W. S. Allaire, J. Bissell.

Sports committee, R. H. McMann, Cameron Watcher, H. Sanders, Joseph A. Lackie, I. R. Fleming, Robert Kirby, Mabin Swafford, Thomas Gammon. Dance committee—J. A. Dalziel, Fred Walker; committee on largest family, James Garen, Frank Seager; window committee, Cameron Watcher, L. S. Parkinson, George Rogers, Frank Seager, Adam Byers; tug of war committee, H. Doucher, W. Campbell; baby show committee, James Garen, Alex Wilson; greasy pole committee, Herbert Sanders, J. A. Dalziel; official announcers, Fred Foster, L. S. Parkinson; headquarters committee, J. A. Dalziel, H. Sanders, J. C. Markle.

One Method Of Collecting A Large Account

A Canadian Grocer subscriber writes that he is having trouble collecting a debt from a customer to whom he has given too much credit through sympathy in misfortune and sickness. He says that now he does not seem to be over anxious to pay up and his account amounts to about half his farm. It has run for quite a while. The merchant got him to sign a statement about annually acknowledging the debt. He asks us the following questions:

1. Is it necessary that such an acknowledgement be witnessed to make it good in law?

2. Can a man thus in debt give his property to his wife?

3. If I secure a mortgage can I prevent him removing timber or selling it?

4. In case of litigation for a debt of over $700 where would the case be tried?

Canadian Grocer submitted these questions to a lawyer for his opinions. We are herewith submitting his opinions to our subscriber for what they are worth. It should of course be taken into consideration that a case is never decided until the judge has given his decision and it is sometimes contrary to what one thinks it should be. However, the opinions are as follows:

1. "If you mean an acknowledgement for the purpose of making the account still collectable at law after the expiration of six years no witness is required. Such an acknowledgement, however, to be effective must be so worded as to express or imply a promise to pay."

2. "If when you sued he transferred his property to his wife, you could enter an action to have such transfer set aside."

3. "If after you took a mortgage he removed timber you could take possession of the farm; or if your margin of security was narrow you could have him restrained from removing timber."

4. "For a debt up to $800, the action would be entered in the County Court. If over $800 it would be the Supreme Court."

Ottawa Grocers Discuss Fruit and Vegetable Peddlers

Ottawa, (Special).—In an effort to be right up-to-date, the grocers of Ottawa are considering the advisability of staging a radio programme in connection with the annual Pure Food Show, at the Central Canada Exhibition in September. The matter was discussed at a regular meeting of the grocers' section a few days ago, and most of those who attended were in favor of giving the scheme a trial. An offer has been received from a certain concern to put on radio programmes in a central part of the building in the evenings. The offer will be either accepted or rejected at the next meeting, early in August.

Complaints were voiced by several members against the galaxy of fruit and vegetable peddlers who have been invading Ottawa's streets lately, and it was decided to take steps to find out if they were all properly entitled to the privilege. An instance of irregularity in this respect was cited by one member who had come across a peddler who had not been a resident of the city more than five months. The law requires that he be a resident at least a year before he is entitled to a license. This case will be brought to the attention of the police.

Mention was made of the Eastern Ontario R. M. A. conference which was held recently at Brockville, and all were agreed that it had been most beneficial. The grocers were well represented at the convention.

Those who attended the meeting were: A. E. Kelly, A. S. Moreland, T. H. Kennedy, T. Bowman, John Regan, H. Johnston, D. Bell, A. Phillips and J. C. Allan.

Salmon Pack Not Up To Expectations In Some Places

Prince Rupert, B. C.—Major Motherwell, chief inspector of fisheries, reports seven thousand cases of sock-eye salmon packed at Smith's Inlet up to two weeks ago. This is 50 per cent. of what was expected.

At Rivers Inlet twelve thousand cases were packed, and at Kimsquit 43,000 cases. A fair pack was taken at Bella Bella. At Kimsquit a close season has been applied for owing to the canners having gone beyond the boat ratings. At Lowe Inlet, owing to the very dry weather, creek sockeye have not yet appeared. The Skeena up to Saturday night showed a total of sixteen thousand cases, while the Naas pack exceeds expectations.

Western Crops Look Promising

Winnipeg.—"As nearly as can be judged at this date I should say that between the lakes and the Pacific coast the crop, cereal, fruits and vegetables, will be one of the best we have ever had," declared Grant Hall, vice-president of the Canadian Pacific Railway. Mr. Hall has spent three weeks in the West.

"On the prairies I think we have every reason to be hopeful. Along the main line of the C. P. R., south to the international boundary, and for 175 miles north of the main line, the grain crop is better than it has been for several years," Mr. Hall said. "Of course there are districts where it is short; but even in those districts the heads are of good length and well filled, showing that the early moisture was sufficient to carry it through. The sawfly is making some progress, and just what it may do yet is somewhat problematical."

British Columbia is suffering from drought, he said, but apparently it has not shortened the crop to any considerable degree, except possibly the apples in some districts.

GOOD PROSPECTS FOR TURKISH FIGS AND RAISIN CROPS

A report on the condition and prospects for Turkish figs and raisins from N. Balladur & Co., Smyrna, says: "It is stated that at present the estimate for the Sultana crop is 38,000 tons, but, that under continued favorable weather conditions, it may reach 40,000 tons, as compared with 32,000 tons last year. Barring unforeseen accidents the crop is expected to be of superior quality and condition. In view of the close clean-up of the 1921 crop in the primary as well as consuming markets, it is expected that opening prices will be about the same as last year. Of Elemes 8,000 tons are estimated for this crop, or 2,000 tons more than last season."

Some Hints On Selling Biscuits

In many stores biscuits form a considerable portion of the annual turnover and according to some merchants have been the means of bringing new customers to the store.

Biscuit salesmanship is no great trick. A suggestion to a customer about a new biscuit just arrived or how nice a certain biscuit is, served with fresh berries or some other article that the customer is purchasing, will often terminate in a sale for a pound of biscuits.

Henry Lohman, secretary of the United Retail Grocers' Association, Brooklyn, N. Y., recently offered some good hints on increasing sales on biscuits. He says:

"There is not a man, woman, or boy or girl and you can add the household pets, who is not fond of biscuits in some manner or form.

"Can any one suggest any other grocery commodity that can be more universally used to appease the appetite, quiet the crying baby, satisfy the boy or girl who is longing for sweets? Should unexpected company arrive serve a cup of cocoa, tea or coffee, with some kind of a biscuit or with an assortment as a side dish, and your guests will go away satisfied.

"With soups, chowders and many other cooked foods, the use of biscuits seems almost indispensable.

"For those convalescing from sickness, or suffering from indigestion or other stomach disorder, biscuits will assimilate much quicker and with less distress than any other baked food.

"Two biscuits, and a yeast cake or two, will give the body as much nutriment as a dish of a great many other foods.

"One could suggest many more uses for biscuits.

"There are hundreds of ways one could suggest to a grocer, as to how he can sell more biscuits than he does, and also how he can make good profit if he pushes biscuits to every one who comes to his store to buy something else.

"Cultivate the good will of the children by giving them a biscuit on and off. They will coax their parents to buy more.

"A biscuit to the baby will please the mother very much. And there will be a regular biscuit customer after that.

"The top of a butter tub, cleaned and surrounded with clean paper napkins and some biscuits spread on it, with a number of small or large packages banked around it will sell large quantities.

"The cost of sampling will be small compared to the ultimate future sales.

"Space will not permit any more suggestions, but a clean biscuit display, distinct from all other goods, will sell biscuits and increase your profits."

Montreal Board of Trade Making Tour Across Canada

Montreal (Special).—On the first of September a special train is leaving Montreal, carrying one hundred and twenty-five members of the Board of Trade as well as the Parliamentary party from England, who are touring Canada for the purpose of becoming acquainted with conditions here.

A special train on the C. P. R. which will be so scheduled that it will give the tourists the benefit of travelling by daylight when the scenery is most beautiful and by night through the less attractive stretches of the country. The itinerary includes a visit to every place of special interest with boat trips from Port McNichol to Fort William and Port Arthur on the Lake of the Woods, the Arrowhead Lakes, the Okanagan Lakes and up the coast from Vancouver to Prince Rupert. So far no representatives of the grocery trade in this city have signified their intention of going on the trip.

New Goods

A new product used to jelly fruits is being placed on the market. This product is called Jell-a-Fruit. It is a fruit pectin in a powdered form. It is put up in quarters, halves and one pound packages. Manufactured by the National Fruit Products, Limited, 705 Yonge St., Toronto, Ont.

The T. H. Estabrooks Co. have recently placed on the market a new package for their orange pekoe tea. The label is in four colors and gold. Orange is the basic color, the others being red, black and green. The front and back are the same design. The top carries a brief description of the tea and the bottom directions for making. One end has the price and the other the Red Rose trade mark. In addition to the new half and pound packages, the company have put out a small package of the same tea, with a number of them packed in a carton for counter display. The package used for this line is the same in design as for the larger ones.

"Every New Line That I Introduce Is Just Found Money"

Jack Burnet, Cobourg, Ont., Does Not Hesitate to Stock New Lines—Means Extra Profit and New Customers—China and Crockery Splendid Lines

"EVERY new line introduced, is like finding money," remarked Jack Burnet, Cobourg, Ont., to a Canadian Grocer representative. "We hear a good deal about the operating expenses being so much which should be taken into account when figuring the selling price of an article. But I maintain that every new line that I introduce, without adding to my expenses, is just found money, if I only sell that article on a five per cent. margin. Of course I don't make as much money as the rest of them, but just the same I claim it can be done. And goodness knows, there are not many stores to-day, which cannot add new articles without in any way increasing their overhead."

One line which the Burnet store has recently introduced with much success, and what they claim is really a side issue, is poultry feed and medicines. But perhaps the most outstanding line that can be considered a side line in a retail grocery store and one which has brought reputation and much business to the Burnet store, is china and crockery.

Although several show cases are set aside for displaying china, it is in a separate room at the back of the store—and which is divided from the grocery section by a glass partition—that the real assortment is on display. Here can be seen, full dinner and tea sets. Odd pieces of china and glass ware, from the finest products from England, France and Belgium, to the commonest kind. In fact an assortment that almost any individual merchant would be proud to display.

"China is something more than just crockery," said Mr. Burnet. "There is something about a nice piece of china that makes you feel you have a real treasure. It is a study in itself and a person to sell it must be enthusiastic and believe what he is saying or otherwise a sale will not materialize."

LARGE BRAZIL NUT CROP

The total crop of Brazil nuts will exceed 30,000 tons, which is the largest ever gathered. It is expected that shipments will be about equally divided between the United States and Europe, and in the neighborhood of 15,000 tons to each. Economic conditions having improved in England, that country is now taking her usual share of about half the crop.

CALIFORNIA APRICOT CROP

Reports from Fresno, Calif., states that the apricot season is drawing to a close, the middle of the month having witnessed the picking of the last of the crop in many sections. The crop has not been large in quantity, due to early frost damage, but those whose orchards weathered the cool weather of the late spring have excellent yields of fine quality. Some of the trees were so loaded that despite props the limbs broke down from the weight of the fruit. Dried apricots have been selling at 24c and 25c per pound, or around $500 per ton. Green or shipping apricots brought $75 to $90. The packing houses have been busy getting the fruit off to market, due to the railroad strike, and a large amount of it has already been sent East.



The above illustrates how Levesque's Provision Store, Montreal, Que., displays cooked meats. Mr. Levesque claims that display is half the power that sells goods quickly, and spares no trouble or expense to get the best results in this way.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

DURING the week under review the raw sugar market developed a shade quieter tone after the spectacular advance of the last two weeks, but remained in a firm position. Cubas were selling at 2¾c c. & f. New York and 3⅞c was asked at which latter figure there were only moderate offerings and occasional lots were obtainable at slight concessions. It was understood that one sale was made to an operator of 10,000 bags at 3 13-16c c. & f. New York for the second half of August shipment. Sales were made of Porto Ricos and Philippines at 5.36c equivalent to 3.75c for Cubas. These two descriptions, however, are from American possessions and pay no duty. Canadian refiners purchased 8,000 to 9,000 bags of San Domingos at 3.65c c. i. f. Halifax.

There appears to be a steady improvement for refined sugar across the line, especially for export and it is this continued demand which keeps refiners in the market. It is impossible to estimate just how long this export demand will continue. Cables from Europe estimate the increased production of beet sugar as considerably over that of the previous year. In Germany alone the beet sowings are 894,149 acres as compared with 802,750 acres in 1921 but much short of the big year of 1914 when 1,359,000 acres were sowed. Germany has purchased 100,000 tons of refined sugar since the embargo was lifted in June, and it is estimated that they must purchase 50,000 tons more to meet the requirements before the new crop comes on the market. The new crop available will be just sufficient for domestic consumption and it is not considered there will be any surplus for export.

Export prices for refined from the Atlantic seaboard are firm. The U.S. asking $5.10 while some second hand was obtainable at $4.85 to $4.90. Canadian refiners freely offering at $4.75 for August shipment.

Canadian refined sugar for domestic consumption holds firm at $7.50 Montreal basis, but it is understood that some sales were made of a second hand character at a price below this figure.

Opening prices are announced on this season's pack of peas. With the exception of standards there is little change in prices as compared with those of a year ago. Standards are slightly lower than last year. The packs of strawberries and raspberries are small.

Wholesalers are in receipt of new prices on this year's canned salmon. Sockeye is quoted $I higher than last year while cohoe is $2.50 per case lower and pinks from 50 cents to 75 cents per case higher.

All varieties of teas continue strong. Advices from primary markets indicate further advances on all grades even to the commonest kinds.

New prices on both old and new crop raisins are expected in the next week or two. Opening prices by the Association are also expected on California prunes. In the spot market, dried fruits show little activity and prices are generally unchanged.

In other grocery commodities, the week shows little features of interest and business in general has the usual summer quietness.

QUEBEC MARKETS

MONTREAL, August 2.—General market conditions for grocery products seem to be holding quite firm. Sugar, which has strengthened lately, continues to hold firm with prospects of an advance in the very near future on account of the price of raw sugar, refiners claiming that with the high price of raws the refined article is likely to rise in sympathy. All lines of spices are about the same as last week. Dried fruits are showing a decline in prices owing to the reports coming in that the crop of dried fruits is expected to be above the average. New prices are being named on French imported peas. The grocery market looks as if towards Fall prices would be reduced on account of the splendid crops. There is no change to report in the rice market nor in the cereal market. Both are now in seasonable demand.

CANNED GOODS STEADY

Montreal.

CANNED GOODS.—The market shows no change. Prices are steady at the moment.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 60	2 05
Cabbage, Simcoe, 2½s	1 80	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 26
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60

2's		2 80
2½'s		4 20
Bartlett Pears		3 40
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.		2 40

FIRM COFFEE MARKET

Montreal.

COFFEE.—The market holds firm but spot quotations to the retail trade are unchanged.

COFFEE—

Mocha	0 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

NO CHANGE IN DRIED FRUITS

Montreal.

DRIED FRUITS.—Quotations are unchanged as compared with last week. The market is quiet.

DRIED FRUITS—		
Apricots, fancy		0 38
Do., choice		0 33
Do., slabs		0 30
Apples (evaporated) 25 lbs.		0 26
Do., 50 lbs.		0 25
Peaches (fancy)		0 28
Do., (choice)		0 26
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed		0 31
Lemon		0 26
Orange		0 25
Citron		0 40
Raisins		
Valencias		0 19
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seedless (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.		0 21
Do., 16 oz.		0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, excelsior, (36 10s), pkg.		4 50
Dromedary, (36-10 oz.)		7 20
Loose	0 10	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		12½

CEREALS ARE STEADY

Montreal.

CEREALS.—The market is fairly steady with quotations unchanged.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		2 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		3 25
Pearl Barley		3 25
Beans, Ont.		3 50
Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07¼
Peas, standard	1 70	1 80

JAPAN TEAS UP TWO CENTS

Montreal.

TEAS.—All tea markets continue in a strong position. Japans are advanced 2c. per lb., while blacks are firm but unchanged.

TEAS—		
Pekoes	0 35	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 25
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 57	0 62
Early picking	0 62	0 82
Finest grades	0 77	1 00

FIRM RICE MARKET

Montreal.

RICES.—The market holds firm with quotations to the retail trade unchanged.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)		0 09
Do., (pearl)		0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

SUGAR STRONG

Montreal.

SUGAR.—The sugar market is holding very firm with a probable advance of prices in the very near future on account of the strong tone of raw sugar.

SUGAR—	
Granulated, per cwt.	7 50
Do., barrels	7 55
Granulated, gunnies, 5-20	7 70
Do., cases, 20 5-lb. cartons	7 90
Do., gunnies, 10-10	7 80
Do., cases, 50 2-lb. cartons	8 00

GINGER STRONGER

Montreal.

SPICES.—All lines of spices seem to be holding at about the same prices as last week. Very few changes are reported, except in Jamaica ginger which is strengthening.

SPICES—		
Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Caraway seed, Dutch		0 20
Cocoanut, 20 lb. pails, per lb.		22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure ground		0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves		0 55
Ginger (Jamaica)		0 30
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 30
Do., ground, 1 lb. tins		0 35
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

VEGETABLES EASIER

Montreal.

VEGETABLES.—The market is weaker with heavy receipts of all varieties.

VEGETABLES—		
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.		2 40
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 25	5 75
New potatoes, local, per bag	1 90	2 15
Bermuda onions, crate		2 50
Egyptian onions, per 100 lb.		5 00
Spinach, barrel, local	0 40	0 50
Cucumbers, local, per doz		0 60
New turnips, per doz.		1 50
Parsley, per doz.		2 00
Radishes, per doz.	0 10	0 15
Tomatoes, 11 qt. basket		1 15

NO CHANGE IN PACKAGE GOODS

Montreal.

PACKAGE GOODS.—All kinds of package cereals hold fairly steady and prices show no change.

PACKAGE GOODS—		
Breakfast, food, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages		0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s		2 35
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.) case		3 5.
Pancake Flour, case		7 1.
Pancake flour, self-raising, do.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat, 36s, case		6 46
Do., 20s case		50
Self-raising flour, (3-lb. bags, doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs case		3 00
Celluloid starch, 45 pkgs. case		3 80
Malt Breakfast Food, 36 pkgs		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian Cheese loaf, lb.		0 30
Pimento loaf		0 32
Swiss cheese loaf		0 44

SHELLED WALNUTS FIRM

Montreal.

NUTS.—Shelled walnuts are in a firmer position. Other lines are steady with quotations to the retail trade unchanged.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Valencia shelled almonds 3 crown		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled		0 50
Peanuts, Jumbo		0 15½
Filberts (Sicily,) per lb.		0 16
Do. shelled No. 1 Spanish		0 10½
Do., salted red		0 17
Fancy splits, per lb.		0 29
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell		0 30
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 28
Do., Bordeaux, shelled	0 58	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Do., shelled, No. 1 Virginia		0 12
Peanuts (salted)—		
Fancy wholes, per lb.		0 34

FRUITS IN DEMAND

Montreal.

FRUITS.—There are few changes in fruit quotations this week. Supplies are large with a good demand for both domestic and foreign fruits.

FRUIT—		
Apples, local, per bushel		3 00
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Messina	5 50	6 00
Florida, grape fruit	8 00	9 00
California Valencias	9 50	10 00
Oranges, late Valencias	10 50	11 50
California Pears, per case		7 00
Watermelons	0 50	6 65
Canteloupes, crate		6 00
Cherries, Red, 11 qt.		1 00
11 qt. baskets, black	1 25	1 35
Honey Dew Melons 6-8	5 00	6 00
Cherries, sour, 11 qt.	1 00	1 10
Plums, basket, 6 qt.	0 50	0 60
Do., 11 qt.	0 75	1 00
Pears	2 50	3 00
Peaches, 6 qt.	0 50	0 60
Do., 11 qt.	0 75	1 00

ONTARIO MARKETS

TORONTO, August 2.—Business in wholesale circles is reported as being rather quiet during the week under review. This perhaps is no exception at this season of the year when holidays are the order of the day and retailers are cleaning up stocks before the delivery of new crop goods. Sugar shows no change as compared with a week ago but there appears to have been some selling of a second hand nature at below the official list price. Prices are out on new pack salmon and with the exception of cohoe, are some higher than last years. Opening prices are also announced on new pack peas and with the exception of standards are about the same as a year ago. Standards are slightly lower than the opening price of last year. Cereals, both bulk and packages, are steady and unchanged. Teas continue to show strength, while coffee, although firm in primary markets, hold fairly steady on spot. Trading in nuts on futures has been a trifle more active. New prices for both old and new crop raisins are expected in a few days. Potatoes and other vegetables, also fruits, are in good supply with values tending easier.

CEREALS HOLD STEADY

Toronto.

CEREALS.—A fairly steady situation prevails in cereals. The movement continues good but quotations show no change.

CEREALS—		
Barley, pearl, 98s		5 00
Barley, pot, 98s		3 75
Cornmeal, golden, 98s		2 80
Oatmeal, 98s		3 85
Corn flour, 98s		2 86
Rye flour		4 40
Rolled oats, 90s		3 30
Rolled wheat, barrel		6 25
Cracked wheat, bag		5 00
Breakfast food, 98s		4 75
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		7 00
Peas, split, per bag		7 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s		4 50
Whole Wheat Flour		4 10
Wheat Kernels		5 25

BEANS UNCHANGED

Toronto.

BEANS.—No change has occurred in the bean situation as compared with a week ago. The market continues very quiet and quotations are unchanged.

BEANS—		
Candian hand picked, per bu.		4 40
Do., No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

FIRM COFFEE MARKET

Toronto.

COFFEE.—The situation remains about the same as last week. Primary markets are firm with the local condition also firm and prices holding fairly steady at the moment.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.		0 48
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Rio, lb.	0 23	0 25
Santos		0 35
Mocha, lb.	0 52	0 55

NEW SALMON PRICES OUT

Toronto.

CANNED GOODS.—Opening prices on this season's pack of salmon are announced by the packers but wholesale prices are not as yet available. Prices on sockeye, ones and halves show an advance of $1 per case over last year, but cohoe is $2.50 per case lower. Pinks, halves, are 75c. higher and ones are 50c. per case higher than a year ago. Nothing as yet has been learned about deliveries, but it is expected that sockeye will only be about a 30 per cent. one. Prices are announced on new pack of Alymer and Quaker brands of peas. Standards are 15c. per doz. lower than last year but other grades are about the same. The prices on peas f. o. b. factory are as follows: Standards, $1.54: Early June, $1.83: Sweet Wrinkle, $2.-28: and Extra Fine Sifted, $2.74 per doz. Delivered Toronto, these prices would be about 9c. per doz. higher.

CANNED GOODS—		
Shrimps	2 85	
Salmon—		
Sockeye 1s, doz.		5 60
Do., ½s, doz.		3 25
Alaska red, 1s.		4 25
Cohoe 1s, doz.		2 90
Do., ½s, doz.		1 45
Pinks, 1s, doz.		1 50
Lobster, ½-lb. doz.		5 25
Do., ¼-lb. tins	2 90	3 25
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomate Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.		1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.		1 80
Canned Vegetables		
Peas, standard, doz.	1 50	1 75
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Do., Golden wax, fancy, doz.		2 25
Asparagus tips, doz.	4 85	5 00
Do., butts, doz.		6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s doz.	1 70	1 80
Pumpkins, 2½s	1 90	1 80
Spinach, 2½s doz.		2 05
Do., 2s		2 25
Pineapples, sliced, 2½s doz.		3 75
Do., sliced, 2½s, doz.		4 25
Apples, gal. water pack, doz.		5 60
Do., gal. steam pack. doz.		6 80
Do., 2½s, doz.		1 75
Pears, 2s, doz.	3 00	4 25
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	3 50	
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., each	0 25	1 07
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.		3 60
Do., 4s, tins	0 80	0 90
Marmalade—		
12 oz. glass, doz.	2 25	2 45
16 oz. glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

RAISIN PRICES EXPECTED

Toronto.

DRIED FRUITS.—A quietness continues to prevail in the spot situation on dried fruits. New prices on both old and new crop raisins are expected any day. There is some talk on the street that new goods will open at around 13c. at the coast, but this is purely conjecture and nothing of definiteness has yet been learned. The crop of raisins is fairly good but this is apparently not taken into consideration by the association. It appears that prices are based mostly on what the public will stand, because it will be remembered that last year, in order to get at an opening price, the association placed a car on the New York market for auction. The highest price bid, was then taken as the opening price. Prunes are also quiet, the trade awaiting prices by the California Prune & Apricot Association.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.		0 49
Lemon caps, 12-lb. boxes, lb.		0 31
Orange caps, 12-lb. boxes, lb.		0 32
Mixed containing 4½ lb. lemon per lb.		0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		4 85
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 16½
Dates—		
Excelsior, pkgs., 3 doz., in case		4 00
Dromedary, 3 doz. to case		7 50
Do., 4 doz. to case		3 90
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07½
Prunes—		
80-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 17
60-70s, 25s		0 16
70-80s, 25s		0 14
80-90s		0 12½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California, Sultanas, lb.	0 16½	0 19
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.		14½
Seedless, 15-oz. pkts.		0 23
Do., 8 oz., pkt.		0 12
Thompsons, seedless, bulk	0 19	0 19½
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna, Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.		0 10½
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

SECOND HAND TRADING IN SUGAR

Toronto.

SUGAR.—Refined sugar is steady at the moment but firm on the basis of $7.50 Montreal, or $7.84 delivered Toronto. Some second hand selling developed during the week, which indicates some traders apparently overbought and in order to take out sugar within contract period were compelled to trim prices below list prices in order to make a quick sale. The raw market during the week was rather quiet but firm after the advances of the last couple of

weeks. Cubas sold at 3¾c. c. & f. New York while 3 7-8c. was asked.

SUGAR—

Acadia Sugar Refinery, ex. gran.	7 84
Dom. Sugar Refinery, ex. gran.	7 78
Canada Refinery, gran.	7 84
St. Lawrence Refinery, gran.	7 84
Atlantic Refinery, gran.	7 84

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-10 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

STRONG PEANUT MARKET

Toronto.

NUTS.—Trading in nuts appears to be picking up Importers report considerable business for futures being booked on shelled goods during the week. Market conditions show little change but shelled Bordeaux walnuts are showing signs of scarcity and it has been said that there will not be sufficient old crop to carry over until the new is available. Prices are steady but firm. Spanish shelled peanuts are very strong with quotations advanced to 13c. per lb.

NUTS—

Almonds, Tarragonas, lb.	**0 23**	**0 24**
Walnuts, Grenobles, lb.	**0 30**	**0 32**
Do., Marbot	0 25	0 26
Do., California	0 30	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 22
Do., sweetened, lb.	....	0 22
Do., shred	....	20
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	....	0 13
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled—		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 24	0 37
Walnuts, Bordeaux, lb.	0 62	0 65
Do., Manchurian, lb.	0 62	....
Do., broken	0 40	0 50
Jordan Almonds	0 70	0 75
Brazils, lb.	....	0 55
Pecans, lb.	0 80	0 83
Peanuts, Spanish,	....	0 13

PACKAGE GOODS STEADY

Toronto.

PACKAGE GOODS.—Quotations are unchanged with the situation remaining steady.

Rolled Oats, 20s, round case	....	5 00
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 15
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09
Do., No. 2, lb. cartons	....	0 07½
Laundry Starch	....	0 07
Do., in 1-lb. cartons	....	0 07¾
Do., in 6-lb. wood boxes	....	0 10¾
Do., in 6 lb. tin canmisters	....	0 11½
Cellulid starch, case	....	3 80
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s	....	2 70
Self-rising Pancake Flour, 18s	....	3 85
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

RICE MARKETS FIRMER

Toronto.

RICES.—Primary markets have somewhat firmed up during the past couple of weeks with some advances registered. This, as yet has had no noticeable influence on the local situation which still continues quiet and unchanged.

RICE—

Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	0 7½	0 08
White Sago	0 08	0 08½
Do., fancy	0 09½	0 10

FIRM MOLASSES MARKET

Toronto.

SYRUPS.—This market has the usual summer quietness and is devoid of anything of an interesting character with perhaps the exception of a slight firmness in molasses following the strength in the sugar market.

SYRUPS—

Corn Syrup—		
Barrels, about 700 lbs., yellow	....	**0 06½**
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	**4 25**
Cases, 5-lb. tins, white, 1 doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	**4 50**
Cases, 2-lb. tins, yellow 2 doz. in case	....	**3 75**
Cases, 5-lb. tins, yellow, 1 doz. in case	....	**4 20**
Cases, 10-lb. tins, yellow, ½ doz.	....	**4 00**
Sugar Syrup—		
Cases, No. 2 tins 24 to case	....	**4 50**
Maple Syrup—		
8 lb. tins, 10 to case, per case	....	14 50
2½ lb. tins 24 to case, per case	....	13 25
10 lb. tins, 6 to case, per case	....	11 50
5 gal. cans	....	11 00
1½ lb. tins, 24 to case, per case	....	7 50
5 lb. tins, 12 to case, per case	....	12 25
1 gal. tins, 6 to case, per case	....	13 20
Maple sugar, 1 lb. blocks, per lb.	....	0 18
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	**4 00**
No. 3 tins, 2-doz. case	....	**5 20**
No. 5 tins, 1-doz. case	....	**4 40**
No. 10 tins, ½-doz. case	....	**4 05**
Pails—No. 1	....	**1 15**
Pails, No. 2	....	**1 70**
West India, gal.	....	**0 30**
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	**3 25**
Pails No. 5	....	**3 85**

SPICES HOLD STEADY

Toronto.

SPICES.—The local spice situation is lacking in interesting features. The demand is fairly steady which is mostly in small lots according to immediate needs. Quotations are unchanged.

SPICES—

Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spices	....	0 20
Mace	....	0 55
Peppers, black	0 20	0 22
Do., white	0 30	0 32
Paprika, lb.	....	0 45
Chillies, lb.	....	0 50
Nutmegs, selects, whole	0 30	0 40
Do., ground	....	0 30
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 45
Coriander seed	....	0 18
Carraway seed, whole	....	0 20
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2-oz. pkgs., doz.	....	0 90

MEAT SAUCE REDUCED

Toronto.

SAUCES.—A reduction of 10c. per doz. in the price of Laing's C. C. Sauce is announced, making the new price $2.40 per doz.

TEAS CONTINUE STRONG

Toronto.

TEAS.—All tea markets continue to maintain a strong tone. The better grades of Indian and Ceylons are in heavy demand and prices are higher in primary markets. The commonest kinds are also higher. At the present time there is little prospect for an easier situation.

TEAS—

Pekoe Souchongs	0 40	0 45
Pekoes	**0 42**	**0 50**
Broken Pekoes	0 45	0 60
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	**0 65**
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 46
Do., points	0 45	0 57
Do., sifted	0 55	0 65

BARTLETT PEARS LOWER

Toronto.

FRUITS.—The season for raspberries is about finished. Some fairly good stuff arrived during the week and prices kept firm at 23c. to 25c. per box. Blueberries are not quite so plentiful and prices are somewhat firmer at $1.75 to $2.25 per 11 qt. basket. Early varieties of domestic apples, peaches and plums are arriving. California Bartlett pears are easier at $4.75 per box. Elberta peaches are offered at $5 per 6 basket crate.

FRUITS—

Oranges, Cal. Val.	6 50	11 50
Lemons, Verdellis, 300s, per box	5 00	....
Raspberries, per box, qts.	0 22	0 25
Bananas, per lb.	....	0 07
Blueberries, 11 qts.	1 75	2 25
Grapefruits, 64s, 80s, 100s, and 126s	6 00	6 50
Watermelons, ea.	0 75	0 85
Apricots, Cal., per box	....	3 00
Plums, Cal., per box	2 50	3 50
Cantaloupes, standards	4 50	....
Do., flats	....	2 00
Peaches, Elbertas, 6 bkt. crate	....	5 00
Apples, bus. bkt.	....	3 00
Do., 11 qt. bkt.	0 40	0 75
Cherries—		
Sour, 11 qt. bkt.	0 90	1 00
Do., 6 qt.	0 50	0 75
Black Currants, 11 qts.	....	3 00
Do., 6 qts.	....	1 75
Red Currants, 11 qt.	1 50	....
Pears, Cal. Bartlett, box	....	4 75
Plums, local, 6s,	0 40	0 50
Do., 11s,	0 75	1 00

POTATOES EASIER

Toronto.

VEGETABLES.—New local potatoes are in an easier position. Prices on track dropped to $1 to $1.15 per bag in car lots, but dealers are quoting single bags at $1.75. Corn is lower and more plentiful. White varieties are quoted at $1.50 per bag of 8 doz., and Golden Bantam is bringing $2 per bag of 10 doz. Tomatoes are slightly firmer at 50c. to 60c. per basket.

VEGETABLES—

Potatoes, local, new bag	1 75	....
Onions, per bag 100 lbs.	....	4 50
Do., Spanish, large cases	....	5 75
Do., Spanish, half cases	....	3 25
Leaf Lettuce, doz.	....	**0 25**
Green Onions, local, doz.	0 25	0 30
Beets, local, do. bun.	0 20	0 25
Carrots, doz. bun.	0 20	0 25
New cabbage, large crates	....	1 50
Radish, per doz.	....	0 25
Green peppers, 11 qt.	0 75	1 00
Wax beans, basket	....	0 40
Cucumbers, per basket	....	0 40
Green Peas, 11 qt. bkt.	0 50	0 75
Cauliflower, doz.	2 00	2 50
Parsley, 11 qt. bkt.	....	0 50
Vegetable marrow, doz.	....	1 00
Celery, doz.	0 75	1 00
Corn, 8 doz. to bag	1 50	....
Do., Golden Bantam, 10 doz.	....	2 00
Tomatoes	0 50	0 60

MANITOBA MARKETS

WINNIPEG, August 2.—Recent reports state that the Manitoba wheat crop is in splendid shape, while in some parts of Saskatchewan and Alberta rains are needed badly. Business in the country towns and district is showing an improvement and the cities are expected to respond shortly. There are few price changes in grocery commodities. Sales for all lines of canned goods are fully up to normal. Prunes on the primary markets are ruling firm but buying is deferred awaiting the announcement of the association's new prices. Prices on raisins are expected around the first week in August. Jams are maintaining a firm tone with buying limited except on snap offers. The sugar market is ruling firm and a further advance is anticipated. Fruits and vegetables are arriving in good supply with prices slightly easier.

COFFEE MARKET QUIET

Winnipeg.

COFFEE. — The coffee market is quiet at present and shows no change. The new crop will be late in arriving on the market which is somewhat responsible for the quietness. Coffee on the local market is in fair demand.

COFFEE—		
Rio, roasted, best grade, per lb.	0 22	0 23
Mexican, roasted, best grade, lb.	0 40	0 42
Jamaica, roasted, best grade, lb.	0 30	0 31
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 50	0 52
Bourbon, best grade, per lb.	0 31	0 32
Santos, best grade, per lb. ...	0 30	0 31
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED GOODS IN DEMAND

Winnipeg.

CANNED GOODS.—Sales for all lines of canned goods are fully up to normal. New pack canned strawberries, raspberries, cherries and peas are expected on the local market about the middle of August. Some lines are in short supply and the market maintains a firm tone. New canned lobsters have arrived and are quoted at $3 for quarters and $5 per dozen for halves.

CANNED FISH—	
Shrimps, 1s, 4 doz. case, doz.	2 75
Finnan Haddie, 1s, 4 doz. case..	8 00
Do., 8 oz. pkgs., 6 doz. case, pkg. ..	0 15½
Herring (Can.) 1s, 4 doz. case per case	6 50
Lobsters, ¼s, 8 doz. case, doz.	2 85
Do., ½s, 4 doz. case, doz.....	4 95
Oysters, 1s, 4 doz. case, case	8 40
Do., 2s, 8 oz. 2 doz. case, case.	7 50
Pilchards, 1s, tall, 4 doz. case, per case	6 25
Do., ½s, flat, 8 doz. case, case	9 00
Salmons—	Per case
Sockeye, 1s, tall, 4 doz. case..	20 00
Do., ½s, flat, 8 doz. case	21 00
Red Spring, 1s, tall, 4 doz. case	15 00
Do., ½s, flat, 8 doz. case..	16 00
Coho, 1s, tall, 4 doz. case ..	11 50
Do., ½s, flat, 8 doz. case	13 00
Pink, 1s, tall, 4 doz. case	6 00
Do., ½s, flat, 8 doz. case.....	8 00
CANNED FRUITS (Canadian)—	Per case
Apples, 6 tins in case	3 20
Blueberries, 2s, 2 doz. case	6 75
Cherries, 2s, 2 doz. case	6 70
Gooseberries, 2s, 2 doz. case	7 50
Lawtonberries, 2s, 2 doz. case	8 00
Peaches, 2s, 2 doz. case	6 60 7 10
Pears, 2s, 2 doz. case	6 45 7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	6 00
Plums, Lombard, H.S. 2s, doz. case	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	4 65
Raspberries, 2s, 2 doz. case	8 00 8 60
Strawberries, 2s, 2 doz. case ..	8 00 8 60
CANNED FRUIT (American)—	Per case
Apricots, 1s, 4 doz. case	10 50
Peaches, 2½s, 2 doz. case	9 15
Peaches, sliced, 1s, 4 doz. case..	10 85
Do., Halves, 1s, 4 doz. case	10
Do., 2s, 2 doz. case	6 50
Pears, 1s, 4 doz. case	13 25
Pineapple, sliced, 2s, 2 doz. case	7 00

NO CHANGE IN DRIED FRUITS

Winnipeg.

DRIED FRUITS.—There is an improvement in the demand for spot prunes and prices have firmed up slightly. Little interest is shown in future prunes, buying of which is deferred pending the announcement of opening prices by the association. New fancy apricots are reported scarce and buyers are purchasing sparingly and this also holds true of new crop peaches. The raisin situation is dominated by the expectation of the announcement around the first week in August of a new basis of prices by the raisin association. Local stocks of seeded are practically cleaned up. Citron and other peels are in a strong position.

DRIED FRUITS	
Evaporated apples, per lb.	0 22
Currants, 90 lb., per lb.	0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg. ..	0 13½
Dates, Hallowee, bulk, lb.	0 14
Do., pkgs., 3 doz. case, lb.	0 09
Figs, Smyrna, per lb.	0 14
Loganberries, 8 oz., 4 doz. case, pk...	0 27¾
Peaches, standard, per lb.	0 21
Do., choice, per lb.	0 22
Do., fancy, per lb.	0 25
Do., Cal., in cartons, per carton	1 00
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 30
Prunes—	
30-40s, 25s, per lb.	0 24
40-50s, 25s, per lb.	0 20
50-60s, 25s, per lb.	0 17½
60-70s, 25s, per lb.	0 16
70-80s, 25s, per lb.	0 14½
90-100s, 25s, per lb.	0 12½
In 5-lb. cartons, carton	0 73 0 80
Raisins—Seeded—	
Cal., pkg., 16 oz., fancy, per pkg. ...	0 21½
Do., pkg., 12 oz., fancy, per pkg.....	0 17½
Do., 16 oz., choice, per pkg.	0 21
Do., 12 oz., choice, per pkg.	0 16
Cal., 5 lb. cartons, per carton	1 15
Do., bulk, 25-lb. boxes, per lb..	0 20
Raisins—Seedless—	
Cal., pkg., 11 oz., per pkg.	0 20
Do., bulk, 25-lb. boxes, per lb.	0 22
Do., bulk, 5-lb. cartons, per carton..	1 15
Do., Cal. Muscatels, 5 lb. carton, per	
Apricots—	
carton	1 15
Do., Standard, 10s, per lb.	0 32
Do., 25s, per lb.	0 30
Do., Choice, 10s, per lb.	0 34
Do., 25s, per lb.	0 32
Do., Fancy, 10s, per lb.	0 36

SCARCITY OF DRIED PEAS

Winnipeg.

CEREALS.—Whole green and yellow split peas are reported scarce and with no chance of further shipment arriving until October the market is showing a firmer tone. Rolled oats are in good demand and with the harvest season near at hand an improvement is looked forward to by the trade. Light breakfast foods continue to sell freely with no change in quotations.

PACKAGE CEREALS—		
Rolled Oats, 20s. Rd. Ct.	3 75	4 56
Do., 3s, case square pkts.....	....	3 75
Do., 18s, case	....	2 10
Corn Flakes, 36s, case	3 50	3 80
Cornmeal, 2 doz. case, per case .	....	3 40
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case, per case.....		5 70
Cream of Wheat, 3 doz. case per case...		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 65
Do., 40s, per bag		1 40
Do., 20s, per bag		0 76
Do., 10-8s, per bale		3 55
Oatmeal, 98s. gran. for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bushel		4 75
Peas, split, yellow, 98s, per bag		8 00
Do., split, yellow, 49s, per bag.....		4 10
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½	0 14½
Barley, pot, 98s, per bag		3 45
Do., pot, 24s, per bag		0 93
Do., pot, 24s, per bag		4 60
Barley, pearl, 98s, per bag		4 60
Do., pearl, 24s, per bag		1 22
Cornmeal, 98s per bag		2 75
Do., 49s, per bag		1 45
Do., 24s. per bag		0 75
Do., 10-lbs. per bal.....e.....		3 35
Buckwheat, Gritz, 98s, whole, per bag		6 00

FLOUR MARKET STEADY

Winnipeg

FLOUR.—There are no signs of any increased activity in the flour market. Buyers continue to purchase in sufficient quantities to meet their necessary requirements.

FLOUR—	
98 lb. sacks	3 90
Two 49 lb. sacks	3 97½
Four 24 lb. sacks	4 07½

FIRM TONE TO JAMS

Winnipeg.

JAMS.—Manufacturers are maintaining high prices on jams, claiming that it is impossible to sell at less than present quotations due to the light pack on some of the popular lines. Wholesalers are playing a waiting policy and in the meantime are only buying lines that are offered at snap prices. Retailers are refusing to buy at present prices and are cleaning up their present stocks in order to stimulate business.

JAMS—	
Black Currant, 4s, per tin	0 89
Strawberry, 4s, per tin	0 89
Raspberry, 4s, per tin	0 89
Apricots, 4s, per tin	0 83
Cherry, 4s, per tin	0 83
Peach, 4s, per tin	0 83
Compound (all flavors) 4s tin	0 45

SUGAR LOOKS HIGHER

Winnipeg.

SUGAR.—The sugar market is ruling firm and a further advance is expected very shortly. There is a good demand due to the preserving season.

SUGAR—	
Extra gran., bags, 100 lbs.	8 50
Do, gunnies, 5-20 lbs.	8 90
Do., cartons, 20-5 lbs.	9 10
Do., gunies, 10-10 lbs.	9 00
Yellow, No. 1, lb. bags, 100 lbs.	8 10
Do., golden bags, 100 lbs.	8 00
Powdered sugar, bbls.	8 90
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 30
Icing, barrels	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	9 40
Soft lumps, boxes, 100 lbs.	9 30
Do., boxes, 50 lbs.	9 60
Do., cases, 20 cartons	10 35
Do., cases, 40½ lbs.	11 10
Small lump boxes, 100 lbs.	9 20
Do., boxes, 50 lbs.	9 30
Do., boxes, 25 lbs.	9 50
Do., cartons, 50 2-lb.	10 60
Do., boxes, 25 lbs.	9 30
Hard lump boxes, 10 lbs	9 45
Do, boxes, 50 lbs	9 30

GOOD NUT CROP

Winnipeg.

NUTS.—Advices received by importers indicate that the nut crop this season will be a large one. The crop of almonds in Spain is one of the largest that has ever been seen. Shelled walnuts are showing a slightly firmer tone.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 28
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

RICE MARKET STRONGER

Winnipeg.

RICE.—The rice markets are ruling firmer and prices are advancing. There is a good demand for the better grades.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08½
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 07½
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

ADVANCE IN MOLASSES

Winnipeg.

SYRUPS.—Molasses have advanced 5c per case and a further advance is anticipated in the near future. Business is of the average volume for the season with buyers placing orders to fill their requirements.

CANE SYRUP—	
No. 2s, 2 doz. case	5 30
No. 5s, 1 doz. case	6 15
No. 10s, ½ doz. case	5 70
No. 20s, ¼ doz. case	5 55
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 25
Cases, 20-lb. tins, white, ¼ doz. in case	4 25
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 65
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 00
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	20 50
Pure, 5s, per case of 1 doz.	19 00
Pure, 10s, per case of ½ doz.	17 50
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½s, tins, ½ doz. case	4 35
2s, tins, ½ doz. case	4 20
2½s, tins, 2 doz. case	3 55
5s, tins, 1 doz. case	3 40
10s, tins, ½ doz. case	3 00

ACTIVITY IN SPICES

Winnipeg.

SPICES.—There is a seasonable demand for all lines of spices, and the primary markets are ruling firm. The crop of white peppers this year will be light.

SPICES—		
Allspice, Jamaica, best qual., lb.	0 18	
Cassia, Batavia, per lb.	0 35	
Do., China, per lb.	0 25	
Chillies, per lb.	0 55	
Do., No. 1 per lb.	0 53	
Cinnamon, Ceylon, per lb.	0 50	
Do., No. 10, carton, doz.	0 75	
Cloves, Penang, per lb.	0 95	
Do., Amboyna, per lb.	0 90	
Do., Zanzibar, per lb.	0 60	
Ginger, washed, Jamaica, No. 1	0 55	0 60
Do., Jamaica, No. 2		0 50
Do., Japan or Africa, lb.		0 20
Mace, extra bright Penang, lb.		0 65
per lb.		0 35
NUTMEGS—		
Nutmegs, extra large brown, 70 lb., per lb.		0 55
Do., large brown, 85 lb., per lb.		0 40
Do., med. brown, 110 to lb., per lb.		0 35
Do., carton of six, per doz.		0 80
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex. lb.		0 22
Do., white, per lb.		0 35
Pickling, ¼ lb. pkg., per doz.		0 90
Do., bulk, No. 1, per lb.		0 22
Do., No. 2, per lb.		0 20
GROUND SPICE—		
Allspice, bulk, per lb.		0 18
Do., No. 2, per lb.		0 16
Do., No. 1 4 oz. cartons		1 30
Cassia, No. 1, bulk, per lb.		0 27
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		0 95
Cloves, bulk, per lb.		0 63
Do., 2 oz. cartons		1 45
Do., 4 oz. cartons		2 75

STARCH MARKET STEADY

Winnipeg.

STARCH.—There is a firm market but in the absence of demand of any consequence prices are not changed.

TEA MARKET STEADY

Winnipeg.

TEA.—The market for tea continues strong, practically all grades showing a higher tendency. Spot prices are unchanged under a moderate demand.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

FRUITS IN DEMAND

Winnipeg.

FRUITS.—California fresh fruits are arriving in good supply and prices are slightly easier. Raspberries are higher and are quoted at $5 per case. Large baskets of blueberries are quoted at $2.50. B. C. Bing cherries are in good demand at $4 per case. There is a good demand for cantaloupes and watermelons.

FRUITS—		
Peaches, per case	2 25	....
Plums, per case	2 75	3 50
Pears, per case	6 50	....
Apples, per box	4 00	....
Apples, per basket	3 75	4 50
Raspberries, per case	5 00	....
Cherries, per case	3 00	4 25
Canteloupes, per case (Flats)	2 00	....
Cantaloupes, (Standards) per case	5 00	....

VEGETABLES PLENTIFUL

Winnipeg.

VEGETABLES.—Local vegetables are plentiful on the market and prices show easier levels. New local beets, turnips, potatoes and cabbage are arriving in large quantities and are meeting with a good demand. B. C. celery is quoted at $12 per case. Large quantities of Ontario tomatoes are arriving and are quoted at $2 per basket

Cabbage, per lb.	0 04½
Leaf lettuce, per doz.	4 25
Head Lettuce, per doz.	0 75
Green onions, per doz.	0 15
Cucumbers, per doz.	2 25
Tomatoes, per case	3 00
Celery, per lb.	0 12
Onions, per sack	4 50
Rhubarb, per lb.	0 02

Peach Production In Niagara District Will Make Record

The peach production in the Niagara district will be a record one this season, according to T. J. Mahony, president of the Niagara Peninsula Growers, Limited.

Even the highest total of other bumper crop years will fall far behind the mark of 1922 he prophesied. Last year his company shipped 564 cars of this particular fruit and as an indication of the increase, arrangements are being completed to handle over 1,200 cars this year. Prices are expected to be easier, but Mr. Mahony did not mention any figures.

Cannot Alter By-law Closing Stores at 6 P.M.

Edmonds, B. C.—Protesting that the early-closing by-law in Burnaby would eliminate any benefits derived by storekeepers from cheaper taxes in the municipality, which had evidently attracted several of the small-business men to that district, 76 of the complainants signed a petition asking Burnaby council to re-consider the closing hours, and presented it to the council. Secretary of the G.A.U.V., wrote opposing the early closing by-law, and presented arguments to show that many shopkeepers who had formerly approved, now opposed early closing. The council gave the by-law preliminary first and second readings, and the veterans' association will be asked to furnish the municipality with a counter petition before a decision can be reached.

Catalogue and Booklets

An interesting little booklet entitled "The Story of Salt," is being distributed by Cerebos Limited, Toronto. This booklet traces the history of salt ages back and quotes biblical references to it. There are also many historical references made and it is shown that at one time the Greeks considered it a sacred product.

Baker Mercier Co., Toronto, have been appointed Canadian agents for Liebig's Extract of Meat.

MARKETS BY WIRE

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Aug. 1.—General grocery commodities continue to hold firm with no change in quotations. Butter is down one cent, making creamery prints 37c. and solids 35c. per lb.

Flour, No. 1 patents, bbl.		10 00
Cornmeal, bags		2 50
Rolled oats, per bag		4 00
Rice, Siam, per 100 lbs.	0 08½	
Tapioca, 100 lbs.		7 50
Sugar, standard, gran.		7 50
Do., No. 1 yellow		7 00
Molasses, gal.		0 65
Cheese, Ont., twins		0 21
Eggs, fresh, doz.		0 30
Lard, compound		0 16½
Do., pure, lb.		0 18
American clear pork, bbl.		32 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, aver., 25-35 lbs.		0 32
Do., aver., 18-25 lbs.		0 34
Hams, aver., 12-18 lbs.		0 37
Roll bacon		0 24
Breakfast Bacon		0 33
Butter, creamery, prints, lb.		0 37
Do., creamery, solids		0 35
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		2 90
Corn, 2s, standard, doz.		1 60
Peas, standard, doz.		1 85
Strawberries, 2s, Ont., doz.		3 60
Do., pinks		7 00
Do., Cohoes		14 00
Do., Chums		6 00
Evaporated apples, per lb.		0 22
Dried peaches, per lb.		0 22
Potatoes, Nat., 90-lb. bag		1 50
Corned beef	3 00	3 55
Onions, Spanish, lb.		0 06
Do., American, bag 10 lbs.		13 50
Oranges, per case	9 00	10 00
Cauliflower, per doz.		3 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Aug. 1.—Clear pork is advanced to $34.50 per barrel. Molasses is higher at 70c. per gal. Grapefruit is quoted at $8 per case. Lemons are slightly lower at $7 per case. Onions are selling at 4½c per lb.

Rolled oats, bag		4 00
Do., bbls.		9 00
Cornmeal, gran., bags		2 75
Rice, Siam, per cwt.		6 60
Tapioca, per 100 lbs.		9 50
Molasses, gal.		0 70
Tomatoes, cans, doz.		1 90
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 14
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 23
Almonds		0 22
Brazils		0 20
Peanuts		0 18
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bbl.		1 65
Pork, clear, bbls.		34 50
Oranges, per case	11 00	12 00
Bananas, per lb.		0 08
Lemons, case		7 00
Grapefruit, case	9 00	
Pigs' feet, per 20-lb. pail		2 25
Hams, shoulder, per lb.		0 22
Bacon, side per lb.		0 33
Bacon roll, per lb.		0 32
Lard, pure, in pails, lb.		0 18
Lard, pure, in tubs, lb.		0 17½
Shortening, in pails, lb.		0 17
Shortening, in tubs, lb.		0 16½
Butter, creamery, prints		0 38
Butter, creamery, solids		0 36
Oleomargarine		0 23
Cheese, whole, lb.	0 19	0 21
Cheese, twins, lb.		0 21
Eggs, per doz.		0 30
Sugar, gran.		7 75
Do., cut loaf		9 45
Do., No. 1 yellow		7 25

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Aug. 1.—Clover Leaf salmon, halves, have arrived and are quoted at $22 to $22.50 per case. New pack canned lobsters are offered at $2.95 per doz., for quarters, and $4.95 per doz. for halves. Some lines of matches are reduced in price. Wagstaffe's Loganberry jam and Bramble-Berry jelly, fours, are both reduced to $10.75 per case.

Beans, Kotenash, per cwt.	6 25	
Rolled oats 80s		3 00
Rice, Siam	5 90	6 50
Japan, No. 1	7 15	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.		7 90
Sugar, pure cane, gran., cwt.		8 84
Cheese, No. 1, Ont., large		0 20½
Alberta cheese, twins		0 20
Do., large		0 22
Butter, creamery, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s		10 80
Eggs, new laid, local, case		7 00
Tomatoes, 2½s	4 40	4 50
Pumpkin, 2½s case	4 05	4 25
Lemons, case		7 75
Corn, 2s, standard case	2 80	3 60
Peas, 2s, standard case	3 95	4 20
New early June peas, case		4 75
Salmon sockeye 1s, case	20 25	21 25
Do., Sockeye, ½s		21 65
Evaporated apples, 50s		0 20
Do., 25s		0 21

Fibre Board Boxes Make Satisfactory Shipping Containers

The fibre shipping container has come to stay, according to an article published by the "Spice Mill" of New York. The manufacturers have so standardized their product and perfected their methods of construction that no one doubts the efficiency of containers made of corrugated fibre board or of solid fibre.

To gain the advantages of a package which can be shipped and stored flat at little cost of freight, the user is obliged to provide means for setting up the box and closing it securely after it has been filled. A strong, well designed and well built fibre container cannot give the service for which the shipper pays unless it is sealed securely. The failure of only a few boxes in transit may cause an economical method of packing to be set aside when a little care in sealing would have produced perfect satisfaction.

Fibre containers are manufactured with silicate of soda as the adhesive which holds the lips of the corrugated sheets to the flat lining and binds the various plies of the solid fibre into a single strong unit. So, for sealing the finished box the same material is logical and its value has been demonstrated by much experience. This method of sealing produces a strong mechanical reinforcement and prevents the weaving motion which makes piles of boxes unstable and increases the risk of failure. Tight sealing, top and bottom, makes it impossible to pilfer the contents without detection and the danger of loss from this source is almost eliminated.

What is Silicate of Soda?

Silicate of Soda is a mineral product. It is made from soda and sand melted together in a furnace from which it comes with the appearance of glass. It is commonly known as "Water Glass" and is used in preserving eggs. With special equipment this glass like substance is dissolved in water to make a syrup solution which is used for adhesive purposes. It has the advantage of setting quickly and with a strength much greater than that of paper. On wood, silicate will produce a joint with a strength of 500 lbs. to the square inch.

Commercial silicate of soda is odorless, clean and sterile. It contains less water than any other adhesive so that the boxes do not have to be specially dried after sealing. Being a mineral substance it resists the attack of vermin.

What Is Initiative?

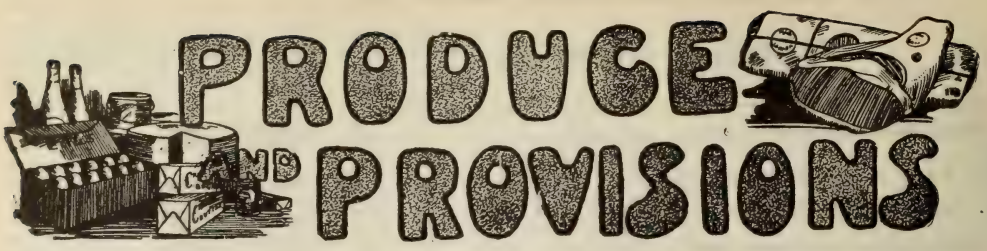
It is doing the right thing without being told. But next to doing the right thing without being told is to do it when you are told to do it at once. That is to say, carry the message to Garcia.

Next, there are those who never do a thing until they are told twice; such get no honors and small pay.

Next, there are those who do the right thing only when necessity kicks them from behind, and these get indifference instead of honors and a pittance for pay. This kind spends most of its time polishing a bench with a hard luck story.

Then, still lower down in the scale than this, we find the fellow who will not do the right thing even when some one goes along to show him how and stays to see that he does it; he is always out of a job and receives the contempt he deserves, unless he has a rich Pa, in which case Destiny patiently waits around the corner with a stuffed club.

To which class do you belong?—Elbert Hubbard.



Considers Window Displays His Best Advertisement

H. M. Belyea, Woodstock, N.B., Pays Much Attention to Windows—Passersby Attracted to Them—Price Tickets Help to Boost Sales

WOODSTOCK, N. B. (Special.)—The use of window space as a handy place to dump merchandise without any thought as to selling, is fast going into the discard. Merchants are more and more realizing that the proper use of window space is one of the best advertisements the store can have.

Such is the experience of H. M. Belyea, who recently stated to a representative of Canadian Grocer that he considers the windows his best advertisement. He always makes it a point to have the windows so attractive that they cannot fail to arrest the attention of every passerby.

In the window generally used for displaying meats and vegetables, the floor is covered with white oilcloth. Mr. Belyea is of the opinion that this material is admirable for this purpose, because it is so easily kept clean. In trimming this window, crepe paper is often used to advantage. A border of this paper of a color suitable to the season, forms an attraction to the eye. When eggs are displayed, they are shown in cheese box lids, covered with the same color crepe paper as the decorations. Cooked meats, hams and bacon are displayed on plates which are decorated with lettuce, parsley or other green stuff.

To each article on display is attached a neat price card. Mr. Belyea considers the use of price tickets an excellent plan. He claims that they make many a sale because people can see the price without the bother of asking.

The Belyea store is operated on the cash basis and has been found to be very satisfactory.

British Columbia and Puget Sound Salmon Will Come on Bare Market

Export Demand Cleans Up 1921 Stocks of British Columbia and Puget Sound Salmon—This Season's Pack Smaller Than Usual—Canned Goods Situation in United States Healthy

TORONTO (Special).—E. B. McGovern, president of McGovern & McGovern of Seattle, Wash., was in Toronto last week and gave some interesting information on the salmon situation.

He reports an active market in salmon and says that for the first time since war days spot stocks of canned salmon both in British Columbia and Puget Sound are on the point of a clean-up. As a matter of fact British Columbia is almost entirely cleaned up and dealers there have been drawing on stocks at Seattle for export trade.

At the present moment, he said, it was too early to foretell what the actual pack would be, but on account of the rigid restrictions by the United States Government on Puget Sound and Alaska, the pack would probably be below preparation.

A Hint as to Prices

Already the new pack Alaska Sockeye Talls have reached Seattle and have been eagerly sought after by the trade in the States on the basis of $9.00 for Talls f. o. b. coast. This price is guaranteed against the Alaska Packers' Association opening prices. One prominent packer has already named a price on Fancy Puget Sound Cohoe of $4.60 per case for 4 dozen halves and $5.60 per case of 48-1's tall.

New pack Puget Sound Sockeye have already been sold at $10 per case of 4 dozen halves. This almost extinct species will not be in sufficient supply to take care of the demand, and certain trade demands this grade regardless of price.

Mr. McGovern said that the canned goods situation generally in the States is in a healthy condition. Fruit, vegetable and salmon packers will have the new packs coming on a bare market and while he does not look to see a runaway market, he does look forward to brisk business within the next sixty days.

There has been considerable export demand particularly for Alaska Red talls and this was instrumental in cleaning up the carry over of the 1921 pack.

On leaving for the coast, Mr. McGovern stated he was very favorably impressed with business conditions in Canada.

BLOOD ORANGES MADE TO ORDER

How ordinary oranges are transformed and sold as blood oranges through the use of a hypodermic needle and red aniline dye, was told in a recent German medical journal. This journal reported the injury of a young girl by the point of a hypodermic needle, swallowed while eating a supposed blood orange. The girl had purchased a dozen of the oranges, all of which proved on investigation to have been treated with the dye. Frauds of this sort are no novelty in Germany, it is said, similar cases having often been reported.—Sunkist Courier.

A combination of meats and fresh green vegetables, make an attractive display.



Illustration how H. M. Belyea, of Woodstock, N. B., attracts the eye with window displays.

QUEBEC MARKETS

MONTREAL, August 2.—The hog market as well as all fresh meats are in a weak position. Cooked hams are slightly lower while smoked breakfast bacon is also a shade reduced. Butter is holding firm. New laid eggs are steady while storage shows a slight reduction. Cheese is steady. Lard and shortening are unchanged.

BUTTER HOLDS FIRM

Montreal.

BUTTER.—The market holds firm but no change has occurred in quotations.

BUTTER—		
Creamery prints, finest	0 37	0 38
Creamery solids	0 36	0 37
Dairy Solids	....	0 28
Dairy prints	....	0 30

STEADY CHEESE PRICES

Montreal.

CHEESE. — The market is fairly steady. Quotations are unchanged at 18c to 20c per lb. for large new cheese.

CHEESE—		
Old colored, twins	....	0 23
Old White	....	0 23
New Large, per lb.	0 18	0 20
New Twins, per lb.	0 18	0 20
Fancy Old Cheese, per lb.	0 28	0 30
Triplets, per lb.	0 18	0 20
Stilton, per lb.	....	0 28
Quebec	0 18	0 20

NO CHANGE IN LARD

Montreal.

LARD.—There is no change in the lard situation as compared with last week.

LARD—		
Tierces, 60 lb.	0 15½	0 16½
Pails, 20 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
1 lb. bricks	0 17	0 18½

NEW LAID EGGS FIRM

Montreal.

EGGS.—New laids are holding firm at unchanged quotations. Storage eggs are slightly easier under a reduction of one cent per dozen.

EGGS—		
Specials	0 37	0 40
Selects, new laid	....	0 33
No. 1	....	0 28
Storage	....	0 27

PORK MARKET WEAK

Montreal.

FRESH MEATS.—Fresh pork market quiet and prices likely to decline owing to larger stocks than requirements need.

FRESH MEATS—		
Hogs, live (selected ,weighed off cars)	14 00	15 00
Fresh killed	20 00	21 00
Fresh Pork—		
Legs of pork (foot on)	0 21	0 22
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 20	0 21
Untrimmed	....	0 18
Pork sausage (pure)	0 20	0 21
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 15 0 18	0 12 0 16
Front quarters	0 10 0 12	0 05 0 08
Loins	0 23	.... 0 28
Chucks	0 10	0 11 0 12

COOKED HAMS DOWN

Montreal.

COOKED MEATS.—Cooked hams are reduced one cent per pound. Other quotations are unchanged.

COOKED MEATS—		
Hams, cooked		0 52
Sandwich	0 57	0 59
Square hams		0 55
Smoked shoulders		0 22
Bologna	0 10	0 21
Corned Beef 1's, per doz.		3 25
Per doz. 2's		5 75

SOME SMOKED MEATS DOWN

Montreal.

PROVISIONS.—The market is easier. Breakfast bacon is quoted at a decline of one cent per pound. Other grades are unchanged.

BACON—		
Breakfast, best	0 38	0 39
Smoked breakfast	0 30	0 32
Cottage rolls	....	0 30
Picnic smoked hams	....	0 23
Wiltshire	0 30	0 34
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 35	0 39
Do., 12-14	0 38	0 40
Do., 20-25	0 34	0 36
Do., 25-30	0 32	0 34
Over 35 lbs.	0 29	0 30

FISH QUIET

Montreal.

FISH.—The fish market has the usual summer quietness. The situation is fairly steady with quotations showing no change.

FRESH FISH—		
Herring	....	0 06
Market cod, fresh	....	0 06
Steak cod	....	0 08
Haddock	....	0 07
Halibut	....	0 22
Lake Trout	....	0 17
Flounders	....	0 08
Mackerel	....	0 12
Brook trout	....	0 50
Spring salmon	....	0 25
Dressed pike	....	0 12
FROZEN FISH—		
Haddock	....	0 06
Halibut	....	0 18
Chicken halibut	....	0 16
Market cod	0 05	0 05½
Steak cod	0 06½	0 06
Doree	0 13	0 14
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21

ONTARIO MARKETS

TORONTO, August 2.—The hog market developed further weakness during the week and prices dropped 50c per cwt. An easier feeling still prevails and packers are endeavoring to further reduce values. Smoked meats are unchanged but there appears to be a shade easier undertone. Cooked meats show a slight reduction. Butter holds fairly steady with cheese quiet and unchanged. Eggs are weak under lower quotations at country points.

BUTTER QUIET BUT STEADY

Toronto.

BUTTER.—There is little change in the market for butter other than a quietness in the export demand. Export business, however, is expected to pick up, and considerable supplies are likely to be needed in England before the close of navigation. At the present time the market is quiet but prices hold steady and unchanged as compared with a week ago.

Toronto.		
BUTTER—		
Creamery prints, No. 1	0 39	0 41
Creamery prints, No. 2	0 36	0 37

CHEESE QUIET

Toronto.

CHEESE.—Like butter, cheese is also having a quiet spell and there is little export enquiry. The local situation remains about the same as a week ago and quotations to the retail trade are unchanged.

CHEESE—		
Large, new	0 19	0 20
Do., Sept.	0 24	0 24
Stilton, new	0 23	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGG PRICES EASY

Toronto.

EGGS.—The easier tone in the egg situation continues to prevail. Dealers are sending out a lower quotation at country points and prices to the retail trade are reduced one to two cents. Selects are quoted at 33c and No. 1s, at 30c per doz.

EGGS—		
No. 1, per dozen.	0 30	....
Selects, per doz.	0 33	....

LARD UNCHANGED

Toronto.

LARD.—Quotations are unchanged at 19c for one pound prints and 16c per lb. on the tierce basis.

SHORTENING STEADY

Toronto.

SHORTENING.—No change has occurred in shortening during the week. The market holds fairly steady with quotations unchanged.

SHORTENING—		
1-lb. prints	0 17	0 18
Tierces. 400 lbs.	....	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

HOGS DROP ANOTHER 50 CENTS

Toronto.

FRESH MEATS.—As we went to press a week ago, hogs on the fed and watered basis were selling at $14.50 and packers were offering a further reduction for the balance of the week. In this packers were successful and prices dropped to $14. As we go to press packers are still trying to hammer values lower. In the cattle section of the Union Stock Yards, the position remains about the same as a week ago. There appears to be little demand for fresh meats at the moment and consequently the market is quiet.

FRESH MEAT—		
Hogs—		
Live, fed and watered, cwt.		14 00
Live, f.o.b.		13 25
Live, off cars		14 25
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 15 lbs.	....	0 31
Loins		0 33
Fresh hams, lb.		0 32
Tenderloins, lb.	0 45	....
Picnics, lb.		0 19½
Montreal shoulders		0 21
Boston butts, lb.	....	0 27
New York shoulders		0 20½
Fresh Beef—from Steers and Heffers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20

Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 28	0 30
Hips, lb.	0 14	0 16

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Do., medium	0 09	0 10
Sheep, whole, lb.	0 08	0 15
Lamb, Spring, lb.	0 25	0 27

Above prices subject to daily fluctuations of the market.

COOKED MEATS EASIER

Toronto.

COOKED MEATS.—All cooked meats have a shade easier tone with quotations slightly reduced. Ordinary round trimmed boiled hams are quoted at 52c and square trimmed at 54c per lb. Jellied ox tongue is quoted at 60c and jellied pork tongue at 33c per lb.

COOKED MEATS—		
Boiled ham, lb.	0 52	....
Do., squaqre pressed	0 54	....
Boiled shoulders	....	0 48
Choice jellied ox tongue, lb.	....	0 60
Jellied pork tongue	....	0 33

Above prices subject to daily fluctuations of the market.

CURED MEATS LOOK EASIER

Toronto.

PROVISIONS.—There are no changes in quotations. A good brisk demand is noted for smoked hams and bacon and if anything the market has a shade easier undertone in view of the lower prices in the hog market.

SPRING CHICKENS EASIER

Toronto.

POULTRY. — The market continues quiet. Spring chickens continue to drop in price and ducklings are also easier.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	0 25	0 30
Chickens, spring, over 2 lbs.	0 22	0 28
Roosters	0 14	0 20
Fowl, 4 to 5 lbs.	0 20	0 25
Fowl, over 5 lbs.	0 22	0 27
Fowl, under 4 lbs.	0 14	0 20
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 20	0 25

Prices to retail trade—

Turkeys dressed	....	0 35
Chickens, spring	0 30	0 35
Fowl, 4 to 5 lbs.	....	0 30
Ducklings	....	0 35

FISH PRICES SHADE LOWER

Toronto.

FISH.—With the exception of fresh caught white fish, all varieties are in good supply and prices are slightly lower. Whitefish is inclined to be scarce and quotations are up one cent per pound.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	....	0 07
Do., market, lb.	....	0 07
Halibut, Med., lb.	0 18½	0 19
Do., Chick., lb.	0 18	0 18½
Whitefish, lb.	0 14	0 15
Trout, lb.	0 14½	0 15
Pike, lb.	0 09	0 10
Perch, lb.	0 09	0 10
Salmon Red Spring	0 24	0 25
FROZEN FISH—		
Halibut, medium	0 17	0 18
Do., chicken	0 16	0 17
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	0 12	0 13
Do., Qualla	0 09	....
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH—		
Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....
Holland Herrings, mixed, 10-lb. keg	....	0 85
Do., milkers, 10 lb. keg.	....	0 95
Shrimps, No. 6 can	....	13 00

MANITOBA MARKETS

WINNIPEG, August 2.—While there are no changes in butter quotations the market is ruling firm. The cheese market is unchanged under a light demand. Receipts of eggs continue heavy with no change in prices but a good demand. Cooked meats as well as smoked hams are selling freely at unchanged quotations. New live broilers have arrived and are quoted at 45c per lb. The hog market maintains a firm tone with live selected hogs quoted at $12.50 per cwt. There is a fair demand for all lines of fish, more especially halibut and salmon.

FIRMER TONE TO BUTTER

Winn peg.

BUTTER.—There is no change in butter quotations. Wholesale produce dealers believe that a further advance will come shortly as there is a stronger tone to the market.

BUTTER—	
Creamery, best table grade	0 40
Creamery, solids	0 37

NO CHANGE IN CHEESE

Winnipeg.

CHEESE.—There is no change in the cheese situation. Dealers are quoting large cheese at 21½c per pound. The demand is light.

CHEESE—	
Stilton cheese, large, lb.	0 24
Ont., large, lb.	0 21
Ont., twins, lb.	0 21½
Ont., triplets, lb.	0 22

EGGS HOLD STEADY

Winnipeg.

EGGS.—Quotations on eggs remain unchanged. Large quantities are arriving but the quality is far from being up to the mark. No. 1 eggs are quoted at 36c per doz. with candled at 26c.

LARD HOLDS STEADY

Winnipeg.

LARD.—There is no change in the lard market. There is a fair demand with prices ruling steady.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 16½
Do., per pail, 20 lbs.	3 60

COOKED MEATS IN DEMAND

Winnipeg.

COOKED MEATS.—The market for cooked meats is active. There is a good demand for cooked ham as the hot weather has stimulated the sales of same. Prices are unchanged as compared with last week.

Hams, best quality, skinned 8½ lbs.	0 52
Do., 13-1 lbs.	0 51
Roast ham, lb.	0 52
Roast shoulders, lb.	0 55
Jellied ox tongues, lb.	0 45
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lb.	0 15

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS.—In sympathy with the strength of the hog market and coupled with the steady and increasing demand for all lines of smoked meats the tone of the market continues firm. There is an active trade passing from country districts.

SMOKED MEATS—	
8 to 16 lbs., per lb.	0 39
16 to 20 lbs., per lb.	0 39
Boneless, 8-14 lbs., per lb.	....
Good veal, 40 to 80 lbs. hind quarters	0 25
Do., 14 to 18 lbs., per lb.	0 39
Bacon, to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 41

BROILERS ARRIVE

Winnipeg.

POULTRY.—Live broilers have arrived on the market and are in fair demand at 45c per lb. Other lines show no change.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42
Ducks, per lb.	0 33
Geese, per lb.	0 33

FISH UNCHANGED

Winnipeg.

FISH.—There is no change in fish quotations. Fresh halibut and salmon appear to be popular lines.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Kippers, East, Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Haddies, in 80-lb. cases, per lb.	0 12

HOGS RULE STEADY

Winnipeg.

FRESH MEATS.—The hog market continues to rule steady. Live selected hogs are quoted at $12.50 per cwt. Cattle market is active and best quality steers are quoted at $6.25 with medium grades ranging from $4.50 to $5.50. Butcher heifers of good quality are quoted at $5. There is a good enquiry for sheep and lambs and prices are ruling firm. Good lambs are selling from $11 to $12.50 and mutton sheep are offered at $6 to $7.50.

HOGS—		
Selected, live, cwt.	12 50	....
Heavier	8 50	10 50
Light	12 00	12 25
Sows	6 50	8 50
Fresh Pork—		
Legs of pork, lb.	0 24	0 28
Spare ribs	....	0 15
Loins of pork, lb.	0 27	0 30
Fresh hams, lb.	0 26	0 30
Shoulders	0 17	0 19
Fresh beef—from steers and heifers—		
Hind quarters	0 19	0 22
Front quarters	0 06	0 10
Whole carcass, good grade, lb.	0 11	0 15
Mutton—		
Choice, lb.	0 22	
Choice, 30-45 lbs.	0 22	
Lambs—		
Choice Stews	0 12	
Veal—		
Skinned, 18 to 22 lbs., per lb.	0 39	

LIPTON'S

HIGH-CLASS JAMS, JELLIES, Etc.

Made in our own Preserve Works from Finest Fruits

JAMS and MARMALADE

Awarded Grand Prize, Liege Exhibition, 1905 ; Gold Medal, Paris Exhibition, 1900

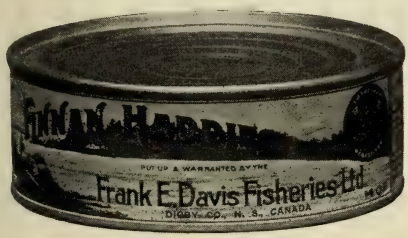
HIGH-CLASS PICKLES

IN PURE VINEGAR

Awarded Gold Medal, Liege Exhibition, 1905

Agents for Canada :

Harris Abattoir Co., Limited, Toronto



Thistle Brand Finnan Haddie, Mr. Grocer, is a Superior Product

A quality pack of a famous producer of good seafoods, Frank E. Davis Fisheries, Ltd., that makes friends of your customers, and profits for you. It is a brand you can stand behind.

Tippet & Co., Ltd.

General Sales Agents Montreal

CLASSIFIED ADVERTISING

MR. MOORBY, of Newmarket, who ran a small Advertisement on price tickets, writes:—
"The last advertisement you inserted for me more than paid for itself."

Do you need a clerk?
Do you need a salesman?
Do you need a bookkeeper?

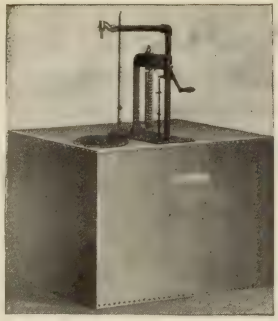
Do you want a position?
Do you want to buy a business?
Do you want to sell a business?

Do you want to change your present position?

Any of these needs can be supplied if you go about it the right way. The cost is so small—only 3 cents per word for the first insertion—2 cents per word for each subsequent insertion—5 cents extra per insertion for replies to be placed under box number.

PAYABLE IN ADVANCE.

CANADIAN GROCER - 143 University Ave., TORONTO.



Make Larger Profits Sure



Every motorist who passes your store is a prospective buyer of something you have to sell.

A Bowser Chief Sentry at your curb will make them stop because motorists know and are constantly being told that patronizing Bowser equipment is an assurance of speedy, accurate and quality service.

In your store a Bowser Kerosene outfit, neat and tidy, constantly invites your customers to buy and further emphasizes your progressiveness and fair dealing as a merchant.

Write to-day for Booklet C-11 and learn how hundreds of other merchants have made larger profits sure with Bowser equipment.

Bowser equipment is made in Canada by

S. F. BOWSER & CO., LTD., TORONTO, CAN.

Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER ESTABLISHED 1885

ACCURATE MEASURING PUMPS

BOWSER PRODUCTS

For Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naphtha Clarifying Systems.
Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

Of Course you sell Tomatoes

But do you Sell

ELEPHANT BRAND TOMATO PASTE?



It is a profitable article and easy to sell, once it has been introduced to your trade, because one little can of ELEPHANT BRAND TOMATO PASTE contains more tomato than three big cans of the ordinary pack.

This is what the chefs in the big hotels use for their delicious soups and bouillon. It is the best and most economical.

FREE

Let us send you FREE a large size sample tin for your own use. Just mail us your address.

IMPORTERS

Amoroso & Malagodi Co. Limited

119 & 121 ST. HENRY ST., - MONTREAL

HIAWATHA

The name "Hiawatha" on a tin of apples means it contains only sound, selected fruit from the great orchards of Nova Scotia. We take special care in packing. This is indicated by the favor Hiawatha Brand gallon apples have met with in the critical Old Country market.

Pure Cider Vinegar

The same careful attention is given the manufacture of our high standard Pure Cider Vinegar. No fruit that has a blemish is used—only clean, sound apples are permitted to go through the cider mill. These two products will be found good money-makers by the Canadian grocery trade.

United Fruit Companies of Nova Scotia

Kentville N. S.

Who is Getting the Business in Your District?

Wires and letters from all over Ontario are bringing us constant repeat orders in this warm weather for more and more.



O'Keefe's

BREWS AND CARBONATED BEVERAGES

Are you the man getting the business in your district—or are you letting someone else reap all the profits? Send along your order—and do it quickly before customers get the habit of relying altogether on other dealers.

Popular lines are: **O'Keefe's Imperial Ale, Lager and Stout; Special Pale Dry Ginger Ale, Cola, Sarsaparilla, Ginger Ale, Ginger Beer, Orangeade, Cream Soda, Lemon Sour, Special Soda.**

All orders given prompt attention.

Main 4202 O'KEEFE'S - Toronto

A Staple Article in every Store



CHINESE STARCH is a Big Seller in all parts of Canada

Well Advertised



When Laundry Starch is asked for

SELL CHINESE

Will please your trade and show you a nice profit.

OCEAN MILLS LIMITED, Montreal



Would you have them stop at your store?

Hundreds of automobilists pass your door every day. Would you have them stop at your store? Would you attract their trade?

Drivers of motor cars represent the best class of customers. They are above average in their buying power. And they spend liberally.

A Wayne Honest Measure Pump on the curb in front of your store will cause many of them to halt for gas.

When they have stopped you or your clerks will be able to sell them merchandise from the shelves inside your store—the special for the day, or something which you think they need.

Many who stop for gas regularly can easily be made into steady customers for all your stock. People will, you know, continue to buy from a place to which they become accustomed.





You will want a Wayne Honest Measure Pump, of course, because you want to be sure that the service outside your store is as good as that inside. Wayne Pumps are favorably known everywhere because of their accurate measures of cool, clean, water-free gasoline.

Two types are shown here. Won't you send for Bulletins 276-CG and 452-CG which describe these pumps?—No obligation for writing.

Canadian Tank & Pump Company, Ltd.
123 Adelaide St., W., Toronto, Ont.

REG U S
Wayne
TRADE MARK

HONEST MEASURE PUMPS

"We Have It!" —*The Eureka!!*



"And since we have installed it in our business our refrigeration troubles have vanished, and we've had nothing but the greatest satisfaction from the Eureka."

—So say hundreds of our satisfied customers all over Canada!!!

You simply can't buy a better Refrigerator than the Eureka; and if you need one now, it will pay you to write us for prices and free illustrated literature.

Eureka Refrigerator Co., Limited
Head Office and Factory:
OWEN SOUND, - ONTARIO

STICKNEY & POOR'S PREPARED MUSTARD

In the Popular Glass Tumbler



It's the Quality of the Mustard in the Tumbler that Everybody likes.

Your Co-operating Servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old Century honored 1922
HALIFAX
Mustard Spices Seasonings



Still the strongest and most economical

COW BRAND BAKING SODA

The greater strength and absolute purity of Cow Brand Baking Soda has made it the favorite seller wherever quality and economy are considered. You can recommend Cow Brand as the most economical Baking Soda and know that its great strength and purity will more than bear out your recommendation. It pays to sell the best.

CHURCH & DWIGHT **Montreal**



Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario



SIFTO SALT

Continuous advertising and superfine quality have made Sifto Salt so great a favourite with housewives that it

"Sells as freely as it runs"

Century Salt

Conveniently put up in bags for home, farm and dairy, use is equally in demand, and

Settles the Salt Question for your store.



DOMINION SALT CO. LIMITED
Sarnia - - Ont.
117



Sole Agents for Canada :

IMPORTED FROM FRANCE

DELORY'S CELEBRATED FRENCH PEAS

Mi Fins	Fins	Extra Fins
Demi Fins	Tres Fins	Sur Extra Fins

PRICES FURNISHED ON APPLICATION

HENRI JONAS & CO.
173-177 St. Paul Street West - MONTREAL



48 Years SERVING THE TRADE

During all these years we have been serving you with the best fish from the cool depths of the Canadian waters. When you order fish from HATTON'S you can depend on quality, quick service and fair prices.

Your Fish Department will show splendid profits if carefully attended to during the warm weather. Sell only the best and send your orders to the old reliable headquarters for all kinds of fish.

D. HATTON CO.

Montreal

CALEY'S

The Firm whose aim is to make their Goods as "Novel" as possible

BEGIN NOW TO BOOK YOUR ORDERS FOR THE CHRISTMAS TRADE IN CHRISTMAS CRACKERS and SANTA CLAUS STOCKINGS

Crackers contain new designs in Paper Caps, amusing indoor Games, Puzzle, Trick or Love Motto, causing endless amusement. Pleases old and young.

TRADE MARK

Stockings are exceptionally large and well filled with Toys, Musical Instruments, Jewels, Games, Picture Books and Crackers. The delight of all kiddies.

Our 1922 Samples are ready and in the hands of our Canadian Agents who will be pleased to give you the fullest information.

Send Today *Don't Delay*

Eastern Provinces:—Messrs. HARGRAFT & SON, LTD., 39-47 Scott St., TORONTO.
Prairie Provinces:—Messrs. WATSON & TRUESDALE, 156 Lombard St., WINNIPEG.
British Columbia:—Messrs. SHALLCROSS, MACAULEY & CO., LTD., 113 Yorkshire Bldg., VANCOUVER.

A. J. Caley & Son, Ltd. **Norwich, England**

London Show Rooms:
3-5 Rood Lane, London, Eng.

You can always count on good profits selling

"NONSUCH"

"MADE-IN-CANADA" QUALITY PRODUCTS

"Nonsuch" popular lines are made from the finest ingredients and their high standard of quality never varies. "Nonsuch" live sellers include—

Nonsuch Liquid Stove Dressing.
Nonsuch Jumbo Stove Enamel.
Nonsuch Black Cat Shoe Dressing.
And Lily White Shoe Polish and Dressing.

Say a Sample Order





Selling Agents for Manitoba, Saskatchewan and Alberta
STROYAN, DUNWOODY CO.
Confederation Life Bldg., Winnipeg

The Nonsuch Mfg. Co.
Limited
Toronto, Can.

A profitable line that will appeal to your MOTORIST customers

QUICK
HAND CLEANER



—leaves the hands soft, smooth and clean . . !

Suggest a tin of this convenient and efficient hand cleaner to each of your customers who have a motor car. Sell them an emergency tin for their car and one for their garage. They'll appreciate your suggestion once they try this excellent cleaner. Quick is made from a base of Real Italian Pumice stone and costs only $1.25 a dozen.

QUICK MANUFACTURING CO.

Hamilton, Ont.

Reindeer Flour



A good Flour to recommend if your customers are particular . . . . . .

Is milled by our unique process from the finest No. 1 Canadian Hard Wheat. This special process greatly enhances its food value above ordinary flours, and ensures it to be always uniform in quality, and unsurpassed in whiteness and purity.

If your customers are exacting, urge them to try **Reindeer Flour.** It's just the kind of flour that makes friends out of "hard-to-please" customers.

Peterboro Cereal Company, Ltd.

MILLS AT
PETERBORO CAMPBELLFORD

General Sales Office
PETERBORO, ONT.

Mr. Merchant :



Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.

129 West 24th Street New York City

Ready To-day--MacLean's Mid-Summer

All Fiction Number

BY WAY of an innovation, the August 1st issue of MACLEAN'S MAGAZINE has been produced as a Mid-Summer All-Fiction Number. The cover is by C. H. Taffs, the noted English artist who made such a hit with the cover of our January 1st issue this year.

There will be the usual Review of Reviews section, the Woman's Department, the Scoutmasters' and the Financial Departments; but, for this one issue, there will be no other serious original articles.

The chief feature of this issue will be a 42,000 word novel,

"THE JADE GOD," by Alan Sullivan

Never before has a complete novel been published in one issue of a Canadian periodical. In fact, there are few magazines in United States which have ever done it. There will be ten full pages of this novel at the front, well illustrated, as well as a generous turnover at the back of the magazine. In book form this one novel would sell for $1.75.

$1.75 Novel **August 1st** **For Only 20c**

Other big fiction features in the August 1st issue include—

"CHEESE," by Henry Holt, is the story of a business man who has spent his life manufacturing cheese —and made a big success of it. He suddenly gives way to an impulse which his wife cannot curb and which leads him through many ventures, New York, Paris, Monte Carlo—in all of which he learns to "take a chance."

"THE PINK PAGODA" is from the pen of Isabel Ecclestone McKay, that charming Canadian novelist who looks out on the world from her comfortable Vancouver home and who has achieved such a recent success with her book, "The Window Gazer."

"THE GUEST OF TRADITION" is a newspaper yarn by J. L. Rutledge. George Wilcox was a tradition around the old "Examiner" office and whenever cub reporters came on the staff they were urged to write like Wilcox. But Wilcox met a dainty little bit of femininity from the stage and the criss-crossing of their lives, and the wrecking of his ambition, are woven into an extraordinarily gripping tale.

"PER AGREEMENT" is by Archie McKishnie and is a mystery story told in this Canadian writer's best vein.

"HOOKS AND EYES," by Lloyd Roberts. Something is bound to happen when a bunch of New York chorus girls decide to venture into the Canadian wilds during the off-season (speaking theatrically), in order to get into condition for the rigors of their winter performances.

"THE TRYST OF THE WHITE LADY," by L. M. Montgomery. This is a delightful little love story with a very unusual turn to it, a story which measures up to the high standard which you expect from the author of "Anne of Green Gables."

"OVINGTON'S BANK," by Stanley J. Weyman. This is the next to the concluding instalment of this most popular serial.

On Sale To-day 20c

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

At News dealers 20c

Get Your Copy To-day

or Send $3.00 for a Year's Subscription to MACLEAN'S MAGAZINE, 143-153 University Avenue, Toronto

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Cash remittance to cover cost must accompany all advertisements. In no case can this rule be overlooked. Advertisements received without remittances cannot be acknowledged.

FOR SALE

ESTABLISHED GROCERY WITH RESIDENCE in connection. Turnover not less than $500; light opposition. To lease with option of buying. Apply Box 230, Canadian Grocer, 153 University Ave., Toronto.

WANTED

WANTED—Clerk of more than average ability to help manage high-class grocery business at Fort Erie. Splendid opportunity for a worker. Apply by letter or in person to John Charles, Grocer, Fort Erie.

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED—An aggressive agent in Quebec City desires to connect up with other lines. Visits every grocery store and restaurant. Address No. 585 St. Valier St., Quebec, P.Q.



HANDLED BY
Wholesale and Retail Druggists
AND
Wholesale and Retail Grocers
HAROLD F. RITCHIE & CO.
LIMITED
SALES AGENTS FOR CANADA
10 McCaul Street, Toronto, Ont.

Good Sellers make business easy
BAKER'S
Cocoa and Chocolate
on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.



Registered Trade Mark

Made in Canada
Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

When Writing
To Advertisers
Kindly Mention
This Paper

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Cheque / Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.

Canadian Peaches

Finest Quality for Preserving

The season will be in full swing in **two or three weeks**. We have the marketing for some of the largest growers (one shipper alone will have upwards of 100 cars for us to market). Will specialize in car-lots, shipped direct from the orchard and are anxious to get in touch with car lot buyers so we can quote when the season is on. If car lots too many—by two or three dealers combining—could take straight cars. Cars can also be iced for distant points. Let us hear from you.

WHITE & CO., LTD.
Toronto

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic
Fruit and Vegetables

LEMON BROS.
OWEN SOUND, ONT.

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Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in

Canadian Grocer

It reaches the Buyers **It's a Business-Getter**
Rates and Information on Request



BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto.
J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, aMn.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

THE MAN is known by the company he keeps.
THE WORKMAN by the tools he uses.
THE GROCER by the goods he keeps for sale.
Therefore, MR. GROCER, stock and offer for sale only
QUALITY BROOMS
Our DUCHESS and PERFECT BROOMS are the best for any purpose a broom is used.
JOHN ADAM & SON,
COLLINGWOOD, ONT.

Say you saw it in
CANADIAN GROCER
it will help to identify you

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

SMYRNA RAISIN CROP LOOKS PROMISING

Reports from Smyrna indicate a Sultana crop of around 43,000 tons, against 30,000 tons last year. One packer says: "This crop which can now be estimated with a degree of certainty, because the season has advanced so far that further risks are practically excluded, is divided as follows: District of Smyrna, 34,000 tons; District of Vourla, 7,000 tons and District of Carabourna, 2,000 tons. Smyrna raisins are offered in Europe at low and so far steadily decreasing prices."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St. Montreal, Que.
Ottawa Agents:—W. R. Barnard, 174 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1677
LONDON, ONTARIO

SHERER'S Display Counters
A style for every department in the retail grocery store.
Dept. 57.
SHERER-GILLETT CO., LTD.
Guelph, Ontario.

This Space is Yours for $2.20 on Yearly Order

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Something New—

Visible Accounting—*The McCaskey Way* for CASH or CREDIT Business

THERE WILL NEVER BE LESS THAN A ONE WRITING SYSTEM—HERE IT IS—AT A VERY LOW PRICE.

Collection of accounts is handled better with a McCaskey System than in any other way.

Metal Safe Register Protection for credit accounts.

Sold on easy monthly payments.



The Cash System

An adding machine and cash drawer combined. Symbol keys for clerk numbers. Symbol keys for department letters. A separate adding machine when desir

Records and detail of all cash transactions.

McCaskey System is designed to handle all credit accounts. With only one writing, no bookkeeping, this is the safest, simplest and best manner of handling charges.

Your work is always done—your accounts posted—your statements rendered—with McCaskey System.

We have a number of oak cabinet **rebuilt** machines on hand at low prices.

The Cash System is designed to handle all cash transactions with speed, accuracy and simplicity.

What our account system is to charges, the cash system is to cash transactions. There is more information with less work in an Adding Machine-Cash System than any other way—and besides you have the Adding Machine to use separately.

Selling proposition open to one or two good salesmen.

McCASKEY SYSTEMS LIMITED

Sales Pads—Account Systems—Cash Systems

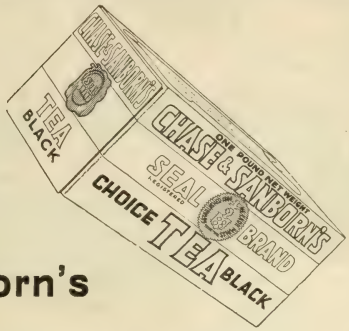
GALT - - ONTARIO

Selling proposition open to one or two good salesmen.



Every Seller of

Chase & Sanborn's



HIGH-GRADE TEA and COFFEE

Knows What the Public Wants
And Gives it Exactly That

CHASE & SANBORN - MONTREAL



What a Retailer told the Ad. Man

"Sell SUNSET? Sure—Lot's of it! . . . . You're the Advertising Man? . . . . Don't see why they need you . . . . Listen! If I didn't make a cent a gross on SUNSET I would still carry it . . . . I've got more *new* Customers through SUNSET than you could shake a stick at . . . . The Women show each other what they've done with SUNSET—tell each other where to get it. D'ye think I don't appreciate these new customers?"

"Say—my own wife uses SUNSET. You can't tell *me* anything about it—*she* knows . . . . Other Dyes? No, Sir! I only carry SUNSET—this is an up-to-date Store. I only sell goods I can honestly recommend."

SUNSET SOAP DYES
ONE Real Dye For ALL Fabrics

Sales Representatives
HAROLD F. RITCHIE & CO., LTD.
10 McCaul Street, TORONTO, CANADA

Manufactured by
NORTH AMERICAN DYE CORPORATION, LTD.
Toronto, Canada

SUNSET—Costing more to manufacture—having more merit—giving better service—creating a better opinion from all who handle it—will maintain its standard, the highest,—and its price, 15c., will not be changed.



The main thing about EDDY'S MATCHES is that they always satisfy your customers. They are the best matches that skill and science can produce.

And Eddy Matches give you MORE PROFIT. Our up-to-date methods and enormous output enable us to sell cheaper to you.

When ordering matches, remember that EDDY'S are more satisfactory and you make more money on every sale.

The E. B. Eddy Co., Limited

Hull - Canada

Branches at MONTREAL, TORONTO, HALIFAX and LONDON, Ont.

Agents:

SCHOFIELD PAPER CO., LIMITED, St. John, N.B.
JOS. EMOND, Quebec.
J. LUMLEY, Ottawa.
J. E. McEATHRON, Brockville.
T. H. STEWART, Kingston.
ALFRED POWIS & SON, Hamilton.
TEES & PERSSE, LIMITED, Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon.
TEES & PERSSE OF ALBERTA, LIMITED, Calgary and Edmonton.
MITCHELL BROS., Victoria and Vancouver.

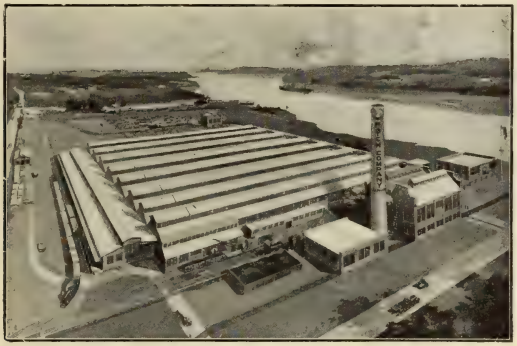
MANUFACTURERS' AGENTS' NUMBER

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
The Largest Circulation of any Trade Paper in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., AUGUST 11, 1922 No. 32



The finest and most modern match factory in Canada—The Match Company, Limited, Berthierville, Que.

This great Plant is making nothing but

SQUARE matches—Why?

Only the square match can be the perfect match.

The Square Match ensures a firm grip—match doesn't slip—doesn't break.

The Square match takes a better and more firmly glued on head.

The Square match can be better treated by chemicals so there will be no afterglow. It is safer.

The Square match burns better—a split stick always flames more freely than a round one.

The Square matches which we will shortly be marketing will be real pioneers to match perfection in Canada.

The MATCH COMPANY LIMITED

137 McGill Street, Montreal

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.



The H-O Cereal Company, Inc.
Hamilton and Ayr, Ont.

New home of FORCE at AYR, Ontario

The popularity and consequent increased Canadian demand for FORCE Whole Wheat Flakes has made it necessary for us to obtain larger mill capacity. The cereal mill formerly owned by the Canadian Cereal Company at Ayr, Ont., has been acquired, and we will move into it from Hamilton about the first of November.

The new mill will furnish ample facilities to take care of all the Canadian demand for FORCE. It will also help to supply the English requirements, where over five million packages of FORCE were consumed last year.

Of further interest, are the publicity plans of full page advertisements appearing in "MacLean's Magazine" beginning August 15th, to tell the FORCE story.

Reduced prices for FORCE are also now in effect.

Remember, FORCE is the whole wheat, and when you sell FORCE, you are selling health.



FORCE

WHOLE WHEAT FLAKES

MALTED AND TOASTED

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK



PICNIC and CAMPING TIME IS ST. CHARLES TIME

August and September are two more great outing months. Thousands will be going on their vacations to camps, cottages, on canoe trips and long hikes.

Merchants and clerks will find it profitable to the store and satisfactory to the customer to display and suggest the old stand-by for all these occasions —**Borden's St. Charles Evaporated Milk.**

MONTREAL **The Borden Co. Limited** VANCOUVER



RETAILS AT

15c

A new BODLEY creation that is meeting with an unusual reception

BODLEY'S DANDY CAKE

This delicious cake is a new idea in cake making that combines the economy and convenience of the package cake with the rich quality of the well-known Bodley Fruit Cake. **Dandy Cake** is daintily wrapped in waxed paper in half-pound packets. Like all other Bodley high-grade products this tempting, "different" flavored cake is meeting with instant favor everywhere it is introduced, and is bringing a large repeat business to wholesalers and grocers throughout the Dominion.

Your wholesaler will supply you.

C. J. BODLEY, LIMITED

TORONTO



"None better---at any Price"

This is the slogan which is selling

"Vittoria" Brand

Pure Lucca Olive Oil

There are many brands on the market catering to many tastes but the genuine pure imported brand—the original quality—shipped in the original containers—sold at the original pre-war prices.

Order direct or from your Wholesaler.

"VITTORIA" BRAND

12—1 gallon tins, per gallon	$3.50
24—½ gallon tins, per gallon	$3.60
48—¼ gallon tins, per gallon,	$3.75
40—⅛ gallon tins, per gallon	$4.25
80—1 16 gallon tins, per gallon	$4.75

For those who prefer it in bottles we recommend our

"VERITAS" BRAND

24—4 oz. bottles, per dozen	$2.50
24—8 oz. bottles, per dozen	$5.00
12—12 oz. bottles per dozen	$6.00

The CHARLES CICERI Company Limited

Established 1897

Specialists in Italian Products

84-86 St. Peter Street, -- MONTREAL

Mason & Hickey

MANUFACTURERS' AGENTS

Head Office at Winnipeg, Manitoba

BRANCHES:

Fort William Regina Saskatoon Calgary
Edmonton Lethbridge Vancouver

WE REPRESENT THE FOLLOWING FIRMS

Anglo-British Columbia (The) Packing Co., Ltd., Vancouver.
Salmon.
Arbuckle Brothers, New York.
Green Coffee.
Borden (The) Co., Ltd., Montreal.
Canned Milk.
California Packing Corporation, San Francisco.
Canned Goods, Dried Fruits, etc.
Canada Nut Co., Ltd., Vancouver.
Peanut Butter and Salted Peanuts.
Canada Starch (The) Co., Ltd., Montreal.
Starch, Syrup, Glucose, Mazola and Gluten Feed.
Creamette (The) Co., Minneapolis.
Macaroni Products.
Crescent Manufacturing Co., Seattle.
Mapleine.
Crown Broom Works, Ltd., Vancouver.
Brooms.
Dominion Sugar Co., Ltd., Chatham, Ont.
Sugar.
Dunbar Molasses & Syrup Co., New Orleans.
Molasses.
Foster & Holterman, Ltd., Brantford.
Honey.
Gorman, Eckert & Co., Ltd., London, Ont.
Olives, Spices, etc.
Harper Presnail Cigar Co., Ltd., Hamilton.
Cigars.
Ingersoll (The) Packing Co., Ltd., Ingersoll, Ont.
Cheese.
Kellogg Toasted Corn Flake Co., Toronto.
Corn Flakes.
King-Beach (The) Mfg. Co., (1920) Ltd., Mission City, B. C.
Jams.
Loggie, W. S., Co., Ltd., Chatham.
Lobsters and Blueberries.
National Licorice Co., Montreal.
Licorice.
Nicholson & Brock, Toronto.
Bird Seed.
Procter & Gamble (The) Distributing Co., of Canada, Ltd., Toronto.
Bulk Crisco.
Saanich Canning Co., Ltd., Sidney, B. C.
Clams.
Smith Brothers, Poughkeepsie, N. Y.
Cough Drops.
Standard Export-Import Co., Ltd., Stavanger, Norway.
Sardines.
Taylor, W. A., Con. & Mfg. Co., Ltd., Winnipeg.
Horseradish.
Tetley, Joseph & Co., Ltd., London, England.
Tea.
Tropical Food & Chemical Co., Ltd., Kitchener.
Cocoanut.
Vittucci, John, Seattle.
Olive Oil.
Wethey, J. H., Ltd., St. Catharines.
Jams and Mincemeat.

Mason & Hickey

287 STANLEY STREET WINNIPEG, CANADA

Kolacafé

REG'D

The Essence of Perfect Coffee

If your Wholesale Grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

MR. GROCER!

Don't delay another day in ordering that

Eureka Refrigerator!



A Eureka installed in your store now in hot weather is worth hundreds of dollars to you every season.

It will pay for itself in a few weeks by the amount of extra Satisfaction, Service and Economy it brings with it for you.

You will never regret being one of thousands of our satisfied customers. Investigate the Eureka before placing your order and

You will buy the EUREKA!

Prices and free illustrated literature sent on request.

EUREKA REFRIGERATOR CO., LTD.

Head Office and Factory - Owen Sound, Ont.

THIS IS IMPORTANT TO GROCERS—



Pickling Season Is Here

STICKNEY & POOR'S MIXED WHOLE SPICE

is the **BEST** for pickling. So by having a good supply on hand you will not disappoint your trade and you will make a good profit for yourself. Every package you sell makes a satisfied customer. Stock it. Push it. ORDER BY NAME.

Your co-operating servant
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century old — Century honored 1922
HALIFAX
Mustard Spices Seasonings

BABY'S OWN SOAP

50% PROFIT

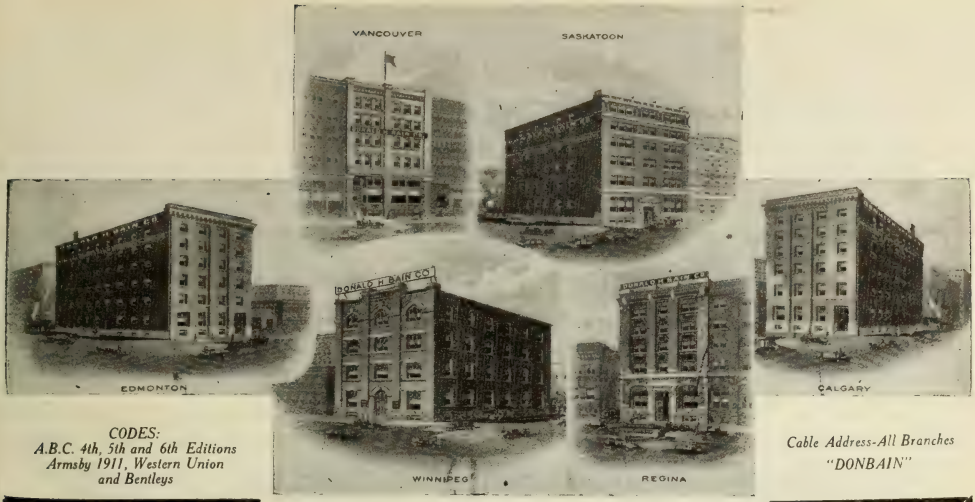
Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.



CODES:
A.B.C. 4th, 5th and 6th Editions
Armsby 1911, Western Union and Bentleys

Cable Address-All Branches
"DONBAIN"

How About Your Distribution?

You may need the comprehensive service that is based on a complete knowledge of the Canadian trade, the confidence of the buyers, and financial responsibility—and made effective by the concentrated effort of a large and sound sales organization, backed by exceptional warehouse accommodation and shipping facilities, and **interested** attention to your account.

That is the service we give our principals—that is why we handle the "star" accounts—and that is why, if you want efficient distribution in Canada, YOURS should be a BAIN account.

DONALD H. BAIN CO.

"THE NATIONAL BROKERS"

WINNIPEG, MAN.

Branches: FORT WILLIAM, REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL

Also Saracen's Head, Snowhill, LONDON, E. C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
501 Confederation Life Bldg., Winnipeg
OFFICES:
St. John Montreal Toronto Vancouver

The City Dray Co., Limited
230 Princess St.,
Winnipeg
Storage and Distribution
Insurance Rate 30c

W. LLOYD LOCK & CO.
Wholesale Manufacturers' Agents and Commission Brokers
Storage Warehouse and Track Facilities
Winnipeg, Manitoba

G. B. Thompson & Co., Ltd.
Wholesale Commission Brokers and Manufacturers' Agents
Established 1898
STORAGE, WAREHOUSE AND TRANSFER TRACK
149 Notre Dame Ave. East, Winnipeg

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg
Service coupled with Reliability brings Results
We want your business. Write us.

S. M. SCREATON W. H. WHITESIDE

SCREATON & WHITESIDE

181 Market St. East
WINNIPEG

MANUFACTURERS' AGENTS

Warehouse in the heart of the Wholesale Centre.
We are in a position to give you representation in

MANITOBA SASKATCHEWAN ALBERTA



RELIANCE WATER-GLASS
In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

THE BEST IN 1750 STILL LEADING

PURNELL'S VINEGAR

Pure Malt

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. **They** get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION



Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6



OAKEY'S "Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1. Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *Save* You Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO



GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

When Writing Advertisements Please Mention Canadian Grocer

SAINSBURY BROS., LTD
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
Head Office 35 Front St., East, Toronto
OFFICES:
Vancouver Winnipeg Montreal St. John

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
17 ST. PAUL EAST MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Provinces of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

C. E. CREIGHTON & SON
Wholesale Grocery Brokers
Manufacturers' and Millers' Agents
57 Upper Water St., Halifax, N.S.
Storage space available.

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

HARRIES & CROMWELL
GROCERY BROKERS
IMPORTERS and MANUFACTURERS' AGENTS
11 St. Sacrament St., MONTREAL

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
116 St. Nicholas Bldg., Montreal.
OFFICES:
Vancouver Winnipeg St. John Toronto

MANUFACTURERS

WE HAVE A MESSAGE FOR YOU

THE FOUNDATION POLICY UPON WHICH OUR BUSINESS RESTS IS

A FIRM'S RELIABILITY.

A FIRM'S EXPERIENCE.

A FIRM'S FINANCIAL RESOURCES.

These three points are worthy of your consideration when you are placing your products in a manufacturers' agent's hands.

¶ These important points have been the policy on which OUR BUSINESS was founded, and it has proved satisfactory to many manufacturers. We say it and say it advisedly that there is no other firm in Western Canada that can serve your interests more advantageously than we can.

W. H. Escott Co., Ltd.

Manufacturers' Agents and
Wholesale Grocery Brokers

WINNIPEG, FORT WILLIAM, REGINA,
SASKATOON, CALGARY, EDMONTON

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our raeders and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

AGENTS IN CANADA FOR C. & E. MORTON

Will you kindly tell us who the agents in Canada are for C. & E. Morton, London, England.

Reader

Ans.—Watt & Scott, Toronto and Montreal.

RANCID BUTTER

Would you please send us names and addresses of firms that you know of who would buy rancid butter.

Milner & Lund, Sackville, N.B.

Ans.—Macdonald Company, 90 Colborne St., Toronto.

You might also try the following soap manufacturers:

Albert Soaps, Limited, Montreal; N. K. Fairbank Co., Montreal; Lever Bros., Ltd., Toronto, Ont.; St. Croix Soap Mfg. Co., St. Stephens, N.B.; John Taylor & Son, Toronto, Ont. Also dealers in tallow: E. T. Carter & Co., Toronto.; W. A. Freeman, Ltd., Hamilton, Ont.; John Kimble & Son, St. John, N.B.; Marquis F. Canac, Quebec, Quebec.

CONFECTIONERY SUPPLIES

Will you give us names of firms manufacturing supplies, raw materials, etc., for confectionery.

C. Hooker, Box 1015, Trenton, Ont.

Ans.—Machinery for making candy could be purchased from the Bawden Machine Co., Toronto. Robinson Mfg. Co., Toronto, Booth-Coulter Copper and Brass Co., Toronto; Brantford Oven and Rack Co., Brantford, Ont.; Robert Gardner Co., Montreal; Wilson Scale Works Inc., Toronto.

For chocolate coating, Cowans, Ltd., Toronto; Willard Chocolates, Ltd., Toronto; Harold F. Ritchie & Co., 10 McCaul St., Toronto.

For flavoring extracts etc., W. G. Patrick & Co., 51 Wellington St. W., Toronto; Langley Harris, 12 Front St., Toronto; Todhunter, Mitchell Co., 381 College St., Toronto; White Swan Spices and Cereals Co., Ltd., 156 Pearl St., Toronto.

Other confectionery supplies, Fletcher Mfg. Co., Hayter St. Toronto; J. J. McLaughlin, Toronto; Hygienic Products, 114 Jarvis St., Toronto.

CORN FLAKES AND MALT EXTRACTS

What brand of corn flakes are those you list at $2.70?

Is it legally right to sell malt extract and hops for home brew?

Messrs. J. C. Sherin & Son, Lakefield, Ont.

Ans.—Corn Flakes listed in Canadian Grocer at $2.70 are Quaker Brand.

Regarding selling of Malt Extract and hops for home brew. It is quite legal for you to sell these to your customers.

POMPEIAN OLIVE OIL

As one of your readers of Canadian Grocer for the past fifteen years will you kindly advise where I can procure "Pompeian Olive Oil."

N. E. Martin, Grocer, Port Hope, Ont.

Ans:—This is to be purchased from the Pompeian Company, Coca Cola Building, Baltimore, Md., U.S.A.

MOTHER SEIGELS PILLS

Can you furnish us with the name and address of the manufacturers of Mother Seigels Pills.

The Dealers Supply Co., Ltd., Granby, Que.

Ans:—These are manufactured by the Mother Seigels Company, Montreal.

NATIONAL BISCUITS

Please advise where we can purchase National Biscuit lines in Canada.—Iroquois Falls Merchandising Co., Ltd.

Ans:—The agents for the National Biscuit Co. are Duncan Kershaw & Co. of Montreal.

VINEGAR WOODEN MEASURES

Will you kindly inform us where we can procure in Montreal or elsewhere wooden measures for vinegar?

Buzzell Brothers, Cowansville, Que.

Ans:—Firms in Ontario from whom you would be able to purchase these are: Walter Woods, Ltd., Hamilton, Ont.; Mr. A. Root, Greenbush, Ont.; Wilson, Lytle & Badgerow, 112 Duke St., Toronto, Ont.; E. B. Eddy Co., Ltd., Hull, Que.

Austin & Laverty, 1 St. Paul St. W., Montreal, Wm. Middleton, 2 St. Paul St. W., Montreal.

VANBERKEL SLICING MACHINE

Would you please tell me who the agents are in Toronto for the "Vanberkel Slicing Machine?"

George O. Werrett, Simcoe. Ont.

Ans.—Canadian Toledo Scale Co., Toronto and Windsor, Ont.

BLUEBERRIES

Will you kindly let me know the name of a firm in Montreal or in Toronto who are buying blueberries?

Alphonse Clermont, Lorrainville Centre, Temiskamingue, P.Q.

Ans.—Toronto: White & Co., Church & Frpnt St.; W. J. McCart; McWilliam & Everist Co.; Peters, Duncan Co.; Stronach & Sons; S. S. McKinnon; D. K. Ryan; McBride Bros.

Montreal: Hart & Tuckwell, & J. R. Clogan & Co.

MATERIALS AND TOOLS FOR JEWELLERY TRADE

Please give us names of wholesale material supply houses in the watch and jewellery trade where parts and tools can be bought.

J. C. McCallum, Dutton, Ontario.

Ans.—List of firms has been sent.

FRENCH CHOCOLATE

Could you let me know were I could obtain a first class book on French chocolate making.

E. Warren, manager, Point du Bois Supply Company, Point du Bois, Man.

Ans.—We do not know of any book published on this exclusively but you will find below some extracts taken from the Grocers' Encyclopaedia, which we hope will be of service to you.

"French chocolates (excepting those made by the Compagnie Francaise) contain but little flavoring, and that generally vanilla.

Chocolate de Sante (health chocolate) is a French term for chocolate free from vanilla or other added flavor.

Menier's Chocolate is reputed to be all made from cocoa grown in the district of Rivas, Nicaragua.

In Belgium it is illegal to label mixtures as "Chocolate" or even to sell as "Pure" cocoa from which any of the fat of butter has been removed.

Chocolates are, of course, always understood to be compounded confections, but there is no excuse for lime, ground lentils, maise, and bean flour, foreign wax and oils, various gums, cinnabar, red earth, and even red lead, and pichurin or sassafras bark. There is really no generally accepted definition of what chocolate should consist of, or to what limited. Cokernut stearine, to the extent of 30 per cent, has been found in some of the cheap makes.

Good chocolate should dissolve readily in the mouth, without grittiness or rancid flavor. Perfumed chocolates may always be suspected as being intended to cover or disguise inferior cocoa or added substances."

STOCK FOR APPLE BARRELS

Please give us names of large cooperage concerns of Ontario that would purchase stock for the manufacture of apple barrels.

Messrs. Alfred S. Barkhouse, Ltd., New Ross, N.S.

Ans.—J. S. Ainslie Brothers, Comber, Ont.; Wm. Alloway, Pickering, Ont.; H. Z. Balcom, Aylmer, Ont.; Canadian Cooperage Mfg. Co., Ltd., Smith's Falls, Ont.; Fesserton Timber Co., Fesserton, Ont.; London & Petrolia Barrel Co., Ltd., London, Ont.; Malloy & Bryans, Ltd., Toronto, Ont.; Charles Mueller, Ltd., Waterloo, Ont.; Charles R. Walker Cooperage & Mfg. Co., St. Catharines, Ont.; Wallaceburg Cooperage Co., Ltd., Wallaceburg, Ont.; Zimmerman Bros., Tavistock, Ont.; Waterloo Barrels & Kegs, Ltd., Waterloo, Ont.; John Hayne, Sarnia, Ont.

For Subscribers

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

INFORMATION WANTED

Date .....

Please give me information on the following:—Name .....

Address .....

.....

.....

.....

CHRISTIE'S BISCUITS brought more trade to my store . . . . . .

Says aggressive Sarnia Grocer



Illustrating the interior of the branch store of A. H. Gammon & Sons, Sarnia, Ontario

"Christie's Biscuits are certainly a good line to get behind," says Mr. James Gammon, Manager of the branch store of A. Gammon and Sons, Sarnia.

"A good assortment of them I have found helps sales, generally better than anything I know of. The best way to display them is in properly constructed Christie cabinets with false display fronts.

"These cabinets enable us to keep our displays looking their best, save steps and enable us to more quickly fill orders, and check up stock as well as increasing sales through excellent display features. We sell Christie's biscuits exclusively."

Note the neat attractive appearance of the Christie Cabinet shown in the illustration above.

The experience of the aggressive Sarnia grocer is identical with thousands of quality dealers from coast to coast who cater to a particular clientele.

Christie Cabinets are furnished dealers **absolutely at cost** in any size or style. Write us for further particulars.

CHRISTIE, BROWN & CO.

LIMITED

TORONTO, CANADA

"Mailing Lists Obsolete"

A large Canadian manufacturer enquiring about a mailing list of retail grocers in a certain Canadian city has been unable to secure an authentic one. He writes us that he has used certain alleged lists, but finds that they were practically obsolete.

In other words, there are so many changes in the grocery business from month to month that it is almost impossible to keep up a list that will approach accurateness.

Canadian Grocer is read by the largest number of retail grocers in Canada. It comes to their stores by paid invitation every week.

Moreover, it is subscribed for by grocery departments of large general and department stores and other big buyers whose names would not appear on a grocery mailing list.

From a recent investigation into our records we found that quite a number had been taking the paper continuously from its inception in 1886. Many more had been continuous subscribers for more than 20 years, a great many more than 10 years, and the big majority more than 5 years.

The readers of Canadian Grocer are the permanent business men in the Canadian grocery trade.

This is the type of merchant manufacturers want to reach. The most economical and effective method of reaching them is through the advertising pages of Canadian Grocer.

There is no other satisfactory way of reaching the clerks in these stores.

CANADIAN GROCER

VANCOUVER WINNIPEG TORONTO MONTREAL



HERE are the first two Broadsides of an intensive advertising campaign which will make your fruit sales the biggest yet. This campaign opened fire August 9th and will be incessant from then until December 1st. "O. U. G." soft fruits and "O. K." apples will constitute your biggest sellers in fruit, as a result. Make ready now!

See Your Jobber Now!

Okanagan United Growers Ltd., Vernon, B. C.

Growers of the Famous "O. K." Apples and "O. U. G." Soft Fruits



You can't recommend a more profitable or economical dessert than

Junket
MADE *with* MILK

There is nothing more wholesome or delightful for making economical, light, warm-weather desserts than Junket, the dessert that is made with milk and recommended by physicians.

Junket is a popular seller from coast to coast. It is easily and quickly prepared in a great variety of ways. It comes in 10-tablet packages that retail at 15c with a good profit.

JUNKET POWDER

This is Junket in powdered form. Just the thing for quickly made desserts. Retails at 15c with an excellent profit margin. Attractively packaged and comes in four different flavors. Include these two live sellers in your window displays.

Chr. Hansen's
Canadian Laboratory
Toronto - Canada
SELLING AGENTS FOR CANADA
LOGGIE, SONS & CO.,
32 FRONT ST. WEST, TORONTO



Are You Thinking?

of selling your business, buying one, engaging a new clerk or looking for another position?

If so, why not place a small advertisement on our Want Ad. Page? —(You will find it at the back of this issue.)

One insertion may get just what you need or desire.

Send in your advertisement to-day, if not worded to your own liking we will be glad to fix it up for you.

Cash remittance to cover cost **must** accompany all advertisements.

The rate is **only** 3 cents per word for the first insertion, 2 cents per word for each subsequent insertion. If you would like **Canadian Grocer** to forward the replies to you extra charge 5 cents per insertion is made for a box number.

Write:-
Advertising Department

Canadian Grocer
153 University Ave.,
Toronto

A Whole Trainload of RED ROSE—



18 cars—were shipped our Ontario and Western Branches from St. John in July and the last two weeks in June. Proof that business has been good with us West as well as East, where in our Home Provinces sales each month this year have been bigger than the one before.

July the Biggest of All

If your stock is short, wire or write us—we ship same day.

T. H. Estabrooks Company, Limited

St. John, N. B. Montreal Toronto Winnipeg Calgary

CANADIAN FRUITS AND VEGETABLES

We handle the crops of several of the large growers in both the Niagara and Leamington Districts. Each year we handle larger quantities and sell for a larger number of shippers. Our prices always with the market. Fresh shipments daily of—

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Special prices on quantities

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The Superintendent who personally oversees our perfected system of grading corn and all the operations in our factory has had over 40 years' experience making brooms and whisks of the better kind.

Nothing but carefully selected clean broom corn is used throughout and all our brooms are plump, short, full topped, well sewed and well pressed into shape.

They wear longer than ordinary brooms because they're made better.

Peddlers never did and never will sell them because we absolutely refuse to deal with them.

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Where "SALADA" is involved. Either you sell "SALADA" and profit by so doing or return it to us and your money is refunded.

You can lose nothing—but gain much. QUALITY—VALUE—SERVICE—in their superlative degree are embodied in the name

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Freight prepaid on orders of 60 lbs. or over.

Gosse Millerds

Relationship with the Dealer——



A complete line under one label

G-M Red Sockeye Salmon.
G-M Fancy Pink Salmon.
G-M Kippered Salmon.
G-M Kippered Herrings.
G-M Fresh Herrings
G-M Herrings in Tomato Sauce.

IN PURSUANCE of our adopted business policy the actual interests of the dealers who handle the G.M. line occupy the first and foremost position in the administration of our organization. At all times we try to accommodate dealers in every way possible. The quality of G.M. canned ocean products is maintained always at the 100 per cent. mark. We know full well, that by pleasing the retailer we please his customers. After all it's the satisfied customers who build a business.

These fundamentals govern our business transactions—always. How is your G.M. stock?

Gosse-Millerd Ltd. **Vancouver, B.C.**

CANADIAN GROCER

Vol. XXXVI TORONTO, AUGUST 11, 1922 No. 32

R. M. A. is Fighting Present Sales Tax

Dominion Office at Ottawa Sends Out Letter Setting Forth Its Views on Present Working of the Sales Tax Law, Pointing Out Its Deficiencies and Inconsistencies—Act Has Many Contradictory and Confusing Clauses

By Ottawa Correspondent Canadian Grocer

OTTAWA, Aug. 8.—(Special)—The office of the Dominion executive of the Retail Merchants' Association of Canada has forwarded to every member of the organization in the Dominion, as well as to many other retailers, a copy of the declaration of the association in regard to the present Dominion Sales Tax and its operation. Strong opposition is expressed against the working of the same, as now carried out, and it is urged, as it has always been by the association, that the proper place to collect the tax is at the source.

The contention is made that the sales tax should be collected at the source of supply, viz., from the manufacturer and the importer, and from as few channels as possible, so as to save annoyance and expense in the collection of the same. When the sales tax was placed on the Statute Books by the late Government in 1921, it is pointed out it was surrounded with a great many annoying difficulties, as far as the retail trade was concerned. The Act itself was poorly drafted and full of confusion and contradictions. In order to ascertain the retailers' position, it was necessary to undertake a number of lawsuits, as will be remembered by a large number of retail merchants, in order to have the Courts determine the meaning of the Act. It never was the intention to endeavor to escape the payment of a fair share of taxation. The endeavor was to keep the payment of the sales tax down to the source of supply, as always advocated, so as to save the expense of the employment of a host of tax collectors." We have always frankly admitted that although manufacturers and importers were asked to collect the tax, in reality all the taxes they pay they pass on to the retail merchants and they in turn have to do the best they can to collect them from their customers," the circular continues.

A Distinct Sales Tax

"What we have always contended for, was a clear, distinct Sales Tax Act, one that could be easily understood and easily followed, and one that would not be applied to every small retail merchant in the country who sells soft drinks or makes a few home-made candies or currant bread or pastry, or other like small articles for sale, and which forced them to take out a manufacturers' license and be called manufacturers, but who were not to be allowed to be taxed in the same manner as manufacturers. Our contention is that when legislators make laws, they should be consistent and clear, and, as far as our Association is concerned, we intend to see that all legislation that is passed which affects the retail trade is made as intelligible as possible, and if it is not we intend to call the attention of our members and the public to it, and hold it up to the public view.

Offered Services

"When the present government came into power, a prominent delegation of retail merchants waited upon the Premier and upon those members of the Cabinet who have to do with the administration of the Act, and we pointed out to them some of the difficulties we had to contend with regarding its operation. We offered our Association's services to the present Government, voluntarily, and agreed to give them any information they might want regarding its operations on the retail trade, and we offered to have our solicitors prepare a draft copy of the necessary amendments to the Act, so as to remove any further doubt or confusion that might exist in the Act, and thus avoid any further litigation. Our offer was accepted, and our solicitor prepared the amendments, and we waited upon the Minister of Customs and Excise and gave him a copy of our amendments and explained the same to him. After the Budget was brought down we again asked permission to have our solicitor consult with the solicitor for the Government who was drafting the Act, to point out to him the clouded and confused manner in which the Act was drawn. This request was also consented to and when the time came for the solicitors to consult together the Department withdrew their consent, and the result is exactly what we expected—the introduction of an unintelligible piece of legislation, and more annoying to the trade than ever.

Every Retail Merchant is Aroused

"Is it any wonder that the retail merchants in all parts of Canada are aroused, and are determined to make public the manner in which they have been treated? The remedy is in our own hands. Let us use it. Our policy must be educational. Neither this Government nor the late Government can offer any excuse for ignoring our requests to assist it. The Sales Tax Act that they are endeavoring to have us comply with is an internal tax, and it required no secrecy such as a tax that would be applied to importers. If the Government was considering a matter that affected the farmers, it would have called in the farmers for consultation; if it was a matter that affected the Labor Union interests, it would have called them in for consultation; or if it was a matter that affected the banks or manufacturers, they would have been eagerly consulted, but when it was a matter that affected the retail class, which has more money sunk in the retail trade than all the other classes combined, and which struck a blow directly at the consuming public as well, it utterly ignored us, and jeopardized the entire retail interests of Canada, by placing in the hands of the Minister of Customs and Excise the sole right to determine whether we are retail merchants or manufacturers, and from whose arbitrary ruling we have no right to appeal.

"The following, in our opinion, are some of the contradictory and confusing clauses in this obscured and muddled piece of legislation.

"The Act has been amended very often since it was first passed and no complete copy of the whole Act has been printed or can be purchased, and before we could understand what the Act meant it was necessary for us to compile a copy ourselves so as to be able to find out its meaning.

"The original intent of the Act, as it was passed by Parliament, although

very dense, was to have it apply to manufacturers, producers and importers only, and its application was not intended for retail merchants. Those who administered it, not knowing its intent, and having no knowledge of the operations of the channels of trade, read into it all sorts of contradictory meanings and issued rulings, and each time the Act was amended it was made more confusing.

"A large number of exemptions were made under the Act, most of which were foodstuffs and articles affecting the agricultural interests. Bread and flour, including self-raising flour, is exempt, but yeast is taxable, and yeast is purchased by the large bakers at one rate, and the small baker purchases it at another rate, and as this yeast must be fresh and sold daily by the manufacturers the enormous bookkeeping system that is created by placing the tax on yeast far exceeds the amount of the tax paid, so that if proper consideration had been given to this subject, the manufacturers of yeast, the bakers and the retail merchants would have been saved an immense amount of annoyance, as well as money.

An Invoice With a Glass of Soda Water

"Under subsection (1) of Section 19 B.B.B. of the Act, after referring to the fact that an excise tax of two and one-quarter per cent. shall be imposed, levied and collected on sales and deliveries by Canadian manufacturers or producers, and wholesalers or jobbers, there is nothing whatever mentioned regarding retailers paying the tax, only when they purchase from manufacturers or producers, and when retail merchants import direct, their tax shall be six per cent. on the duty paid value. Following this statement, there is a clause which states that the purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax. This is another indication that it was never contemplated that the tax should be placed on retail merchants, as not one legislator had in his mind that when he purchased a glass of soda water made at a soda fountain he would be called upon to pay an additional tax, and have an invoice presented to him by the merchant showing separately the amount of such tax.

Difficult for the Courts

"It will be noticed that the sales tax which is paid by manufacturers to the Government is paid only when the goods are sold, not when they are manufactured. In the case of retail merchants who are designated as manufacturers, an attempt is being made to make them pay when the goods are made for stock and not when the goods are sold, and no reference whatever is made in the Act as to what price they shall pay the tax on, and the goods made by the retail merchant may remain on his shelves for years before a sale is made. This is another evidence of the discrimination that is made, and also further evidence that the original intention of the Act, which was that the tax should be applied at the source of supply, viz., the manufacturer, producer, and importer, has been departed from, and in so doing the Act is so complicated that no one, not even the Courts, is able to state what its real meaning is.

Fixing the Cost of Goods

"A recent amendment by the present Government, in order to make the Act still more complicated and annoying, added an additional five per cent. tax to candy manufacturers, and vendors of soft drinks who operate soda fountains. These vendors are called upon to take out licenses, which cost two dollars, and if they fail to take out this license there is a penalty attached of one thousand dollars, and when they take out a license, notwithstanding that there is nothing in the Act which clearly states what they shall pay the tax on they have the cost of their goods fixed for them by the Department and they are asked to pay the tax on an arbitrary price set by the Department and which the Department has no power under the Act to specify, so that retail confectioners who may be designated by the Minister as being manufacturers and who operate soda fountains, are called upon to keep track of their sales, on some of which they are asked to pay a tax of nine and one-half per cent., some five per cent., and some four and one-half per cent., while others are exempt, all of which is costing the confectioner more money to keep track of the tax than he will be called upon to pay to the Government in taxation.

"To add to the above complications, orders have been issued that retail confectioners who sell candy and soda fountain beverages shall take out a license, and if they make ice cream, candy or cakes, they must take out another license, both bearing different dates. Whether a retail merchant manufactures two hundred dollars' worth of goods, or two million dollars' worth of goods, the cost of the license is the same—two dollars—and which must add tremendously to the cost of operating the Department, and all of which, in our opinion, could be dispensed with under proper business management."

June Catch of Sardines is Reported Light and Pack is Two Months Late

Cable Messages to Some Importers Advise Withdrawal of Selling of the Better Grades for the Present, Owing to the Poor Catch in June —Better Grades of Olive Oil Will be High

ACCORDING to cable information received by Stewart Menzies & Co., manufacturers' agents, King St. E., Toronto, the June catch of the first quality Norwegian sardine is practically an absent quantity. Messages have been received advising withdrawal of further selling. The second quality has taken a sharp advance, Robert Boyter, general manager of Stewart Menzies and Co., told a representative of Canadian Grocer, and a still further increase in price is expected within the next few days. "The situation is very acute," Mr. Boyter stated. "While the catch is always uncertain, and while some future months of the current year may show up better, indications point to a very light catch. Every few years the sardine leaves its accustomed areas, and seeks new ones. This time it appears that it has left the Norwegian waters, for according to reports the waters of Norway showed an almost complete absence of brislings during the month of June. It may be that these sardines can now be found off the coast of France, but at any rate they are not in Norwegian waters."

Pack Two Months Late

W. G. Patrick of W. G. Patrick & Co., Toronto, also large importers of Norwegian sardines, would not say that the supply would be light, but stated that the pack is delayed about two months. Whereas the brisling is usually packed in July, it is not likely to be packed before September this year. Further than that Mr. Patrick would not state whether the pack would be up to last year or not. It is very difficult to make any statements with accuracy at the present time.

Old Country Biscuits Declining

Consignments of Old Country biscuits are arriving regularly and are in plentiful supply. In spite of the fact that the present quotation on a certain make of biscuits in the Old Land is double that of the price of 1915, the demand is equally as great, and shipments are easily taken care of. Prices are gradually declining, and present quotations show a reduction of 15 per cent. as compared with a year ago.

Better Grades Olive Oil Scarce

"Better grades of olive oil will be very high in price on new consignments," a large importer told Canadian Grocer this week. Cable despatches from their buyers in Europe state that the better grades of oil are very scarce, and prices so high as to almost make them prohibitive for shipment to this country. The lower grades are more plentiful and should be available in sufficient supply for all demand.

Small Fruits Light Pack

Information from the Old Country indicate that the pack of jams from small fruits is not as large this year as a year ago, and already quotations on the new pack have advanced half a cent per pound.

Says Self-Help Service Is No Service

Public Demands Economical And Convenient Service—Good Merchants Not Becoming Panicky Over Chain Store Competition —Service Grocers Advise Customers As to Proper Time to Buy

Tenth Article in Series on Chain Stores

AN INTERESTING contribution to the series of articles on chain stores is to be found in a letter sent by the Star Egg Carrier and Tray Mfg., Co., of Rochester, N. Y., to Roger W. Babson, the statistician. Bartley T. Brown, who wrote this letter to Mr. Babson, sends Canadian Grocer a copy of it, which is reprinted here:

Mr. Roger W. Babson,
Wellesley Hills, Mass.

Dear Sir:

" We read with much interest an interview with you published in the 'Daily Oklahoman,' July 3.

"Inasmuch as we manufacture Star Egg Carriers and Trays which are used by grocers having delivery service, we keep close watch on the development of service among retail merchants. We agree with you that the small merchant has great opportunities if he will adopt modern methods and advertise more.

"Like you, we also believe that the public does not demand the chain store, but rather demands economical and convenient service.

"We were somewhat surprised, however, to note that while you advise the merchants to give service saying that people buy from the chain stores because that is the only place in their community that they can get economical and convenient service, you say in substance that the merchants should eliminate one of the very most convenient of services and that is delivery. This sounds particularly strange to us coming from you, especially in view of the fact that you recently strongly urged the value of service in business.

"In your barometer letter of June 13 you say, 'Do your prospect a real service and you can depend upon the law of action and reaction for your reward. People just can't help being human and grateful. Do a man a service and you will get his business.'

"And then on July 3 you are quoted as saying, in regard to the chain stores, which do not give that very important service—delivery: 'Personally I feel that the chain store comes nearer to giving the public what it wants and prospers for that reason. If the local merchant will adopt the same up-to-date methods of economical merchandising, he need have nothing to fear from chain store competition. These newer and especially these self-help establishments are doing a splendid business because their plan is practical and because they are being operated by young men with initiative and enthusiasm. I appeal particularly to merchants of the older school and urge them to study very carefully these self-help stores with their self-help service'.

Self-Service—No Service

"Really, Mr. Babson, 'Self-help' service sounds ridiculously paradoxical. 'Self-help' service is no service at all. Do you really mean to say that that kind of service, if you will insist on calling it service, is a modern method? It is no doubt true that the chain store fills a certain want—the want of lower price with little or no service.

"It seems to us, Mr. Babson, that you are really self-contradictory. We believe that you were right when you said, 'Do a man a service and you will get his business.'

"Now, take the retail grocer who deals almost entirely with women. Have you ever noticed that women like service, too, even more than men do? Women love attention, and service is attention. They get darn little service and darn little attention in a self-serve store or 'snatcheteria' as one of our salesmen calls it.

Service a Business Builder

"The writer just recently returned from the annual convention of the National Association of Retail Grocers in Cleveland. Had you been there and heard the reports from various states of the individual grocers who give service, we do not think you would have been quite so emphatic in saying that local merchants are beginning to become panic striken over the tremendous run of the chain stores. Those individual merchants who sell quality merchandise and give service, know that they can beat the chain stores every day of the week.

"It is the slovenly grocer who is crushed to earth by the chain store—the grocer who does not regard the importance of quality and service. But then he would go down anyhow under intelligent competition, whether that competition would come from the chain stores or from other live quality selling and service-giving individual grocers.

"Now, let us consider for a moment what you are pleased to call the economy of the self-help system. Just how economical is it to the housewife? An investigation conducted by the New York State Department of Markets comparing chain stores and regular service groceries, confirms what we have asserted time after time, and that is that the cash-and-carry store sells at about 4c. on the dollar cheaper in the well-to-do neighborhoods and 2c. cheaper in middle class or poor neighborhoods than the independent retail grocer who gives service.

"Now, that really is the average saving to the woman who lugs her food in a basket. And housewives to-day, Mr. Babson, notwithstanding your belief that local merchants are becoming panicky over the run that the 'snatcheterias' are having, are coming to know the very small percentage of saving she effects by bearing the family food burden through the streets.

Confidence in Reliable Grocer

"It is not so much the economy of it that takes a woman in a well-to-do neighborhood to the grocery store with her basket. Until she gets to really know the grocer as a real quality and real service merchant, she entertains distrust of the grocer. She fears that when she telephones for a certain kind of food that something else of an inferior quality will be sent to her. Once she finds out, however, that the grocer is honest, her distrust is overcome.

"A woman who enjoys the service of a reliable grocer, will not even let her servants go shopping unless it is just to 'see what they have at the store.' Saving 2c. to 4c. on the dollar by sending a maid to the grocery is certainly not economical.

"Now, Mr. Babson, your proposition is a service proposition. And don't you know that the reliable, intelligent, well-informed, retail merchant can and does give service to his customers somewhat analogous to yours? The live grocer knows when it is to the advantage and when it will be to the advantage of his customers to make some certain purchases and when it will be better for them to wait, etc. He passes this information on to your clients. And the merchant is of service to them in a hundred other different ways in connection with his merchandise system.

"One of the splendid services given by the live retail grocer is when he calls his customers up on the telephone to get their order. Do the self-help stores do this?"

An English newspaper is printing choice bits of broken English as overheard by its readers. Two examples follow, which are considered most amusing: A coffee-room waiter, who said he was a Swiss, replying to a guest ordering his breakfast:

"Tongue iss no more, chicken never vos. How you like your eggs boilt, tight or loose?"

The other concerns an enraged Portuguese, who turned upon his opponent and spat out:

"If I did know ze English for ze box, I would blow your nose, by damn, I am."—New York Evening Post.

Friday Advertising Not Good Policy

Advertising on Friday to Increase The Saturday Burden, Not Wise—Advertise to Stimulate Business on Other Days—The Fallacy of Advertising Cut Prices—The Advantage of One Day or Hour Specials

By HENRY JOHNSON, Jr.

ROBINSON Crusoe's "handy man," his faithful attendant and all-round good genius was Friday. But Friday is the grocer's "bad man"—as I expect to show.

I read the local paper from "the old home town" every day. For long I have noticed that every Friday's issue carries about two full pages of grocery advertisements. This condition did not formerly obtain because very few grocers advertised except myself—and I never used Friday's paper, for reasons which will appear. Now it is evident that an enterprising advertising manager has capitalized another grocer's weakness and is cashing in on it.

Having noticed this tendency in the old home town, I was on the lookout elsewhere. From personal observation I can tell you that, with very few exceptions—possibly with none—grocers everywhere run advertisements on Friday.

Whether it be Winnipeg or Halifax, Vancouver or London, you will find the local papers with grocery advertising in the Friday issues. And for what? That's the joker and the joke of the whole thing, for any effect these ads may have is to pile heavier burdens on the one day in the week that already and automatically is overloaded—Saturday!

Push Specials—Not Staples

In the Friday issue before me appear twenty advertisements of 41 food stores and five of wholesale distributors of food products. The burden of all the ads is staples, such as flour, butter, potatoes, lard, bread, breakfast food, practically all at cut prices. Here and there appears a lone item like lettuce or cantaloupes—the only class of goods which ever should be advertised for Saturday sales.

Stop to think of what happens in your store week after week throughout the year and you will at least begin to see the absurdity of this. You have Monday, which is washday. People are "fed up" on food from the Sunday feasting. Women are busy at home, so they go or send to the store only for necessaries. Even at that, Monday perks up a bit at times. Tuesday is apt to be quiet or spasmodic. Wednesday there is some business. Folks have eaten last week's foods and must have more. Thursday is sometimes a good day, though not strenuous. Friday is sort of getting ready for Saturday.

On Saturday you arrive early to do as much as you can in advance of the inevitable rush. You have extra help. From the opening hour until closing, be it midnight, you are busy. Almost any Saturday you may look forward with certainty to mishaps, disappointed customers, mistakes. The rush is so continuous, demands are so insistent, that no grocer can hope to get through smoothly, no matter how devoted and careful he is.

That is, I think you will agree, a fairly accurate sketch of Saturday conditions. Those are circumstances in which you go through Saturday regardless. Any grocery store worthy of the name is busy on Saturday.

Folly of Making Bets for Saturday

Does it not therefore seem just plumb foolish to spend money to make Saturday busier? It has always seemed so to me. It seems to me that way now. Moreover, we have many excellent examples and demonstrations that it is foolish, and that it can be remedied.

What all business men need to realize that every day in the week should be busy. There are 310 working days in the year. You pay overhead on every day. You pay many other expenses every day. But you cash-in on only 52 real business days and perhaps 75 or 100 partly busy days.

For what we should do about it, let us look first outside our business and then look back within it.

Long ago, department stores realized that every effort should be made to even the pressure throughout the week, to cash-in as nearly as possible on the 310 working days. They began on Monday—that being normally and automatically the slowest day in their line. That is why you see department store advertising concentrated on Monday sales and offerings as the primary effort.

Department stores have "events" that cover every week in the year. Ever notice that? Let us see: Beginning right after Christmas—butting in strongly, so there may be no "let-down"—putting on the pressure extra heavy to counteract the natural after-holid lethargy and indifference—they have the "Pre-Inventory Sale."

This event is heralded with smashing space, more money being spent and heavier reductions taken than for any other event in the year. Lines which are ragged or becoming unseasonable are shoved forward. Result—the store is busy.

Inventory is taken simultaneously—then comes the big "After-Inventory Sale," and the store is kept busy. Follows the "Mid-Winter White Goods Sale"—and so it goes during all the 52 weeks of the year.

Putting Brains Into Publicity

These sales are all planned with the greatest care and skill. They are laid out weeks in advance. There is nothing haphazard. Records of all previous sales, of the items offered and results obtained are at hand. What articles went well—what results followed certain kinds of pressure and presentation—all these things are studied and the work is done in the light thereof.

Therefore, while every sale opens on Monday and the Monday pressure is strongest, pressure is also carried into other days according to the expert knowledge gained through past experience, so that all days are kept busy. But you will notice that pressure is never put on Saturday selling! Saturday always is left to take care of itself.

The lesson here is that those wonderful merchants, the department store people, put all their brains and energy into selling merchandise. They realize a high percentage on their investment in space, fixtures, expenses and merchandise because they work their brains on logical lines.

Why cannot grocers do the same? Answer: They can! In many places, they do! I did it for years—following along just those lines. My advertising always was a profitable investment. But it never leaned down hard on Saturday—that was always a busy enough day without that! Only certain limited things can be advertised on Saturday—no staples—no regular goods—and surely no cut prices! Gracious! If I am ever going to get full prices on my goods, I shall do it on Saturday! Cannot you see that?

I have told you already how one merchant changed his slowest Wednesday into his busiest day by featuring certain specials for Wednesday only. Now Wednesday is a 24-hour day in his store. He is open from Wednesday morning until Thursday night, working three shifts, to care for the extra trade his brain drew to the slowest day.

The way to do is to advertise weekly and there is no need to spend more money than you now put into that fool Friday ad. But run the ad in the Saturday afternoon papers and the Sunday editions—if you have any—making the big offers apply to Monday. Have subsidiary items good for Tuesday and Wednesday; certain others good for Thursday, and Friday; and have some that run special through the week.

(Continued on page 20)

This Grocer Has Real Credit Problems

Merchant in Northern British Columbia Seeks a Solution—Declares That Customers Paying Every Thirty Days Look for the Same Prices as the Clients Who Pay Cash—Retailer is Unable to Take Discounts Because of Too Much Credit

VANCOUVER, B. C.— A merchant in a northern British Columbia town recently came to Vancouver seeking information about the conduct of a credit business.

The facts are these. In his town, as indeed in most other rural points, the biggest problem faced by the retailer is that of credit. On the first of the year a determined effort was made to put his business on a cash basis, but it was found quite impossible to maintain any volume of business, and refuse to give credit accommodations.

The Class of Customer

"Our customers are ranchers, tie- cutters (for the railroad use), fur traders and trappers," he says. "Sometimes they have lots of cash and pay 'on the dot' for the supplies they buy. Other times, thirty days will see them on hand to pay for what has been charged on that basis, but at other times, their accounts mount week by week, and month by month till the strain on the resources of the merchant is very serious indeed. At such times, they say, of course, 'Well, we have to eat. We have been good customers. We will have the money in a month or two. As soon as our ties are ready to ship, or as soon as we have sold our pelts," etc., etc. As a matter of fact, they intend to pay and will pay when they get the funds. But in the meantime those who sell to us quite rightly expect us to pay up. If we lose our discounts, that much of our profit is gone and it is almost impossible to charge an additional percentage on all our goods for the purpose of recovering our losses through missing our discounts.

"Some of our customers pay cash. In small towns the prices are all fairly well known. The good pay customer who takes thirty days feels that he is entitled to the same price as the cash customer. When, for unforeseen reasons, he does not pay up on the thirty days, he would not stand for a revision of prices on what he has bought, and in very few cases have we successfully collected interest on the overdue accounts. By successfully, I mean to get both the interest and the continued patronage of that customer.

Notes are Unsatisfactory

"Some advocate taking notes for overdue accounts. We have done that in some cases. The banks will not accept a note, if the maker has, shown carelessness about meeting any former notes, and every retailer knows that a very large percentage of people are negligent about such matters. It is all right to say that any one who is worthy of credit might get it at the bank. But so many times, the dealer knows that his customer has teams, equipment, buildings, etc. which seem to warrant credit, although the banks are unable to lend money on this class of security.

"Then again, there is a tendency on the part of some people to consider that an account is taken care of, when a note is given, even though the note is not paid on maturity. No matter how untenable such a position is, any retailer knows that, having given a note, a customer feels that attention has been given to his account for the term of the note, at least, and the dealer is unable to ask for any other settlement until the note has come to maturity.

Looks to Canadian Grocer

"We all know that many things should not be—but we all know too, that these conditions exist and I am hoping to see more articles in Canadian Grocer on the subject of 'How other retailers handle the credit problems.' I read with a great deal of interest everything that Henry Johnson Jr., and other investigators write on these subjects in Canadian Grocer, knowing that other retailers are beset with the same problems that I am, I scan very closely the interviews appearing in this paper. On these merchandising problems, I don't know where else we would get the opinions of experts and other merchants if it were not for Canadian Grocer."

Cash for Produce

"There is another side to the question too. In the past year or years when crops were poor many of the farmers could not get cash for their produce. Take hay for instance. The buyers and exporters of hay felt that it would not pay to send their agents into some districts to buy and the farmers took their hay to the grocer to exchange a load for so much credit. This system of exchange gave the grocer his value, but it did not give him the funds to buy more goods. In many cases, before the grocer disposed of the hay, he suffered a loss on it. Now when the hay crop is plentiful, the buyers send their agents out to buy for cash. The farmer therefore, has the money to take to the grocery store or to any other business and trading is facilitated. The same thing holds true in all lines of grain and produce. Yes, I look for a marked improvement in conditions this fall."

FROM COVER TO COVER

"I take a great interest in Canadian Grocer. I look for it every week and read it from cover to cover. Besides the interesting articles I find much to learn in the advertising pages and always make it a point to write advertisers about any new line when I see it advertised. This keeps me posted on new lines. Only recently I put in a new line of canned meats. I first saw them advertised in Canadian Grocer and when the traveller introduced them to me I had no hesitancy in ordering them. There is one thing I have always felt and that is I do not believe Canadian Grocer would advertise anything which was not right." —John Gilbert, Kingston, Ont.

FRIDAY ADVERTISING NOT GOOD POLICY

(Continued from Page 20)

Cut prices are not necessary in advertising. That should be emphasized so I'll say it again: Cut prices are not necessary in advertising! But special prices, showing moderate—and only moderate—reductions, "good for this week" or "for Friday only"—should be used; and these should be on your own goods. You should always feature as specials, goods that you control, or items on which you enjoy some prestige.

Business is Not a Mushroom Growth

Have in mind the thought that you are building a business. That is, the task will take time. You are going to work up confidence in your offerings slowly. You want to interest the same people week after week. You want them to get the habit of looking for your ads and deciding in advance what they will buy next week. You will learn that you cannot work this successfully unless you make your ads mean just what you print: that the offerings are good for just such a time and no other.

As you study and observe, you will note that women will often buy only the specials. They will buy a bar of soap that is on sale—and not another thing. Men will seldom have the "crust" to buy only specials. So it is well to plan sales so that men may have to come for at least some of the goods. Thus, a Monday sale may be planned so certain specials will be on at 11 o'clock for one hour—11 to 12. That will compel the women to entrust the buying to their husbands—and those men will buy other things, too, at least a lot of them will.

Get the idea? It is intelligent selling always.

Still, maybe I should be glad that grocers are beginning to advertise and that any time is certainly better than no time.

An "Avoid" List Helps Cut Overhead

Merchandise Manager Says That Habit of Conserving Developed During the War Seems to be Forgotten Now—Simple Little Habits of Wastefulness Mount Up Into Many Dollars—Prodigal Use of Wrapping Paper, Pins, Cartons, etc., to be Eschewed

DISCUSSING the ever vital subject of how to reduce the cost of selling merchandise in the average store, some pertinent suggestions were offered to Canadian Grocer by a Montreal merchandise manager. The fact which he kept foremost in the discussion of how to bring down overhead was that we are forgetting the meaning of the word "conservation" which used to be heard so frequently during the war years, and we are lapsing back into many uneconomic practices which are indicative of habits of extravagance, of carelessness, and which need to be constantly supervised. Making the most of resources—a fundamental principle of good management at all times—is of supreme importance when reduction of overhead cost becomes imperative. Just as during the early months of the Great War, leading merchants got together to discuss measures for reducing waste in materials and equipment used in retail stores, for curtailing some expensive forms of service such as unnecessary number of daily deliveries and too liberal allowance of time for return of goods, etc., so the same problems are, to a great extent, calling for solution in these post-war days. As a result of a widespread revision of store policies, as a war measure the much indulged shopping public soon learned to be more reasonable in its demands, and public interest became aroused in the endeavor to aid merchants in their efforts to encourage conservation.

Common Forms of Waste

By a similar plan, those stores which find their overhead expense mounting instead of declining might adopt some of the recommendations made by the Montreal merchant. "I have issued the following list of things to be avoided in all the departments of this store," he remarked. "On the whole I find the most waste and carelessness in connection with wrapping and packing merchandise, but there are many other little leaks which have been eating up profits and are now coming under the axe."

The list was given as follows:

"Avoid forcing merchandise into too small an amount of paper, so that tearing results, and a second piece has to be used.

"Avoid a large box when a smaller and a cheaper one would accommodate the merchandise suitably.

"Avoid using tissue paper to pack inexpensive goods which need no such protection, or to fill up corners unnecessarily.

"Avoid wasting pins. Good pins are expensive and as they can be used indefinitely, it is important that they be saved. Pick up the pins which drop on the floor.

"Avoid wasting pin-tickets, tags and rubber bands which may be used again.

"Avoid using more paste than is necessary in applying address tickets to bundles.

"Avoid using tissue paper for dusting instead of cloth dusters, or destroying boxes in which merchandise is returned when they are in good condition to use again.

"Avoid destroying empty merchandise cartons which could be used to advantage in the packing room.

"Avoid figuring and scribbling on printed forms instead of using waste paper or regular scratch pads. Do not tear off a corner of wrapping paper to do figuring on.

"Avoid wasting carbon paper in salesbooks, when it may be reversed and used as long again.

"Avoid wasting advertising leaflets. Cases have come to light where as many as 8 or 10 have been found in parcels, when only one should have been included."

The staff of this store has also been instructed to watch the electric lights burning in show cases, which may often be turned off when the sunshine is particularly bright, with a consequent saving.

Reducing Cost of Delivery

This firm has also effected a saving of money in connection with delivery of parcels. A rule has been recently put into force whereby no C. O. D. sales of less than $1 will be accepted, nor will any article costing under this amount be sent. When the question of delivery comes up in connection with the sale of a small purchase, the sales clerk is instructed to enquire, "Will you take this with you?" instead of the opposite question, "Will you have this sent?" which invariably leads to acquiescence on the part of the customer.

Waste of time on the part of employees is discouraged by this store, which insists upon promptness in the morning and after lunch on the part of its staff. Care of store property is likewise emphasized in another recommendation which is worded as follows:

"Any salesman who finds it necessary to stand upon the counters or other fixtures at any time must use cardboard or other protecting substance under his shoes."

Employees are likewise enjoined to report anything which should be given instant attention such as an odor of gas, a leaking pipe or faucet, or a latch out of order. Prompt attention in small matters frequently means a saving of much money in the end.

Departments of this store have shown improvement over past conditions since an investigation has been made with regard to the manner in which samples are given, or goods protected from dust and strong light, and from waste in over measuring. Every piece of goods handled by four salesmen for a period of seven days was re-measured and reweighed as a test of their accuracy and in each case losses from over measurement were discovered varying from 1½ cents a sale to three cents. Such lack of exactness in measuring and weighing may be responsible for heavy losses.

Sales Check Errors

Errors in writing and handling sales checks are always costly and in this connection, salespeople in this store are told to read over the name and address given to the customer before he or she leaves the department, lest an error may have been made inadvertently. This is usually done when change is being given.

One result already registered in connection with this campaign for conservation of store resources has been a new enthusiasm shown by the employees who have quickly recognized the advantages.

EXPECT BIG POTATO CROP

Hamilton Ont.—"A bumper potato crop in fact the greatest that the country has experienced since I have been connected with the department here," said G. W. Marritt, district representative of the Ontario department of agriculture, in Wentworth County, when discussing the potato crop.

EARLY TOMATO CROP NOT AS LARGE AS LAST YEAR

Leamington, Ont.—Growers of early tomatoes report that the crop will not be as large this year as it was last. The shipments have not been so very large so far this season although many believe that the acreage this season is greater than for the past few years. The plants have not the large number of green tomatoes on them that they usually have and the growers believe that they will be too late in ripening to get on the early market in time to make it worth while for the growers.

The price has also dropped much lower than last year although there has not been any large shipments from this district.

Selling Below Cost an Unfair Method

Price Cutting is Price Making—If Profitable Must Exceed Seller's Cost—Operating More Than One Store, No Excuse For Price Cutting—Should Practise Cost Accounting

By NELSON B. GASKILL, Chairman U.S. Trade Commission

A SELLING price has two points or poles of reference. It bears a variable current of other prices offered contemporaneously which constitute the "market." It may be either above or below the market at the option of the seller. In this phase a selling price is governed solely by the desire of the seller to obtain a sale. The other relation is to the cost accrued against the commodity when offered for sale. This production cost is fixed by operations of the seller and cannot be volitionally varied except as the processes prior to offer for sale may be modified and result in a lessening of charges.

It is axiomatic that a selling price must include a margin over production cost sufficiently large to include a balance after deduction of all charges incurred but not properly included in production cost, if the sale is to result in a profit. A normal, profitable selling price, therefore, may range from the "market" as its maximum to "production cost" as its minimum. If it is above the market, it is not likely to induce a sale, and if it is below production cost, it will not produce a profit.

Competitive selling prices, therefore, which must range between market price and production cost if they are to be profitable, represent the desire of the seller to effect a sale within limits that he cannot transgress and over but one of which he can exercise any lawful control.

The Competitive System

The proper object of business is profit, and its necessary result must be profit. We have chosen to organize and conduct society upon the competitive system. The fundamental principle of the competitive system, the impelling cause of its adoption, and our adherence to it are that, properly applied, it tends always to an adequate return for the productive effort. It is an economic recognition of the truth in the statement that "the laborer is worthy of his hire."

Each member of society is at once a producer and a consumer, operating in both capacities on a competitive basis. It is often assumed that the consumer is a distinct class wholly apart from producers, but such assumption is a fallacy. The producer-consumer character of each member of society is fixed by necessity, and the principles that govern his productive operations in which he is the seller also regulate his actions as a consumer or a buyer. Each individual standing alone, just as society in mass, conducts this double operation.

But when the question is put to the individual in his capacity as consumer-buyer or to the mass of society in that character, "At what price are you entitled to receive that which someone else has produced?" the answer is likely to be, "For nothing if we can get it; for as little as possible if we must pay at all."

The answer is wrong, because it prevents the existence of that equipoise of the producer-consumer relation which the fundamental principle of the competitive system demands. In an isolated instance the seller has received less than an adequate return and the buyer more. Multiply the individual into the sum total of all individuals in society, extend the operation of the theory to universal application, and there is exhibited an organized society of producer-consumer units, asserting and at the same time denying the right of a return for productive effort that equals the cost of production. This is exactly the condition that now obtains.

What Price Cutting Means

Each individual in his capacity as a producer is entitled to a profit, and each in his capacity as a consumer is obligated to pay a price that yields a profit.

If you deny this, it seems to me that your alternative is in its logical conclusion an assertion of the right to reduce some part of mankind to slavery; because, if it is right to take part of an individual productive effort below its cost, it is right to take the whole effort and its result without any compensation whatever.

Price cutting is, of course, price making. It is the expression of the extent or degree of the desire to sell. It may be directed against the market, in which event it is adverse to all competitors, or it may be thrown forward against competitors in a particular locality or against a particular competitor. It may represent the seller's relation to conditions of supply and demand, it may express his individual preference for volume of sales, it may represent his efficiency and advantageous location as shown in his relatively lower cost; but if it is to be profitable it must exceed the seller's individual cost, and if it is to be consistent with the fundamental principle of the competitive system it cannot be less than the seller's own cost.

Habitual selling below cost as a method of doing business is in my judgment an unfair method of competition.

There are circumstances, of course, that justify its emergent use, just as there are conditions that justify the amputation of a limb; but these are outside the rule, not exceptions within it. The necessity of liquidation, for keeping an organization going through temporary stress, possibly during the introduction of a new industry in a competitive field, are emergencies that justify impairment of capital; but selling below cost is no more a part of the ordinary conduct of business under the competitive system than self mutilation is necessary to living.

Competition May Increase Prices

We erroneously assume that all properly directed competitive efforts, as they are more and more efficiently performed, tend to a reduction in price to the consumer. They may quite as well and with equal justification increase the return to the producer and be exhibited in effect as an increased price to the consumer. It is quite apparent that when efficient methods of distribution and marketing adjust supply to demand properly, relieving one glutted market and supplying others previously short, the tendency is to a rise in price in the long market, a fall in the short market, and a settling of the general price level above its previous average. It does not follow then that the denial of the existence of the right to sell or buy below the seller's cost is a limitation upon the freedom of competition.

Cutting selling price below cost is impairment of the seller's capital and nothing else. It means inevitable bankruptcy to the one who practises it unless the deficiency can be offset by more than equal gain elsewhere. It is absolutely certain that the habitual seller below- cost who continues in business for any considerable period is receiving from the consumer by other means more than enough to offset his losses; or he will as soon as his practice has sufficiently suppressed competition and established what is equivalent to monopoly. When the consumer learns the simple fact that business cannot be conducted at a loss, he will awake to the startling realization that nothing he buys below cost represents a saving, and he or she will also learn that a premium article is a most expensive piece of decoration.

Two men conduct shoe stores in a town. In free and fair competition

(Continued on page 40)

$2,000.00 IN

2 IN 1 SHOE P
TO EVER
AND EVER

Many people have discovered that 2 in 1 Shoe Polishes are good for other things than for shining shoes. *For example:—*

2 in 1 BLACK—Good for polishing motor cars; refinishing suit cases, kodaks, black gloves, rubbers, hats, etc.

2 in 1 WHITE—cake or liquid—Good for cleaning hats, stains in white skirts, white kid gloves, auto tires, etc.

2 in 1 TAN PASTE—Good for polishing furniture, hardwood floors, etc.

For the Best List of New Uses for 2 in 1, We are Awarding Cash Prizes as Follows:

1st award $500.00—for the most acceptable list	20 Prizes of $15.00—for the next twenty
2nd award 300.00—for next best list	50 Prizes of 5.00—for the next fifty
3rd award 200.00—for third best list	50 Prizes of 2.00—for the next fifty
10 Prizes of 25.00—for the next ten	100 Prizes of 1.00—for the next 100 lists

Try to find new uses for any of the 2 in 1 Shoe Polishes, either black, tan, ox-blood, or brown paste, white cake or white liquid, black or tan combination.

Write on one side of paper only. List uses according to colours. Awards will be made according to decision of special committee, and payment made on or before October 1st, 1922. All lists submitted to become our property.

All lists must be in our office in Hamilton by 12 noon on Friday, September 1st. Names of prize winners and some of the winning list will be published as soon after October 1st, 1922, as possible.



Address Prize Editor.

F. F. DALLEY COM

HAMILTON

ASH PRIZES

SH CONTEST ELIGIBLE GROCER, EVERY CLERK USTOMER

There is a dandy opportunity here for your store—$2,000 will be distributed (as shown on opposite page) and it may just as well be distributed through your store as through any other—proprietor, clerk and customer are all eligible—and to help you interest your customers and assist you in winning the prize we are providing dealers with attractive coloured window display cards announcing this contest. If you will hang these cards in your store and tell your customers about this contest, interest will soon develop and will be shown in very much increased sales. Send in the coupon and write to-day for display cards. We will enter your name in this contest and the name of any clerk, and we can send you as many cards as you can use.

This contest may enable you to win $500.00 or help several of your friends win handsome cash prizes. The coupon will get you started.

MAIL THIS COUPON

ANY OF CANADA, LTD.

CANADA

Please send us your display cards announcing contest.

NAME .....

ADDRESS .....

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada

Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

Vol. XXXVI AUGUST 11, 1922 No. 32

Work of the Manufacturer's Agent

THE EXTENT to which the manufacturers' agency business has developed in Canada demonstrates that the work performed by the agent is one of great importance. The business could not have gone forward if a useful and necessary service was not being given.

Many manufacturers believe that someone is needed to keep their goods well sold to the retail trade, to look after the wants and desires of the retailer and to assist him in selling the goods to the ultimate consumer. The specialty man performs this service. He is often called a detail man because he is sent out by the manufacturer's agent for the purpose of concentrating on some particular brand of goods and giving the merchants full particulars about it so that the latter will take more interest in its sale.

The manufacturers' agents who have been in business for a long time usually have built up an organization that is familiar with the retail and wholesale trade. The men in these organizations who are calling on the trade have secured the confidence of the merchant so that when their firm takes on a new line that they know is a good one, they usually have little difficulty in getting the goods in the retail stores.

The manufacturers' agent and grocery broker is undoubtedly here to stay. He acts as the medium between the manufacturer on the one hand and the wholesaler and retailer on the other. Because he makes a specialty of certain lines of goods and on account of his proximity to the retailer and wholesaler, he is in a position to maintain his strong footing in the channel of trading in this country.

Retail Grocery Problems

THE New York State Department of Farms and Markets has published a 30-page booklet reviewing the problems affecting the retail grocery trade in New York City. The report includes the result of investigations carried on by the New York Federal Food Board and the New York State Food Commission. The object of the bulletin is to give primarily to the consumer an insight into problems confronting the retail grocer and the manner in which they have reacted on the prices paid by the consumer for his food. This presentation however gives the grocer himself the result of an investigation into the very problems with which he has had to battle in recent years. Such a report, although dealing with one centre alone, may be of value to the retail grocery trade in Canada as well as in the United States.

In this brochure, entitled, "Retail Grocery Stores" the retailer will learn from a clear analysis of conditions, illustrated with graphs, how he may better reduce costs and increase profits without adding to the selling figures of his stock.

Since 1918, when this investigation of retail grocery stores was made, costs have increased considerably, but they are now lowering again. There are reasons to expect that the more stabilized conditions in the near future will approximate those of 1918, according to the statement made by the New York Federal Food Board. But irrespective of whether this is or is not the case there is presented in this report so much information of a sort never before made public and which can be so easily changed to fit conditions of to-day and tomorrow that the New York State Department of Farms and Markets is broadcasting the report in order to enlighten the public as well as the grocers themselves.

Co-operate in Buying

"WE HEAR a great deal these days about the Chain Stores and the effect they are having upon the individual grocer," said a grocery broker the other day to a representative of Canadian Grocer. "To my mind there is too much of this hysteria altogether and not enough effort being made to remedy the trouble or plans made to meet the competition. That the chain stores are here to stay is without question. But there is no need for the individual grocer becoming panicky or thinking that his world is coming to an end just because of a new method of distribution to the consumer. Chain stores will always be able to sell cheaper than the individual grocer, unless the grocer gets busy and organizes, because their large buying power gives them the advantage in buying at a lower price. But the individual grocers could do this also if they would only get together and organize. Let them co-operate their buying and they would have such a weight to wield that no manufacturer would refuse to sell them."

Talks on Groceries by Radio

GROCERS who have their own radio receiving sets will be able to get the latest market reports in some lines direct from market centres. On July 25th at 7.30 o'clock, C. A. Thayer, of Austin Nichols Company, Inc., New York, delivered a talk on the subject of "Spices And Their Importance," which was broadcasted by radio from the W. J. Z. Westinghouse Station. New York houses plan to give one talk each week on such lines as tea, coffee, spices, etc. On June 17, Edward Aborn, chairman of the National Coffee Roasters' Association, talked by the radiophone from WJZ broadcasting station, Newark, N. J. He told of the history of coffee and the spread of the coffee drinking habit. He also gave several rules of good coffee making.

While a high powered receiving set is required to pick up these waves by radio fans in Canada, the publicity committee in charge of these broadcasts is arranging to have the communications relayed from other stations so that more may hear it.

Editorials in Brief

WHERE DO your window lights shine mainly; into the eyes of passers-by, onto the pavement outside, or upon the goods you are displaying?

SOMEBODY said that the windows are the eyes of the store. They used to be. Nowadays they are the eyes through which the passers-by see what the store offers.

DON'T NEGLECT the proper advertising and display of goods because they are fast sellers. Make hay while the sun shines by making fast sellers sell faster.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

ONTARIO

Libby, McNeil and Libby of Canada Limited, Chatham, held their annual picnic one day last week.

The Dominion Store, on South Water St., St. Mary's, was recently burglarized. A quantity of merchandise was taken but no cash.

The east end packing house of the Wm. Davies, Ltd., Toronto, recently held a very enjoyable picnic to Wabasso park.

W. G. Irwin, Stratford, president of the Whyte Packing Company, is confined to his home with a broken arm, the result of an accident when his car was turned into a ditch to avoid a collision with another.

The annual picnic of the H. J. Heinz Co., Leamington, was recently held at Seacliffe Park. A baseball game and other attractions were enjoyed by the staff and a large number of friends and citizens.

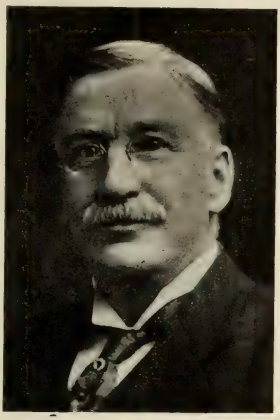
London merchants are endeavoring to put through a by-law to prevent hucksters from doing business on the market. The City Council is about equally divided on the question, but it will be dealt with definitely at the next meeting.

George G. Yorke & Co., Toronto, have been appointed agents for Black Hawk bacon controlled by Shaw and Ackroyd of Montreal. The territory includes west and north of Toronto as well as Toronto.

The death occurred recently of Edward T. H. Herring, general merchant at Sebright. Mr. Herring was in business there for the past fifty years and besides conducting a general store, was Postmaster.

Walker Bros., Sarnia, in the Red Store district, are making extensions to their store. They have taken over the store next door, remodelling it and adding new fixtures. By acquiring this addition the floor space will be about doubled.

There has been some dissatisfaction in Chatham recently, about the grocers' early closing by-law. Merchants conducting a confectionery and grocery combined, complained of the unfairness in having to close up the confectionery. The police department, however, cleared up this by pointing out that merchants engaged in both confectionery and grocery business, are only compelled to close their grocery departments, and there is no objection to them keeping open for the sale of confectionery.



J. A. BANFIELD

Winnipeg, President of the Dominion Board, R. M. A., which is meeting in Halifax this week.

Dominion Board R.M.A. in Session at Halifax, N. S.

Halifax, N.S., Aug. 8. (Special).—The annual meeting of the Dominion Board of the Retail Merchants' Association opened to-day. Among those present were E. M. Trowern, Dominion secretary; W. J. McCully, Stratford, president Ontario Board; Wilfred Hodgins, London; T. A. Sharp, Midland; W. A. Zieman, Preston, D. W. Clark, Toronto, treasurer, Ontario Board and W. C. Miller, Toronto, secretary of Ontario Board. A full account of the meeting will appear in next week's issue of Canadian Grocer.

The punch-board has been banished from Peterborough as a result of police investigation.

The Dominion grocery store in St. Mary's was burglarized recently, a large padlock on the front door having been broken. A considerable quantity of goods was taken, but the till contained no money.

Merchants in the Danforth district, Toronto, have recently complained to the Police Department against the unusually large number of street orators who hold meetings on the side streets leading to Danforth Avenue. Merchants claim these men obstruct the traffic and are a detriment to business.

Employees of the Lemon-Thompson Fruit Co., and the Fitzsimmons Fruit Co., of Fort William, with their friends to the number of 150, enjoyed their annual picnic recently at Silver Islet.

The third annual Border Cities' Pure Food and Electric Show will be held in the armories at Windsor from October 16 to 21 inclusive. Over fifty firms have already signified their intention of being represented.

BUSINESS CHANGES

A. R. Lee is now in business at 1823 Gerrard street E., Toronto.

Joseph A. Mitchell is in business with a stock at Aurora, Ont.

J. A. Watson has commenced business with a store at 2181 Yonge street, Toronto, Ont.

Danforth Business Men Hold Picnic

Toronto, Aug. 9—The annual picnic of the Danforth Business Men's Association, was held on Monday of this week at Withrow Park, attracting thousands of people. The athletic events were run off without a hitch, and all were keenly contested. A splendid musical program was given throughout the day, and there was not a slow moment from beginning to end.

SIR THOMAS LIPTON WILL CHALLENGE AGAIN FOR AMERICA'S CUP

New York, Aug 9.—Sir Thomas Lipton, who has monopolized the challenging for America's Cup, the blue ribbon trophy of international yacht racing, and who has made four attempts to take it across the seas, is coming to the United States in September to challenge again, it is reported.

After the Shamrock IV. was defeated in 1920 by the American defender, Resolute, Sir Thomas said he would challenge again for a race in 1923, but would wait until this fall to give other yatchsmen an opportunity to challenge. Nobody has challenged, so Sir Thomas is coming over.

It is reported that Sir Thomas may ask for a change in the craft from sloops to schooners. But regardless of what rig he challenges with, his challenger will be called Shamrock V.

Western News

A. Truesdale of Watson & Truesdale, manufacturers' agents of Winnipeg, is away on a vacation.

W. H. Woolison of the Clayoquot Sound Canning Company, Limited, Victoria, B.C., packers of salmon and pilchards, was a business visitor to Winnipeg recently. He called on H. P. Pennock & Company, who represent this firm in the West.

Edmonton Grocers Affiliate With Retail Merchants

Edmonton (Special)—With a view to a more united grappling with the problems confronting the grocery trade in this city, the grocers' section of the Retail Merchants' Association has been reorganized, and placed on a strong working basis. A membership of nearly a hundred has been signed up, and preparations have been made for an active policy.

At a recent meeting in the R. M. A. offices, attended by a large majority of the grocers of Edmonton, A. C. MacKay, West End Grocers, was elected chairman of the section. An executive of five was chosen, as follows:

Representing North Edmonton, J. J. Clarke, of J. J. Clarke, Ltd.; representing the west end, M. D. McLennan, of McLennan's Grocery; representing Edmonton South, William Wensel, general merchant; representing the central section of the city, Harry Tait, "Cash and Carry Grocer"; and representing the east end, Mr. Sullivan, of Sullivan's Grocery. James Kellas, Alberta, secretary of the Retail Merchants' Association, will act as general secretary of the section.

Moose Jaw Council Discusses Early Closing

Moose Jaw, Sask.—A long discussion recently took place in the Municipal council on the question of the early closing of stores on Wednesday afternoons and at 6 p. m. on the other evenings. This applied to the stores selling groceries, in addition to confectionery.

One alderman stated that the by-law imposed a hardship on some stores, and was of the opinion that if the stores did not sell groceries on Wednesday afternoons they should be allowed to remain open for the sale of confectionery. Another alderman declared that the purport of the by-law was to protect shop assistants and to give them a holiday, also to prevent them working too late at night, and that the council was powerless to act as the by-law was made on the representation of two-thirds of the members of the trade concerned, and it would require this majority to repeal the by-law.

Edwin Smith Retires From T. B. Escott Co.

London, Aug. 9, (Special).—After a continuous association with the wholesale grocery business for a period extending over 21 years, Edwin Smith, of the T. B. Escott Company, Ltd., this city, has severed his connection with that firm. Mr. Smith began in the offices of the company in this city and later became its representative for Western Ontario. A few years ago he became a member of the firm and took charge of the city business. Mr. Smith purposes engaging in the general insurance business in London, but in a few days will embark on a brief vacation before entering on his new occupation.

Mr. Smith has been a member of the Board of Education for a number of years and is chairman of this year's board.

CURRANT SHIPMENTS INCREASE

Shipments of currants from Greece for the season to June 30 amounted to 103.307 gross tons, as against 89,210 tons last year and 128,599 tons in 1913-14 to June 30. Of the shipments 23,269 tons this year were direct to the United States and Canada, as compared with 14.243 tons last season and 14,965 in the season of 1913-14, to June 30.

With Merchants Handling Plentiful Supplies of Vegetables These Days a Display Such as This is Timely



A window of vegetables and green stuff always attracts and brings people into the store.

Quebec Merchants in Convention

Fifteenth Annual Convention Held in Quebec City—Representative Gathering From All Parts of Province—Various Tax Laws Discussed—All Officers Re-elected—First Delegation of Merchants to Call on Lieutenant-Governor

By Special Representative Canadian Grocer

QUEBEC.—The 15th Annual Convention of the Quebec Provincial Board of the Retail Merchants' Association of Canada Inc., was held in Quebec City on July 31st and August 1st. Registration of the delegates commenced at 9.30 o'clock on the morning of the first day and by the encouraging number of members in attendance, a successful gathering was assured. Delegates from all parts of the province were present, showing that the efforts of the board during the past year have met with good results from a membership standpoint.

His Worship, Mayor Samson, delivered his address of welcome and stated that the City of Quebec was open to the delegates, he realizing, as did the people of the city, that the interests of such a representative organization were also the interests of the people. J. E. Sansregret replied and thanked the Mayor for the welcome extended.

Joseph Savard, president of the Quebec District, whose committee was in charge of entertainment, officially welcomed the provincial board of delegates and offered them the city council chambers in which to hold their convention. He explained that through the courtesy of the Mayor and City Council he was able to secure these comfortable quarters.

Short addresses then followed from J. C. Watson, representing the Quebec Board at the Dominion Executive Council, E. M. Trowern, secretary of the Dominion Board, J. R. Lafond, president of the Hull District, A. Larue, president of Three Rivers District, G. A. Lapointe, president of the Montreal District, L. Coderre, representing Sherbrooke District, L. J. Dubois, representing St. Hyacinthe District, Mr. Morency, representing Lewis Branch, J. W. Moreau, A. Sansregret.



E. SAUVE

of the Montreal branch R. M. A. who was re-elected second vice president of the Quebec Board, R. M. A., at the annual convention.

Outlined Work Done

After the roll call of officers and the minutes of last year were read, J. E. Sansregret, president, delivered his annual address outlining the work done during the past year. He was followed by Joseph Elie, first vice-president, and A. Sauve, second vice-president, who also explained to the members what had been done to protect the merchant since last election.

M. Lapointe then explained how the Province of Quebec had been divided into six districts, each district having a secretary and separate office to look after the affairs of the district. The first district formed was the one of Montreal, followed by Hull, Sherbrooke, Quebec, Three Rivers, and St. Hyacinthe. Each district takes in several counties of their surroundings where branches are opened and local merchants act as secretaries who communicate with the secretary in the district, who in turn communicates with the secretary of the Provincial Board. In this way a close touch is kept with each section of the province and Quebec is the only province in the Dominion having such a system of giving service to its members.

Mr. Lapointe then pointed out the progress that had been made from the standpoint of membership, 1,100 new members had been enrolled during the year, making a total of 2,465 members at the present time.

A letter was read from the Dominion President, J. Banfield, expressing regret at not being able to be present, but he wished the convention every success possible.

Welcomed by the Lieutenant-Governor

After adjournment for mid-day the convention re-opened at 2 p.m. when about 40 automobiles conveyed the delegates and their wives to Spencer Wood, the residence of Lieutenant-Governor Sir Charles Fitzpatrick. Here a welcome awaited the visitors, Sir Charles being assisted by Lady Fitzpatrick and their daughter. Each lady member of the delegation was presented with a bouquet of flowers from Lady Fitzpatrick. The president, on behalf of all members, tended a vote of thanks for the reception given, stating that it was the first time that a Lieutenant-Governor of a province had officially received a delegation of merchants. The delegation then proceeded to the Government boat "Druid" which had been placed at the disposal of the convention by Hon. E. Lapointe, Minister of Marine and Fisheries, and a trip through the harbor down the river and back as far as the Quebec Bridge was enjoyed.

At 7.30 in the evening special cars were detailed to convey the party to Montmorency Falls and Kent House, where the annual banquet was held.

Representative Body

Hon. L. A. Taschereau, Premier of Quebec, who was the principal guest at the banquet, addressed those present in a pleasing manner, when he referred to the Retail Merchants' Association as being one of the most representative bodies in the Dominion. On more than one occasion in the past it had been strong enough to bring pressure to bear on the Government. He hoped that further progress would be made, not only in the province of Quebec but in the Dominion Association as a whole.

E. M. Trowern gave a very interesting

Continu(ed on Page 37)



JOSEPH C. SAMSON

of Samson and Filion Hardware Co. Ltd., Quebec City, and Mayor of Quebec, who addressed the annual convention of the Quebec Board R. M. A.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THIS week finds the sugar situation much the same as last, with no changes in spot quotations, and the market generally strong. In the raw market prices are reported firmer, some sales being reported to the U. S. National refinery on the basis of 3 13-16 c.&f. for August delivery. Willett & Gray in their weekly comment on the situation state that conditions, as far as supplies are concerned, have shown much improvement of late. A month or so ago Cuba was counted on to make only a crop of 3,750,000 tons instead of the 4,000,000 tons now almost certain. Europe was only expected to outturn about 4,000,000 tons, while recent cables point to a crop of 4,400,000 tons and with some months further growing period the outturn can be further increased providing the weather is favorable from now on. These two crops alone have added 650,000 tons of sugar to supplies available for Europe and America. Reports from Cuba indicate favorable growing weather, with 14 Centrals grinding as against four last year and five in 1920.

Markets in general grocery commodities are for the most part quiet. Wholesalers report the usual quietude that marks the holiday season. Dealers are quoting prices on the new crop peas this week. Prices on the new pack of California prunes and apricots should be available in the next week or ten days. Teas are very firm, especially the better grades. Coffees too are showing strength, as is also the rice market. Cereals both in bulk and in packages are a little quiet.

Fruits and vegetables are arriving in abundance and prices are lower as compared with a week ago.

QUEBEC MARKETS

MONTREAL, Aug. 10.—Sugar market holds firm with no change from last week's prices. Best grades of Japan teas are holding firm. Canned goods are quiet with small demand. Dried fruits show no change. Spices are firm. Fruits, both domestic and imported, are arriving freely. Coffee shows no change in price, although dealers are looking forward to an advance. Rice is in good demand. Cereals are moving slowly. All other lines are steady with business in general showing no change over last week.

NO CHANGE IN CANNED GOODS

Montreal.

CANNED GOODS.—The market in canned goods is steady and unchanged. There is a moderate inquiry, but business is a little slow on account of the fresh fruits and vegetables being in plentiful supply.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 86	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 87½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	14 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	3 50
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s	....	4 20
Bartlett Pears	....	3 40
Greengage Plums, heavy syrup.	2 20	2 30
Lombard plums, heavy syrup, 2-lb.	....	2 40

COFFEE MARKET FIRM

Montreal.

COFFEE.—No change is reported in the market for coffee this week. The situation at primary points is strong, reflecting a firmer position in spot supplies.

COFFEE—

Mocha	¢ 50
Java	0 45
Maracaibo	0 40
No. 1 Blind compound	0 35

DRIED FRUITS QUIET

Montreal.

DRIED FRUITS.—Wholesalers report the demand for dried fruits as quiet, with prices holding at last week's levels.

DRIED FRUITS—

Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 26
Do., 50 lbs.,	....	0 25
Peaches (fancy)	....	0 28
Do., (choice)	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed	....	0 31
Lemon	....	0 25
Orange	....	0 25
Citron	....	0 40
Raisins		
Valencias	....	0 19
Muscatels, 2 Crown, spot	....	0 17½
Do., 3 Crown, spot	....	0 18
Do., 4 Crown, spot	....	0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.	....	0 21
Do., 16 oz.	....	0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.	....	7 25
Currants, loose	....	0 13½
Dates, excelsior, (36 10s), pkg.	....	4 50
Dromedary, (36-10 oz.)	....	7 20
Loose	0 10	0 12
Figs, 4 crown	....	0 21
5 crown	....	0 22
6 crown	....	0 23
7 crown	....	0 25
Mats, Portuguese	....	0 08
Smyrna cooking, bags	....	0 13
Prunes (25-lb. boxes)—20-30s	....	0 32
40-50s	....	0 10½
50-60s	....	0 15
60-70s	....	0 14½
70-80s	....	0 14
80-90s	....	0 12½
90-100s	....	12½

CEREALS A LITTLE SLOW

Montreal.

CEREALS.—Dealers state that the inquiry for cereals is a little dull at the present time. No change is reported in quotations, and business in the bulk lines is expected to pick up with the coming of cooler weather.

CEREALS—

Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 50

Do., Can.		3 30
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 05¾
Split Peas		0 07¼
Peas, standard	1 70	1 80

SHELLED NUTS FIRM

Montreal.

NUTS.—The market in shelled nuts is very firm. No change however is reported in prices. There is a very good inquiry for the shelled varieties.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Valencia shelled almonds 3 crown		0 44
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled		0 50
Peanuts, Jumbo		0 15½
Filberts (Sicily,) per lb.		0 16
Do., shelled No. Spanish		0 10½
Do., salted red		0 17
Fancy splits, per lb.		0 29
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell		0 30
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 28
Do., Bordeaux, shelled	0 58	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Do., shelled, No. 1 Virginia		0 12
Peanuts (salted)—		
Fancy wholes, per lb.		0 34

PACKAGE GOODS STEADY

Montreal.

PACKAGE GOODS.—The market in package goods is moderately active at the present time. Package cereals are selling fairly well. Prices are unchanged.

PACKAGE GOODS—		
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.) case		3 50
Pancake Flour, case		7 1[illegible]
Pancake flour, self-raising, do.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat, 36s, case		6 40
Do., 20s case		50
Self-raising flour, (3-lb. bags, doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 40
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		3 00
Celluloid starch, 45 pkgs. case		3 90
Malt Breakfast Food, (36 pkgs.)		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian Cheese loaf, lb.		0 30
Pimento loaf		0 32
Swiss chees loaf		0 44

RICE IN FAIR DEMAND

Montreal.

RICE.—The market in rice is firm, and the inquiry is much better. Dealers state that there is a very good demand for the same.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 06½
Tapioca, per lb. (seed)		0 09
Do., (pearl)		0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

SUGAR STEADY AND STRONG

Montreal.

SUGAR.—Firm quotations are ruling on sugar, with the market showing no change as compared with last week. There is an active demand, as is expected at this season.

SUGAR—		
Granulated, per cwt.		7 50
Do., barrels		7 55
Granulated, gunnies, 5-20		7 70
Do., cases, 20 5-lb. cartons		7 90
Do., gunnies, 10-10		7 80
Do., cases, 50 2-lb. cartons		8 00

FAIR INQUIRY FOR SPICES

Montreal.

SPICES.—There is an improved inquiry for spices, with prices holding at unchanged levels. Jamaica ginger is quoted at from 45 to 55 cents per lb.

SPICES—		
Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Caraway seed, Dutch		0 20
Cocoanut, 20 lb. pails, per lb.		0 22½
Do. weetened, lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves		0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)		0 27
Mace, Japanese		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 30
Do., ground, 1 lb. tins		0 35
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

BETTER GRADE TEAS FIRM

Montreal.

TEAS.—While all teas show continued strength, the better grades are particularly firm.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60

Above retail prices range of quotations to the Japan Teas (new crop)—

Choice (to medium)	0 57	0 62
Early picking	0 62	0 82
Finest grades	0 77	1 00

HEAVY SUPPLIES OF FRUITS

Montreal.

FRUITS.—Arrivals of fruits both domestic and foreign are heavy on the Montreal market, and prices are somewhat easier. There is however an active inquiry, and demand seems pretty well able to take care of offerings.

FRUIT—		
Apples, local, per bushel		3 00
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Messina	5 50	6 00
Florida, grape fruit	8 00	9 00
California Valencias	9 50	10 00
Oranges, late Valencias	10 50	11 50
California Pears, per case		7 00
Watermelons	0 50	6 65
Canteloupes, crate		6 00
Cherries, Red, 11 qt.		1 00
11 qt. baskets, black	1 25	1 35
Honey Dew Melons 6-8	5 00	6 00
Cherries, sour, 11 qt.	1 00	1 10
Plums, basket, 6 qt.	0 50	0 60
Do., 11 qt.	0 75	1 00
Pears	2 50	3 00
Peaches, 6 qt.	0 50	0 60
Do., 11 qt.	0 75	1 00

VEGETABLES TOO ARE ABUNDANT

Montreal.

VEGETABLES.—Vegetables are coming on this market in abundance, and prices have declined as a result. There is a good demand, but offerings are heavy.

VEGETABLES—		
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.		2 40
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 25	5 75
New potatoes, local, per bag	1 90	2 15
Bermuda onions, crate		2 50
Egyptian onions, per 100 lb.		5 00
Spinach, barrel, local	0 40	0 50
Cucumbers, local, per doz.		0 60
New turnips, per doz.		1 50
Parsley, per doz.		2 00
Radishes, per doz.	0 10	0 15
Tomatoes, 11 qt. basket		1 15
Breakfast, food, case 18		3 50
Cocoanut, pound packages, per lb.		0 34
Do., ¼ lb. packages		0 37
Corn Flakes, 3 doz. case	3 40	2 40
Cornmeal, yellow, 24s		2 85
Rolled oats, 18's		2 00
Rolled oats, 20's		5 00

ONTARIO MARKETS

TORONTO, August 9.—Markets in grocery commodities in Ontario are more or less without feature this week. Wholesalers report business a little quiet, as is usual at this season. The situation in sugar while very strong, indicates no change as compared with a week ago, prices being on the basis of $7.50 Montreal or $7.84 delivered Toronto. Wholesalers are quoting the new crop canned peas. Dried fruits are moving in moderate volume. Cereals are unchanged, with a very good inquiry for package lines. Teas continue to show strength and the market in coffees is also very firm.

BEANS HOLDING STEADY

Toronto.

BEANS.—The market in beans is steady and unchanged, with wholesalers quoting Canadian hand-picked beans on the basis of $4.40 per bushel. No. 1 lb. pickers are from $3.90 to $4 per bushel, and Cal. limas are 11 and 11½c. per lb.

BEANS—		
Candian hand picked, per bu.		4 40
Do. No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

PRIMARY COFFEES FIRM

Toronto.

COFFEE.—The situation remains much the same as a week ago, as far as the market in coffee is concerned. Reports from primary markets indicate a strong position, reflecting a strong spot market.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Rio, lb.	0 23	0 25
Santos		0 35
Mocha, lb.	0 52	0 55

NO CHANGE IN CEREALS

Toronto.

CEREALS.—No changes are reported in prices of cereals this week. There

is a very good inquiry, dealers state, but prices remain as previously quoted.

CEREALS—	
Barley, pearl, 98s	5 00
Barley, pot, 98s	3 75
Cornmeal, golden, 98s	2 80
Oatmeal, 98s	3 85
Corn flour, 98s	2 86
Rye flour	4 40
Rolled oats, 90s	3 30
Rolled wheat, barrel	6 25
Cracked wheat, bag	5 00
Breakfast food, 98s	4 75
Rice flour, 100 lbs.	10 00
Flaxseed, 98s	7 00
Peas, split, per bag	7 50
Marrowfat Green peas, Ont.	7 75 8 50
Graham flour, 98s	4 50
Whole Wheat Flour	4 10
Wheat Kernels	5 25

NEW PACK OF PEAS NOW QUOTED

Toronto.

CANNED GOODS,—Wholesalers are quoting the new pack of peas this week, with offerings of extra sifted at $2.80 per doz., sweet wrinkle at $2.35, and early June at $1.87 per doz. Canned lines are moving a little slowly as yet. Canned strawberries in heavy syrup, twos, are quoted at from $3.25 to $3.85 ver doz. Canned salmon is selling in fairly good volume. Prices on the new pack were announced last week, but wholesalers' prices on the same are not yet available.

CANNED GOODS—		
Shrimps	2 85	
Salmon—		
Sockeye 1s, doz.		**5 60**
Do., ½s, doz.		3 25
Alaska red, 1s.		**4 25**
Cohoe 1s, doz.		**3 90**
Do., ½s, doz.		1 45
Pinks, 1s, doz.		**1 50**
Lobster, ½-lb. doz.		5 25
Do., ¼-lb. tins	2 90	3 25
Whale steak, 1s, flat, doz.	1 75	**1 90**
Pilchards, 1-lb. talls, doz.	1 75	**1 80**
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	**2 15**
Ovals ½s, per doz.		**1 30**
Kippered Herrings—		
Ovals 1s, per doz.	1 75	**2 00**
Ovals, ½s, per doz.		**1 30**
Canned Vegetables—		
Peas, extra sifted, doz.	2 80	
Sweet wrinkle, doz.	2 35'	
Early June ,doz.	1 87	
Peas, standard, doz.	1 58	
Beets, 2s doz.	1 45	**2 45**
Beans, golden wax, doz.		**2 15**
Do., Golden wax, fancy, doz.		**2 25**
Asparagus tips, doz.	4 35	**5 00**
Do., butts, doz.		6 40
Canadian corn	1 20	**1 50**
Tomatoes, 2½s doz.	1 70	**1 80**
Pumpkins, 2½s	1 90	**2 80**
Spinach, 2½s doz.		**2 95**
Do., 2s		**2 25**
Pineapples, sliced, 2½s doz.		**3 75**
Do., sliced, 2½s, doz.		4 25
Apples, gal. water pack, doz.		**5 60**
Do., gal. steam pack. doz.		6 80
Do., 2½s, doz.		1 75
Pears, 2s, doz.		2 90
Peaches, 2s, doz., H. S.		**3 25**
Plums, Lombard, 2s, doz.	2 40	**3 10**
Blueberries, 2s	2 35	**2 45**
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	**6 00**
JAMS—		
Black currants, 12 oz. doz.	3 00	**3 25**
Do., 16 oz. doz.	3 50	**3 90**
Do., 4s, each	0 65	**1 07**
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 92	**0 98**
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.		3 60
Do., 4s, tins	0 80	0 90
Marmalade—		
12 oz., glass, doz.	2 25	**2 45**
16 oz., glass, doz.	2 75	**2 90**
No. 4 tins, each	0 58	**0 65**

OLD CROP RAISINS LOWER

Toronto.

DRIED FRUITS.—New prices on California prunes were expected this week but word was received that the announcement of the same has been deferred.

Prices on the new crop raisins are not yet available, but dealers this week announce some changes in old crop prices. California sultanas, old crop, are quoted at 14½c. per lb., while the seedless in 15 oz. packets are offered at 17½c. each and the 8 oz. packets at 10½c. each. Thompson's seedless in lots of 25 lbs. are 16c. per lb. There is a very good inquiry for raisins at the present time. Other dried fruits are moving in moderate volume.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.		0 49
Lemon caps, 12-lb. boxes, lb.		0 31
Orange caps, 12-lb. boxes, lb.		0 32
Mixed containing 4½ lb. lemon per lb.		0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½ lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	3 15½
Dates—		
Excelsior, pkgs., 3 doz., in case		4 00
Dromedary, 3 doz. to case		7 50
Do., 4 doz. to case		3 90
Fard, per lb.		6 26
Hallowee dates, per lb.		6 26
Do., Salr		0 07½
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 17
60-70s, 25s		0 16
70-80s, 25s		0 14
80-90s		0 12½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California Sultanas, lb.		0 14½
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.		14½
Seedless, 15-oz. pkts.		0 17½
Do., 8 oz., pkt.		0 10½
Do., 11 oz.		0 14½
Thompson's seedless 25s		0 16
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.		0 10½
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

HONEY IS FIRM

Toronto.

HONEY.—The market in honey is much the same as last week as far as prices are concerned, and supplies are ample for all inquiry. Five lb. tins are offered on the basis of 17½c. per lb., and the ten lb. tins at 15½c.

HONEY—	
5-pound tins, per lb.	0 17½
10-pound tins, per lb.	0 15½
60-pound tins, per lb.	0 15
Comb., per doz.	8 75 4 50

MORE ACTIVITY IN NUTS

Toronto.

NUTS.—There is more activity in the market for nuts. While no changes are reported in spot quotations, considerable business is now being booked for futures. Shelled Bordeaux walnuts are showing signs of scarcity. Spanish shelled peanuts are very strong, with quotations advanced to 13c. per lb.

NUTS—	
Almonds, Tarragonas, lb.	0 22 0 24
Walnuts, Grenobles, lb.	0 30 0 32
Do., Marbot	0 25 0 26
Do., California	0 39 0 40
Do., Manchurian	0 25
Filberts, lb.	0 16 0 17
Cocoanuts, Jamaica, sack	6 00 7 50
Do., unsweetened, strip, lb.	0 22
Do., sweetened, lb.	0 22
Do., shred	0 20
Peanuts, roasted, lb.	0 19 0 21
Brazil nuts, large, lb.	0 13
Mixed nuts, bags 50 lbs	0 20 0 25
Pecans	0 27
Shelled —	
Almonds, lb.	0 47 0 50
Filberts, lb.	0 21 0 37
Walnuts, Bordeaux, lb.	0 62 0 65
Do., Manchurian, lb.	0 62
Do., broken	0 40 0 50
Jordan Almonds	0 70 0 75
Brazils, lb.	0 65
Pecans, lb.	0 80 0 83
Peanuts, Spanish	0 13

PACKAGE GOODS STEADY

Toronto.

PACKAGE GOODS.—Quotations are unchanged with the demand fairly active.

Rolled Oats, 20s, round case		5 00
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 15
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		5 80
Package Peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09
Do., No. 2, lb. cartons		0 07½
Laundry Starch		0 07
Do., in 1-lb. cartons		0 07¾
Do., in 6-lb. wood boxes		0 10¾
Do., in 1 lb. tin canisters		0 11¾
Celluloid starch, case		3 80
Potato flour, 1-lb.		0 14½
Fine Oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		3 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s		2 70
Self-rising Pancake Flour, 18s		3 35
F. S. Hominy, gran. case		3 80
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

RICE IS STRONGER

Toronto.

RICES.—Conditions at primary markets look very much stronger, and while no changes are reported in spot quotations retailers state that a stronger tone is reflected.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 06
Chinese, XX		
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	0 7½	0 08
White Sago	0 08	0 08½
Do., fancy	0 09½	0 10

LITTLE CHANGE IN SYRUPS

Toronto.

SYRUPS.—There is not much activity in syrups and molasses at the present time. Prices show no changes as compared with a week ago.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	**0 05½**
Half barrels, ¼c over bbls; ¼ bbls, ½c over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz.	
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	**4 50**
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50

2½ lb. tins 24 to case, per case		13 25
10 lb. tins, 6 to case, per case		11 50
5 gal. cans		11 00
1½ lb. tins, 24 to case, per case		7 50
5 lb. tins, 12 to case, per case		12 25
1 gal. tins, 6 to case, per case		13 20
Maple sugar, 1 lb. blocks, per lb.		0 18
Molasses, baking grade—		
No. 2 tins, 2-doz. case		**4 00**
No. 3 tins, 2-doz. case		**5 20**
No. 5 tins, 1-doz. case		**4 40**
No. 10 tins, ½-doz. case		**4 05**
Pails—No. 1		**1 15**
Pails, No. 2		**1 70**
West India, gal.		**0 30**
Molasses, table grade—		
No. 2 tins, 2-doz. case		**5 25**
Pails No. 5		**3 35**

SPICE SITUATION STRONG

Toronto.

SPICES.—Spices are moving in very good volume, although prices are holding at unchanged but firm levels. Demand shows improvement, although buying is largely in small quantities.

SPICES—		
Cassia	**0 22**	**0 24**
Cinnamon	**0 35**	**0 40**
Cloves	**0 60**	**0 60**
Cayenne	**0 35**	**0 37**
Ginger, Cochin		**0 30**
Do., Jamaica		**0 55**
Mustard, pure		**0 45**
Pastry		**0 25**
Pickling spices		**0 20**
Mace		**0 55**
Peppers, black	0 20	0 22
Do., white	0 30	0 32
Paprika, lb.		**0 45**
Chillies, lb.		**0 50**
Nutmegs,, selects, whole	**0 30**	**0 40**
Do., ground		0 30
Mustard seed, whole		**0 25**
Celery seed, whole		**0 45**
Coriander seed		**0 18**
Carraway seed, whole		**0 20**
Curry Powder		**0 35**
Cream of Tartar—		
French, pure	**0 35**	**0 40**
4-oz. packages, doz.		**1 75**
2-oz. pkgs., doz.		**0 90**

SUGAR IS UNCHANGED

Toronto.

SUGAR.—Wholesalers and refiners report no change in the sugar situation this week. The price is still on the basis of $7.50 Montreal, or $7.84, delivered Toronto. Some second-hand selling is still said to be going on. The raw market is more or less quiet, but prices on raws are holding firm.

SUGAR—	
Acadia Sugar Refinery, ex. gran.	7 84
Dom. Sugar Refinery, ex. gran.	7 78
Canada Refinery, gran.	7 84
St. Lawrence Refinery, gran.	7 84
Atlantic Refinery, gran.	7 84

Differentials: Graduated, advance over basis 60-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

STRONG MARKET IN TEAS

Toronto.

TEAS.—Importers report all tea markets in a strong position. The better grades are in heavy demand, and prices show a tendency to advance at primary points. The lower grades are also inclined to higher levels, and just at present there is little to indicate an easier situation.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	**0 42**	**0 55**
Broken Pekoes	**0 45**	**0 68**
Broken Orange Pekoes	**0 50**	**0 80**
Japans and Chinas—		
Early pickings, Japans		**0 65**
Do., seconds	**0 50**	**0 55**
Hyson thirds	**0 32**	**0 40**
Do., points	**0 45**	**0 57**
Do., sifted	**0 55**	**0 65**

FLOUR IS UNCHANGED

Toronto.

FLOUR.—The market in flour is steady and unchanged, with first patents, in cotton bags, being quoted on the basis of $8 per bbl. Second patents are quoted on the basis of $7.30 per bbl.

FLOUR—	
First Patents, in cotton bags, bbl.	**8 00**
Second Patents, in jute bags, bbl.	**7 30**

MILLFEEDS STEADY

Toronto.

MILLFEEDS.—The market in millfeeds is steady and unchanged with a very good demand reported for both bran and shorts.

MILLFEEDS—	
Bran, per ton	25 25
Shorts, per ton	27 25

FRUITS ARE EASIER

Toronto.

FRUITS.—Arrivals of both domestic and imported fruits are fairly heavy these days, and prices on a number of lines show somewhat easier levels. Peaches are coming forward in moderate supply, and quotations on the yellow-skinned variety range from 50 to 85c. for 6 quart baskets, and 50 to 60c. for whites. 11 quart baskets of the latter are selling at $1. Lawton berries are plentiful at from 15 to 22c. per box. Montmorency cherries are coming in fair quantities, and are selling at from 75c. to $1 for the large baskets.

FRUITS—		
Oranges, Cal. Val.	6 50	12 00
Lemons, Verdellis, 300s, per box	5 00	....
Raspberries, per box, qts.	0 15	0 25
Bananas, per lb.	..	0 07
Blueberries, 11 qts.	1 75	2 25
Grapefruits, 64s, 80s, 100s, and 126s	6 00	6 50
Watermelons, ea.	0 75	1 00
Apricots, Cal., per box	2 25	3 00
Plums, Cal., per box	2 25	3 50
Cantaloupes, standards	5 00	5 50
Do., flats	....	2 00
Peaches, Elbertas, 6 bkt. crate	4 50	5 00
Apples, bus. bkt.	....	2 75
Do., 11 qt. bkt.	0 40	0 75
Oherries—		
Sour, 11 qt. bkt.	0 80	1 00
Do., 6 qt.	0 50	0 75
Black Currants, 11 qts.	....	3 00
Do., 6 qts.	....	1 75
Red Currants, 11 qt.	1 25	1 50
Lawtonberries, box, each	0 15	0 22
Pears, Cal. Bartlett, box	....	4 75
Plums, local, 6s,	0 30	0 50
Do., 11s,	0 75	1 00

VEGETABLES PLENTIFUL

Toronto.

VEGETABLES.—In the market for vegetables, supplies coming forward of practically all lines, are abundant, and prices inclined to be easy. Cucumbers are almost a drug on the market, and the price of them has dropped to 15c. and 25c. per basket. Early Ontario onions are on sale at from $3.50 to $4.50 per large sack, while potatoes are ranging from $1 to $1.50 per bag. Cabbages are quoted at from $1 to $125 per case. Spanish onions are offered around $5.50 per case.

VEGETABLES—		
Potatoes, local, new bag	1 00	1 50
Onions, per bag, 100 lbs.	3 50	4 50
Do., Spanish, large cases	....	5 50
Do., Spanish, half cases	....	3 25
Leaf Lettuce, doz.	....	**0 25**
Green Onions, local, doz.	0 25	0 30
Beets, local, do. bun.	0 20	0 25
Carrots, do., bun.	0 20	0 25
New cabbage, large crates	1 00	1 25
Radish, per doz.	....	0 25
Green peppers, 11 qt.	0 75	1 00
Wax beans, basket	....	0 40
Cucumbers, per basket	0 15	0 25
Green Peas, 11 qt. bkt.	0 50	0 75
Cauliflower, doz.	2 00	2 50
Parsley, 11 qt. bkt.	....	0 50
Vegetable marrow, doz.	....	1 00
Celery, doz.	0 50	1 00
Corn, 8 doz. to bag	1 50	....
Do., Golden Bantam, 10 doz.	....	2 00
Tomatoes,	0 50	0 75

MANITOBA MARKETS

WINNIPEG, August 11th, 1922.—The grocery market in many lines continues to show an improvement. Opening prices have been named by Eastern packers on peas about 30c per case lower than last year. Opening prices on new pack canned strawberries and cherries have been named and are about the same as last year. Association prices on new pack salmon have been announced and sockeye, pinks and chums are about the same, with cohoes about $2 per case lower. The raisin association has named their new prices on the old crop and are about 5c per lb. lower than previous quotations. The coffee market while firm is inactive. The jam market is ruling firm and with staple lines in short supply higher prices can be expected. Shelled walnuts have firmed up and higher prices are now prevailing. The sugar market is in a strong position and further advances are expected by the trade. There is a good demand for all lines of fresh fruits and vegetables.

COFFEE MARKET INACTIVE

Winnipeg.

COFFEE.—The coffee market is ruling firm with a stronger feeling caused by scarcity of spot stocks and the lack of interest shown by buyers. Buyers are purchasing in small quantities to fill their immediate requirements. Brazilian holders are of the opinion that buyers will be forced into the market owing to small stocks and evidently both buyers and sellers are holding off as far as possible in the hope that the other side will be the first to give in. Mild coffees are slightly easier.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb	0 38	0 44

NEW PRICES ON PEAS

Winnipeg.

CANNED GOODS.—Opening prices have been named by packers on Eastern packed peas. They are below last year's levels. The new pack will arrive about the middle of August, and

quotations will be about 30c per case lower. Opening prices have also been named on new pack canned strawberries and cherries and are practically about the same as last year. Association prices on new pack sockeye salmon have been named and are about the same as last year. Cohoes are about $2 per case lower with pinks and chums at about the same figures. Outside the prices of sockeye other lines are reasonable and the new pack will be coming on a practically bare market.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.		**2 75**
Finnan Haddie, 1½s, 8 doz. case		7 25
Herring (Can.) 1s, 4 doz. case per case	**6 50**	**8 00**
Lobsters, ½s, 8 doz. case, doz.		3 00
Do., ½s, 4 doz. case, case		5 00
Oysters, 1s, 4 oz. 4 doz. case, case		8 40
Do., 2s, 8 oz. 2 doz. case, case.		**7 50**
Pilchards, 1s, tall, 4 doz. case, per case		**6 25**
Do., ½s, flat, 8 doz. case, case		8 50
Salmons—		**Per case**
Sockeye, 1s, tall, 4 doz. case.		**20 00**
Do., ½s, flat, 8 doz. case		**21 00**
Red Spring, 1s, tall, 4 doz. case		14 00
Do., ½s, flat, 8 doz. case		15 00
Cohoe, 1s, tall, 4 doz. case	**11 50**	**13 00**
Do., ½s, flat, 8 doz. case	**13 00**	**14 00**
Pink, 1s, tall, 4 doz. case	**6 00**	**6 50**
Do., ½s, flat, 8 doz. case		**8 00**
CANNED FRUITS (Canadian)—		**Per case**
Apples, 6 tins, in case		3 25
Blueberries, 2s, 2 doz. case		**6 75**
Cherries, 2s, 2 doz. case		**6 70**
Gooseberries, 2s, 2 doz. case		**7 50**
Lawtonberries, 2s, 2 doz. case		**8 00**
Peaches, 2s, 2 doz. case	**6 60**	**7 10**
Pears, 2s, 2 doz. case	**6 45**	**7 00**
Plums, Green Gage, H. S. 2s, 2 doz. case		**6 00**
Plums, Lombard, H.S. 2s, doz. case		**5 95**
Plums, Lombard, L. S., 2s, 2 doz. case		**4 65**
Raspberries, 2s, 2 doz. case	**8 00**	**8 60**
Strawberries, 2s, 2 doz. case	**8 00**	**8 60**
CANNED FRUIT (American)—		**Per case**
Apricots, 1s, 4 doz. case		**10 60**
Peaches, 2½s, 2 doz. case		**9 15**
Peaches, sliced, 1s, 4 doz. case		**10 85**
Do., Halves, 1s, 4 doz. case		10
Do., 2s, 4 doz. case		**6 50**
Pears, 1s, 4 doz. case		**13 25**
Pineapple, sliced, 2s, 2 doz. case		7 50

RAISIN PRICES LOWER

Winnipeg.

DRIED FRUITS.—New prices have been named on old crop raisins and are about 5c per lb. lower than previous quotations. However this will not affect the market for some time as it will be from four to five weeks before new shipments arrive. No prices have yet been named on new crop raisins. The prune market continues firm and spot stocks of the smaller sizes only are available. New prices are expected about the middle of the month. Peaches are higher than opening prices.

DRIED FRUITS

Evaporated apples, per lb.	0 25
Currants, 90 lb., per lb.	0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.	0 12
Dates, Hallowee, bulk, lb.	0 13
Do., pkgs., 8 doz. case, lb.	**0 09**
Figs, Smyrna, per lb.	0 14½
Loganberries, 8 oz., 4 doz. case, pk.	**0 27½**
Peaches, standard, per lb.	0 21
Do., choice, per lb.	0 22
Do., fancy, per lb.	0 25
Do., Cal., in cartons, per carton	**1 00**
Pears, extra choice, per lb.	**0 30**
Do., Cal., cartons, per carton	1 30
Prunes—	
30-40s, 25s, per lb.	**0 24**
40-50s, 25s, per lb.	**0 20**
50-60s, 25s, per lb.	**0 17½**
60-70s, 25s, per lb.	**0 16**
70-80s, 25s, per lb.	**0 14½**
90-100s, 25s, per lb.	**0 12½**
In 5-lb. cartons, carton	**0 73**
Raisins—Seeded—	
Cal., pkg., 16 oz., fancy, per pkg.	**0 21½**
Do., pkg., 12 oz., fancy, per pkg.	**0 17½**
Do., 16 oz., choice, per pkg.	**0 21**
Do., 12 oz., choice, per pkg.	**0 16**
Cal., 5 lb. cartons, per carton	**1 15**
Do., bulk, 25-lb. boxes, per lb.	**0 20**
Raisins—Seedless—	
Cal., pkg., 11 oz., per pkg.	**0 20**
Do., bulk, 25-lb. boxes, per lb.	**0 22**
Do., bulk, 5-lb. cartons, per carton	**1 15**
Do., Cal. Muscatels, 5 lb. carton, per carton	**1 15**
Do., Standard, 10s, per lb.	**0 32**
Do., 25s, per lb.	**0 30**
Do., Choice, 10s, per lb.	**0 34**
Do., 25s, per lb.	**0 32**
Do., Fancy, 10s, per lb.	**0 36**

CEREALS HOLD STEADY

Winnipeg.

CEREALS.—The cereal market is ruling steady with a fair movement at this season of the year. There is no indication at the present time of any change in prices.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.	3 85	4 25
Do., 36s, case, square pkts.		4 00
Do., 18s, case.		1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case		2 85
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 65
Do., 40s, per bag		1 40
Do., 20s, per bag, case, per case		0 75
Do., 10-8s, per bale		3 40
Oatmeal, 98s, gran. for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bushel		4 75
Peas, split, yellow, 98s, per bag		5 00
Do., split, yellow, 49s, per bag		4 10
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½	0 14½
Barley, pot, 98s, per bag		3 20
Do., pot, 49s, per bag		1 65
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 35
Do., pearl, 24s, per bag		1 15
Cornmeal, 98s per bag		2 75
Do., 49s, per bag		1 45
Do., 24s, per bag		0 75
Do., 10-lbs. per bal.		3 35
Buckwheat, Gritz, 98s, whole, per bag		6 00

FLOUR MARKET STEADY

Winnipeg.

FLOUR.—The flour market shows no change in quotations. Buying is done on a hand to mouth basis.

FLOUR—	
98 lb. sacks	3 90
Two 49 lb. sacks	3 97½
Four 24 lb. sacks	4 07½

STRONG JAM MARKET

Winnipeg.

JAMS.—The jam market is ruling firm and with the strawberry pack as well as the raspberry pack lighter than previous years, and with the advancing sugar market, prices are as reasonable as can be expected and no doubt will firm up as the season advances. There is a good demand for good quality pure jams.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80
Peach, 4s, per tin	0 70	0 80
Compound (all flavors) 4s tin		0 45

SHELLED WALNUTS HIGHER

Winnipeg.

NUTS.—The shelled walnut market has firmed up and higher prices are now prevailing. New crop walnuts will be on the Canadian markets much earlier than usual this year. Shelled almonds show no change.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	**0 20**
Walnuts, per lb.	**0 23**
Almonds, per lb.	**0 25**
Brazils, per lb.	**0 18**
Pecans, per lb.	**0 25**
Filberts, per lb.	**0 22**

NO CHANGE IN RICE

Winnipeg.

RICE.—There is no change in the rice market, the movement being regulated by current requirements which are of limited extent. Lower prices on Southern and Oriental rices are not looked for by the trade.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	**0 08¼**
Do., 50-lb. sacks, lb.	**0 08¾**
Siam, 100-lb. bags, lb.	0 07½
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

STRONG SUGAR MARKET

Winnipeg.

SUGAR.—The sugar market is in a strong position and tendencies point to another advance. The continued heavy distribution at the preserving season is also giving a firmer tone to the local market.

SUGAR—		
Extra gran., bags, 100 lbs.		8 50
Do, gunnies, 5-20 lbs.		8 90
Do., cartons, 20-5 lbs.		9 10
Do., gunies, 10-10 lbs.		9 00
Yellow, No. 1, lt. bags, 100 lbs.		8 10
Do., golden bags, 100 lbs.		8 00
Powdered sugar, bbls.		8 90
Do., boxes, 50 lbs.		9 10
Do., boxes, 25 lbs.		9 30
Icing, barrels		9 00
Do., boxes, 50 lbs.		9 20
Do., boxes, 25 lbs.		9 40
Soft lumps, boxes, 100 lbs.		9 30
Do., boxes, 50 lbs.		9 60
Do., cases, 20 cartons		10 35
Do., cases, 40½ lbs.		11 10
Small lump boxes, 100 lbs.		9 20
Do., boxes, 50 lbs.		9 30
Do., boxes, 25 lbs.		9 50
Do., cartons, 50 2-lb.		10 60
Do., boxes, 25 lbs.		9 30
Hard lump boxes, 10 lbs		9 45
Do, boxes, 50 lbs		9 60

CANE SYRUPS FIRM

Winnipeg.

SYRUPS.—No change has occurred in quotations on syrups or molasses. These commodities are in a firm position in view of the strength of the sugar market.

CANE SYRUP—	
No. 2s, 2 doz. case	5 30
No. 5s, 1 doz. case	6 15
No. 10s, ½ doz. case	5 70
No. 20s, ¼ doz. case	5 55
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	**4 45**
Cases, 20-lb. tins, white, ¼ doz. in case	**4 45**
Cases, 2-lb. tins, yellow, 2 doz. in case	**3 75**
Cases, 5-lb. tins yellow, 1 doz. in case	**4 80**
Cases, 10-lb. tins, yellow, ½ doz. in case	**3 95**
Cases, 20-lb. tins, yellow, ¼ doz. in case	**3 95**
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	17 80
Pure, 5s, per case of 1 doz.	16 20
Pure, 10s, per case of ½ doz.	15 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	**3 00**

Do., 2s, tins, per case of 1 doz.	$ 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 65
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½s, tins, 4 doz. case	4 15
2s, tins, 3 doz. case	3 40
2½s, tins, 2 doz. case	3 25
5s, tins, 1 doz. case	3 00
10s, tins, ½ doz. case	2 90

STARCH STEADY

Winnipeg.

STARCH.—There is an average volume of business for the season and there is nothing in the situation that calls for special comment. Prices remain on the levels established some time ago.

PICKLING SPICES ACTIVE

Winnipeg.

SPICES.—Pickling and preserving spices are in good demand. The primary market has a steady tone and quotations remain unchanged.

SPICES—	
Allspice, Jamaica, best qual., lb.	0 18
Cassia, Batavia, per lb.	0 30
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 10, carton, doz.	0 75
Cloves, Penang, per lb.	0 95
Do., Amboyna, per lb.	0 90
Do., Zanzibar, per lb.	0 60
Ginger, washed, Jamaica, No. 1	0 55 0 60
Do., Jamaica, No. 2	0 50
Do., Japan or Africa, lb.	0 20
Mace, extra bright Penang, lb.	0 65
per lb.	0 87
NUTMEGS—	
Nutmegs, extra large brown, 70 lb., per lb.	0 55
Do., large brown, 85 lb., per lb.	0 40
Do., med. brown, 110 to lb., per lb.	0 35
Do., carton of six, per doz.	0 80
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz.	0 90
Do., bulk, No. 1, per lb.	0 22
Do., No. 2, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18
Do., No. 2, per lb.	0 16
Do., No. 1 4 oz. cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Cloves, bulk, per lb.	0 63
Do., 2 oz. cartons	1 45
Do., 4 oz. cartons	2 75

TEAS CONTINUE FIRM

Winnipeg.

TEAS.—Reports from the primary markets state that the tea situation is showing a firmer tone with a good demand for the better grades of teas.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 43
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 43
Broken Orange Pekoe	0 50	0 60

GOOD DEMAND FOR FRUITS

Winnipeg.

FRUITS.—The market is well supplied with all lines of fresh fruits. Crawford peaches are quoted at $2.25 per case. Plums are slightly easier at $2.50 per basket. Bartlett pears are in good demand at $5 per box. Raspberries continue to arrive in fair quantities and are meeting with good sales at $4 per case. Good shipments of canteloupes are arriving and good sales are recorded at $2 per case for flats and $5 per case for standard. There are a few loganberries and blackberries arriving.

FRUITS—		
Peaches, per case	2 25	
Plums, per case		2 50
Pears, per case		5 00
Apples, per box		2 75
Apples, per basket	3 75	4 50
Raspberries, per case		4 00
Cherries, per case		3 50
Cantaloupes, per case (Flats)	2 00	
Cantaloupes, (Standards) per case	5 00	

VEGETABLES TEND EASIER

Winnipeg.

VEGETABLES. — Local vegetables are in abundance on the market and prices generally are lower. Ontario tomatoes are in good demand at $2 per basket. Other lines show no change in price.

VEGETABLES—	
Cabbage, per lb.	0 04½
Leaf lettuce, per doz.	0 30
Head Lettuce, per doz.	0 75
Green onions, per doz.	0 15
Cucumbers, per doz.	2 25
Tomatoes, per case	2 00
Celery, per lb.	0 12
Onions, per sack	4 50
Rhubarb, per lb.	0 02



Illustrating the advantage of a good display of meats under proper conditions.

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Aug. 9.—Corn and laundry starches have all advanced one quarter cent per lb. Royal Excelsior dates are higher on the basis of $4 per case. N. B. sardines are higher at $14.50 per case. Rogers' syrup is 15 cents a case higher on the twos, and 25c. a case on all the other sizes. Catelli macaroni is down 15c. a case on the 8 oz. sizes, and 30c. a case on the lbs. Raisins in packets are all reduced. 11 oz. packets of seeded raisins are now 12½ cents, 15 oz. packets 16c. and the bulk 13¾ cents. Seedless raisins in the 11 oz. packets are 12½c., and unbleached sultanas are 14c. Thompson's in bulk are 14¼c. per pound.

Beans, Kotenash, per cwt.	6 25	....
Rolled oats 80s	....	3 00
Rice, Siam	**5 90**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	**7 50**	**8 00**
Sago	**7 50**	**8 00**
Flour, per bbl.	....	7 90
Sugar, pure cane, gran., cwt.	....	8 84
Cheese, No. 1, Ont., large	....	**0 20½**
Alberta cheese, twins	....	**0 20**
Do., large	....	**0 22**
Butter, Creamery, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s	....	10 80
Eggs, new laid, local, case	....	7 00
Tomatoes, 2½s	4 40	4 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Aug. 9.—Changes in grocery markets here are few this week. Markets are more or less steady. Business is inclined to be a little quiet on account of the holiday season. The only change is that of eggs, that are now quoted at 31c. per doz.

Rolled oats, bag	....	**4 00**
Do., bbls.	....	**9 00**
Cornmeal, gran., bags	....	2 75
Rice, Siam, per cwt.	....	6 60
Tapioca, per 100 lbs.	....	9 50
Molasses, gal.	....	0 70
Tomatoes, cans, doz.	....	1 90
Raisins, Valencia layers	0 24	**0 30**
Currants, cleaned	....	**0 20**
Prunes, 90-100, 25-lb. boxes	....	**0 14**
Lemon peel	....	**0 34**
Orange peel	....	**0 34**
Citron peel	....	**0 46**
Walnuts	....	**0 23**
Almonds	....	**0 22**
Brazils	....	**0 20**
Peanuts	....	**0 13**
Filberts	....	**0 16**
Cocoanuts, bag	....	**6 00**
Potatoes, per bbl.	....	1 65
Pork, clear, bbls.	....	34 50
Oranges, per case	11 00	12 00
Bananas, per lb.	....	0 08
Lemons, case	....	7 00
Grapefruit, case	9 00	....
Pigs' feet, per 20-lb. pail	....	**2 25**
Hams, shoulder, per lb.	....	**0 22**
Bacon, side per lb.	....	**0 33**
Bacon roll, per lb.	....	**0 62**
Lard, pure, in pails, lb.	....	0 18
Lard, pure, in tubs, lb.	....	0 17½
Shortening, in pails, lb.	....	0 17
Shortening, in tubs, lb.	....	0 16½

Nova Scotia Markets

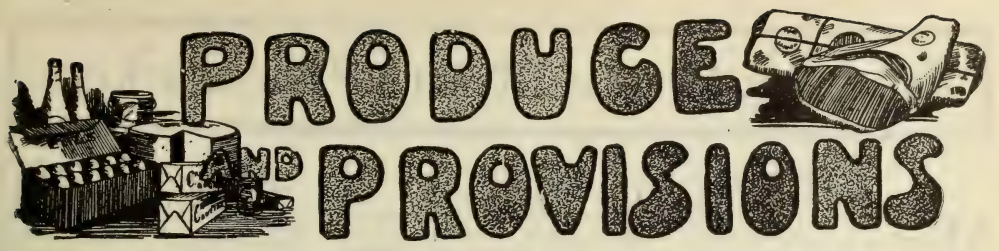
FROM HALIFAX BY WIRE

Halifax, N. S., Aug. 9.—Sugar has advanced here 25c. per cwt. Molasses is up 5 cents per gal. Cheese is one cent per lb. lower. American clear pork has advanced one dollar. Canned strawberries, twos, Ontario, are 30 cents a case higher. Eggs are also up two cents per dozen.

Flour, No. 1 patents, bbl.	....	10 00
Cornmeal, bags	....	**2 50**
Rolled oats, per bag	....	**4 00**
Rice, Siam, per 100 lbs.	0 08½	....
Tapioca, 100 lbs.	....	7 50
Sugar, standard, gran.	....	7 75
Do., No. 1, yellow	....	7 25
Molasses, gal.	....	0 70
Cheese, Ont., twins	....	0 20
Eggs, fresh, doz.	....	0 32
Lard, compound	....	0 16½
Do., pure, lb.	....	0 18
American clear pork, bbl.	....	33 00
Tomatoes, 2½s, stan. doz.	....	**2 00**
Hams, aver., 25-35 lbs.	....	**0 32**
Do., aver., 18-25 lbs.	....	**0 34**
Hams, aver., 12-18 lbs.	....	**0 37**
Roll bacon	....	**0 24**
Breakfast Bacon	....	0 33
Butter, creamery, prints, lb.	....	0 37
Do., creamery, solids	....	0 36
Raspberries, 2s Ont., doz.	....	**4 00**
Peaches, 2s, standard, doz.	....	2 90
Corn, 2s, standard, doz.	....	**1 60**
Peas, standard, doz.	....	1 85
Strawberries, 2s, Ont., doz.	....	3 90
Do., pinks	....	**7 00**
Do., Cohoes	....	**14 00**



Illustrating a well equipped store where space is utilized to the best possible advantage.



Lobster Catch In 1921 Amounted To More Than 18,000 Tons

133,070 Cases of Lobsters Were Canned of Which Great Britain Took a Considerable Portion and the United States Much the Larger Portion

OTTAWA, Aug. 9 (Special)—A statement just issued by the Natural Resources Branch of the Department of Interior at Ottawa, reveals some interesting facts regarding the commercial importance of Canada's coast fisheries:

"Accustomed as he is to see the product of Atlantic fisheries reaching inland cities and being distributed in but minor quantities, it is only when statistics of output are quoted in thousands of tons and values in millions of dollars, that the average resident in the interior provinces, realizes how largely the sea fisheries add not only to our domestic trade but also to the volume of foreign commerce.

"One of the Atlantic coast fisheries, which has to depend very largely upon the canned product for representation upon the inland market is that of the lobster. Only rarely is the live lobster, or in fact, the entire crustacean, seen on interior markets, except in larger centers.

"Each of the three maritime provinces shares in the lobster fishery, but Prince Edward Island and Nova Scotia are the more important, especially the latter, which, owing to its proximity to the markets of the New England states, has been able to build up a considerable trade in live lobsters.

"There are upwards of 600 canneries in the maritime provinces licensed to can lobsters. The product is carefully inspected and the work is carried on under the strict supervision and regulations of the Department of Marine and Fisheries, through its fishery branch. In the fishing operations 1,163,000 wooden traps are employed. The traps are valued at over $1,500,000, and cannery property at $2,130,208.

"During 1921, 18,596 tons of lobsters were taken, of which 5,334 tons were shipped in their shells. There were 133,070 cases of lobsters canned, of which Great Britain took a considerable portion and the United States much the larger quantity. By weight, 11,861 tons of canned lobster went to Great Britain and the Empire, and 21,421 tons to the United States and other foreign countries, these figures including, of course, the weights of containers. The value of the lobster fishing output was $2,962,487 in 1921, as against $4,557,149 in 1920, when the quantity secured was 20 000 tons. The total value of Canada's sea fisheries in 1921 was $18,866,062."

ALASKA RED SALMON MUST NOT BE LABELED SOCKEYE

The Department of Marine and Fisheries has ruled, under authority of the Meat and Canned Foods Act, as amended at the last session of Parliament, that canned Alaska red salmon, imported for sale in Canada after the first of September, must be sold under the name of "Alaska red" only. The name "sockeye" must not be shown on the label in addition thereto.

QUEBEC MERCHANTS IN CONVENTION

(Continued from Page 29)

and instructive talk on what the association really meant to the retail merchant. It was not an association with its name and large membership its biggest asset, but was an incorporated body of men which had the interests of the individual merchant at heart. A complaint or a suggestion received from either a Provincial Board or an individual member received its proper attention in the hands of the Dominion Executive. The gain in membership during recent years had been of a very encouraging nature not only in Quebec but in all other provinces, and it was his opinion that this was wholly obtained by work which they had been able to do in helping the retail trade in general.

Taxes Under Discussion

Topics which received special attention on the morning of the second day were the taxes contained in the last budget announced by the Federal Government. These included the sales tax, income tax, stamp tax, and the tax on receipts. Now that the Government had definitely decided to collect extra revenue through the sales tax, there were some alterations advocated and these would be further discussed at the convention of the Dominion Board in Winnipeg next week. It was pointed out where the merchant would lose in connection with the stamp tax. The retailer would during the year receive a great number of cheques from his customers for payment of bills, and it was considered safe to say that in many of these cases a stamp would not be affixed. Previously it meant two cents on every cheque, but in future the amount lost would be much greater. Although every person presenting a cheque must according to law affix the stamp, there were many instances in the life of the retail merchant where he would not force his customers to do so. The tax on receipts was criticized and it was hoped that further action on this would be taken in Winnipeg next week and some pressure brought to bear on the Government before this was applicable on January 1st, next.

Election of Officers

All officers for the ensuing year were re-elected. Mr. Savard, president of the Quebec District, asked the members present to endorse what he thought was the best plan for the association. He urged that the same board as last year be re-appointed because the work which they had accomplished in the year previous was very praiseworthy and it was his opinion that a new slate of officers could not step in and continue the good work as capably as the former officers. This was unanimously approved of, but in addition J. A. Lapointe was elected third vice-president according to a regulation approved during the last term whereby each Provincial Board is allowed this post.

Following are the re-elected officers for the coming year:

President J. E. Sansregret; 1st vice-president, Joseph Elie; 2nd. vice-president, E. Sauve; 3rd vice-president, J. A. Lapointe; secretary, M. Lapointe; treasurer, Joseph Filiatrault.

Representing the Quebec Board on the Dominion Executive, J. G. Watson.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL.—The markets here show signs of weakness especially in pork products, hogs dropping 50 cents per cwt. which is also reflected on cooked and smoked meats. Cooked ham is down one cent per pound. Smoked meats are easier with a probable reduction to follow. Storage eggs show a decline of one cent per dozen. Butter of the best quality shows a decline of one cent per pound. Cheese while steady is likely to go lower.

CHOICE BUTTER EASIER

Montreal.

BUTTER. — The choicest quality creamery butter is offered at lower levels this week. The market is showing weakness, due to a fairly good supply, and little export inquiry. The quotation for the best creamery prints is from 36 to 37c per lb.

BUTTER—

Creamery prints, finest	0 36	0 37
Creamery solids	0 36	0 36
Dairy Solids	....	0 28
Dairy prints	....	0 30

CHEESE HOLDS FIRM

Montreal.

CHEESE.—No change is reported in the market for cheese this week. While the market is firm at present, dealers are anticipating easier quotations in the near future.

CHEESE—

Old colored, twins	....	**0 23**
Old White	....	0 23
New Large, per lb.	**0 18**	**0 20**
New Twins, per lb.	0 18	0 20
Fancy Old Cheese, per lb.	**0 28**	**0 30**
Triplets, per lb.	0 18	0 20
Stilton, per lb.	....	0 28
Quebec	0 18	0 20

NEW LAID EGGS FIRM

Montreal.

EGGS.—New laid eggs are holding firm, but dealers are quoting storage eggs at easier levels, the quotation being 1 cent per dozen lower as compared with last week. Dealers are offering new laids, selects, at 33c per doz.

EGGS—

Specials	0 37	0 40
Selects, new laid	....	0 33
No. 1	....	0 28
Storage	....	0 26

NO CHANGE IN LARD

Montreal.

LARD.—The market in lard is steady. Demand is in moderate volume, and prices show no change as compared with a week ago.

LARD—

Tierces, 60 lb.	0 15½	0 16½
Pails, 20 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
1 lb. bricks	0 17	0 18½

HOGS ARE LOWER

Montreal.

FRESH MEATS.—The feature of the market for fresh meats is the decline this week of 50 cents per cwt. in the price of live hogs. Hogs live selected, weighed off cars, are quoted at from $13.50 to $14 per cwt., and the fresh killed are from $19.50 to $20.50. Other fresh meats are unchanged as compared with last week.

FRESH MEATS—

Hogs, live (selected, weighed off cars)	13 50	14 00
Fresh killed	19 50	20 50
Fresh Pork—		
Legs of pork (foot on)	0 21	0 22
Loins (trimmed)	0 28	0 29
Trimmed shoulders	0 20	0 21
Untrimmed	....	0 18
Pork sausage (pure)	0 20	0 21
Fresh Beef—		

	(Cows)		(Steers)	
Hind quarters	0 15	0 18	0 12	0 16
Front quarters	0 10	0 12	0 05	0 08
Loins		0 23	....	0 28
Chucks		0 10	0 11	0 12

COOKED HAM IS EASIER

Montreal.

COOKED MEATS.—The market in cooked meats this week is featured by a decline of a cent per lb. in the price of cooked ham at 51 cents per lb. Sandwich hams are from 56 to 58c per lb. Other lines cooked meats are unchanged.

COOKED MEATS—

Hams, cooked	....	0 51
Sandwich	0 56	0 58
Square hams		0 55
Smoked shoulders		0 22
Bologna	0 10	0 21
Corned Beef 1's, per doz.		3 25
Per doz. 2's		5 75

SMOKED MEATS EASIER

Montreal.

PROVISIONS.—On account of the weakness in the market for live hogs, smoked meats are showing easier tendencies. Dealers quote the best breakfast bacon at from 37 to 38c. per lb., while the smoked breakfast is from 30 to 32c. per lb.

BACON—

Breakfast, best	0 37	0 38
Smoked breakfast	0 30	0 32
Cottage rolls	....	0 30
Picnic smoked hams	....	**0 23**
Wiltshire	0 30	0 34
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 35	0 39
Do., 12-14	0 38	0 40
Do., 20-25	**0 34**	**0 36**
Do., 25-30	**0 32**	**0 34**
Over 35 lbs.	**0 29**	**0 30**

NO CHANGE IN FISH PRICES

Montreal.

FISH.—There is a very good inquiry for practically all fresh fish available. Supplies are coming forward in good quantities, and prices show little change as compared with a week ago.

FRESH FISH—

Herring		**0 06**
Market cod, fresh		0 06
Steak cod		0 08
Haddock		0 07
Halibut		0 22
Lake Trout		**0 17**
Flounders		**0 08**
Mackerel		0 12
Brook trout		**0 50**
Spring salmon		0 25
Dressed pike		**0 12**
FROZEN FISH—		
Haddock		**0 06**
Halibut		**0 18**
Chicken halibut		0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	0 13	0 14
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21

TORONTO MARKETS

TORONTO, Aug. 9.—Produce markets in Ontario are generally easier. Dealers report lower prices this week on butter, cheese, eggs, and values of live hogs are also lower. The lack of export inquiry is responsible for the lower prices for butter. Production of eggs is fairly heavy for present consumption, as demand for storage has been pretty well supplied. Cooked meats are somewhat lower than a week ago.

CHEESE MARKET QUIET

Toronto.

CHEESE.—The cheese market too is quiet and prices are lower as compared with a week ago. September cheese is quoted at from 22 to 23c per lb. and new Stiltons are offered at 22c.

CHEESE—

Large, new	0 19	0 20
Do., Sept.	0 22	0 23
Stilton, new	0 22	

Twins, 1c higher than large cheese and triplets 1½c higher than large.

BUTTER IS EASIER

Toronto.

BUTTER.—The market for butter is inclined to be easier with prices quoted slightly lower than a week ago. Number one creamery prints are offered at from 38 to 40c per lb., and creamery prints No. 2 are from 35 to 36c. There is practically no export inquiry, and production is fairly heavy for domestic consumption.

BUTTER—

Creamery prints, No. 1	038	0 40
Creamery prints, No. 2	0 35	0 36

EGGS ARE LOWER

Toronto.

EGGS.—The egg market is easier, with wholesalers quoting number ones at 28c per doz. Selects are offered at

33c. Production is in fairly good volume, and consumption is only moderate with demand for storage purposes pretty well supplied.

EGGS—

No. 1, per dozen	0 28	....
Selects, per doz.	0 33	....

PROVISIONS ARE UNCHANGED

Toronto.

PROVISIONS.—The market for provisions is much the same this week as far as prices are concerned. There is a good demand for most lines. Smoked hams and bacon are selling particularly well.

Hams—		
Small 6 to 12 lbs.	0 37	0 38
Medium, 12 to 20 lbs.	0 37	0 38
Large, 20 to 35 lbs., lb.	0 30	0 33
Heavy, 35 lbs. and upward	....	0 26
Backs—		
Boneless, per lb.	0 43	0 45
Rolled, per lb.	....	0 51
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 35
Do., special trim	0 38	0 40
Cottage rolls in casing	....	**0 38**
Cottage rolls	....	**0 37**
Rol., per lb.	....	0 34
Wiltshire (smoked boneless), lb.	....	0 30½
Do., three-quarter cut	....	0 33
Do., middle	....	0 34½
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 15-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.		**0 19**

Cut of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—		
Mess pork		36 00
Short cut backs, 200 lbs.		41 00
PICKLED ROLLS—		
Lightweight		47 00
Heavy		36 00

Above prices subject to daily fluctuations of the market.

MARGARINE IS STEADY

Toronto.

MARGARINE.—No change is reported in the market for margarine. Sales are moving in the usual volume, and prices are steady and strong.

MARGARINE—		
Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

SHORTENING IS FIRM

Toronto.

SHORTENING. — The market for shortening is steady. The situation is firm, with demand very good. The pound prints are 17 and 18c. per lb.

SHORTENING—		
1-lb. prints	**0 17**	**0 18**
Tierces, 400 lbs.	....	0 15

Tubs are ½c higher than tierces and pails one cent higher than tierces.

LARD HAS ACTIVE DEMAND

Toronto.

LARD.—Dealers are quoting lard this week at 19c for the pound prints, and on the tierce basis the quotation is 16c. Demand is good.

LARD—	
1-lb. prints	0 19
Tierces, 400 lbs.	0 16

Tubs are ½c higher than tierces and pails one cent higher than tierces.

LIVE HOGS SHOW DECLINE

Toronto.

FRESH MEATS.—The market in live hogs is again slightly easier this week, with the quotation on the fed and watered basis named at from $13.50 to $13.75 per cwt. The situation in live hogs is decidedly easy and the tendency of packers is to buy at lower levels. Fresh meats are moving in moderate volume, with prices unchanged.

FRESH MEAT—		
Hogs—		
Live, fed and watered, cwt.	13 50	13 75
Live, f.o.b.	12 75	13 00
Live, off cars	13 75	14 00
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 15 lbs.	....	0 31
Loins		0 33
Fresh hams, lb.		0 32
Tenderloins, lb.	0 45	....
Picnics, lb.		0 19½
Montreal shoulders		0 21
Boston butts, lb.	....	0 27
New York shoulders		0 20½
Fresh Beef—from Steers and Heffers—		
Hind quarters, lb.	**0 18**	**0 22**
Ribs, lb.	**0 16**	**0 20**
Chucks, lb.	**0 07**	**0 09**
Loins, whole, lb.	0 28	0 30
Hips, lb.	**0 14**	**0 16**

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	**0 13**	**0 15**
Do., medium	0 09	0 10
Sheep, whole, lb.	0 08	0 15
Lamb, Spring, lb.	0 25	0 27

Above prices subject to daily fluctuations of the market.

COOKED MEATS ARE LOWER

Toronto.

COOKED MEATS.—Boiled ham is quoted slightly easier at 49c per lb., while square pressed ham is offered at 51c. Boiled shoulders are easier at 44c. There is a good inquiry for most lines.

COOKED MEATS—		
Boiled ham, lb.	0 49	....
Do., square pressed	0 51	....
Boiled shoulders	....	0 44
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue	....	0 33

Above prices subject to daily fluctuations of the market.

POULTRY IS STEADY

Toronto.

POULTRY.—Receipts of poultry are not heavy, and demand for the same is a little quiet. Prices to the retail trade are unchanged.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	**0 25**	**0 30**
Chickens, spring, over 2 lbs.	0 22	0 28
Roosters	**0 14**	**0 20**
Fowl, 4 to 5 lbs.	**0 20**	**0 25**
Fowl, over 5 lbs.	0 22	0 27
Fowl, under 4 lbs.	0 14	0 20
Guinea hens, pair	**1 25**	**1 50**
Ducklings, 4 lb. and over	0 20	0 25
Prices to retail trade—		
Turkeys dressed		0 35
Chickens, spring	0 30	0 35
Fowl, 4 to 5 lbs.		**0 30**
Ducklings		0 35

FISH SUPPLIES IN GOOD VOLUME

Toronto.

FISH.—Supplies of fish are in good volume and prices are much the same as a week ago. Whitefish is inclined to be a little scarce, but other lines are good.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	....	0 07
Do., market, lb.	....	0 07
Halibut, Med., lb.	0 18½	0 19
Do., Chick., lb.	0 18	0 18½
Whitefish, lb.	0 14	0 15
Trout, lb.	0 14½	0 15
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
Salmon Red Spring	0 24	0 25
FROZEN FISH—		
Halibut, medium	0 17	0 18
Do., chicken	0 16	0 17
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	0 12	0 13
Do., Qualla	0 09	....
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH—		
Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....
Holland Herrings, mixed, 10-lb. keg	....	0 85
Do., milkers, 10 lb. keg.		0 95
Shrimps, No. 6 can		13 00

MANITOBA MARKETS

WINNIPEG.—The feature of the provision market is the weakness displayed in butter and cheese. Creamery butter has dropped about 3c per lb., but dealers indicate that an advance can be expected very shortly. Large quantities of eggs are arriving with most of them showing considerable waste from rot and prices are slightly easier. There is a good active seasonable demand for all lines of cooked meats as well as smoked ham and bacon. Lard is ruling steady. Hogs continue steady with practically no change in quotations. The fish market is quiet with no change in quotations.

EASIER TONE TO BUTTER

Winnipeg.

BUTTER.—The butter market is showing a slightly easier tone and the best quality creamery butter is quoted at 37c per lb. Dealers report a good demand with good qualities arriving from the country and a further advance can be expected very shortly.

BUTTER—		
Creamery, best table grade	0 37	
Creamery, solids	0 35	

CHEESE PRICES LOWER

Winnipeg.

CHEESE.—There is a weaker tone to the cheese market and quotations are down 1c, making the price 20c per lb. There is a light demand at this season.

CHEESE—	
Stilton cheese, large, lbs.	$ 23½
Ont., large, lb.	0 20
Ont. twins, lb.	0 20½
Ont. triplets lb.	0 21

EGGS ARE WEAK

Winnipeg.

EGGS.—The market has a weak tone and dealers are quoting lower prices. Good supplies are coming forward, but the quality offered is far from being up to the standard. Most of the arrivals are showing considerable waste and rots. Eggs in cartons are quoted at 35c per doz. and No. 1 candled eggs at 25c.

STEADY TONE TO LARD

Winnipeg.

LARD.—There is no actual change in lard prices, but the tone of the market is steady. Shortening is in good demand and prices are ruling steady.

LARD—	
Pure Lards, No. 1 Quality, per lb.	
(in tierces, 400 lbs.)	**0 17**
Do., wooden pails, 20-lb. pails	**3 80**
Shortening, tierces of 400 lbs.	**0 16½**
Do., per pail, 20 lbs.	**3 60**

COOKED MEATS STEADY

Winnipeg.

COOKED MEATS.—The cooked meat market is ruling firm under an active demand. Best quality cooked ham is quoted at 52c per lb. Jellied ox tongues and pork tongues are in good demand at 50c and 40c per lb.

COOKED MEATS—

Hams, best quality, skinned 8/14 lbs.	**0 52**
Do., 13-1 lbs.	0 51
Roast ham, lb.	0 52
Roast shoulders, lb.	0 41
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lb.	0 15

HAM AND BACON STEADY

Winnipeg.

PROVISIONS.—The market for provisions shows no change. Prices are steady under an active demand for smoked bacon and hams. Good quality ham is quoted at 38c per lb. and back bacon at 44c.

SMOKED MEATS—

8 to 16 lbs., per lb.	0 38
16 to 20 lbs., per lb.	0 38
Boneless, 8-14 lbs., per lb.	0 42
Skinned, 18 to 22 lbs., per lb.	0 42
Good veal, 40 to 80 lbs. hind quarters	**0 25**
Do., 14 to 18 lbs., per lb.	**0 39**
Bacon, to 10 lbs., per lb.	**0 45**
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 34

LIVE BROILERS ARRIVE

Winnipeg.

POULTRY.—The market continues quiet with prices on live broilers ranging from 40c to 45c per lb. Few broilers are arriving and the demand is light.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 30
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42
Ducks, per lb.	0 33
Geese, per lb.	0 33

NO CHANGE IN FISH

Winnipeg.

FISH.—There is no change in the fish situation. Halibut and salmon are in fair demand.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 16
Salmon, Cohoe, in full boxes, 300 lbs.	**0 16½**
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	**0 11½**
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	**0 85**
Haddies, in 30-lb. cases, per lb.	0 12

HOG MARKET STEADY

Winnipeg.

FRESH MEATS.—There is practically no change on quotations for hogs. Live selected are selling at $12.25 to $12.50 per cwt. Good quantities are arriving. Trading on the cattle market is slow and inactive. Good steers are selling freely at $5.50. The sheep and lamb market is weaker. Choice lambs are quoted at $10.50 with light weight mutton sheep at $6.

HOGS—

Selected, live, cwt.	12 25	12 50
Heavier	6 00	9 25
Light	12 00	12 25
Sows	6 00	8 20
Fresh Pork—		
Legs of pork, lb.	0 22	0 28
Spare ribs		**0 15**
Loins of pork, lb.	0 28	0 32
Fresh hams, lb.	0 26	0 30
Shoulders	0 18	0 21
Fresh beef—from steers and heifers—		
Hind quarters	0 15	0 20
Front quarters	**0 06**	**0 10**
Whole carcass, good grade, lb.	0 10	0 15
Mutton—		
Choice, lb.		0 19
Choice, 30-45 lbs.		**0 32**
Lambs—		
Choice		0 30
Veal—		
Skinned, 18 to 22 lbs., per lb.		**0 39**

SELLING BELOW COST AN UNFAIR METHOD

(Continued from Page 23)

neither can habitually sell any line of shoes at less than the seller's cost. One buys out the other and conducts both stores as one establishment. Has he gained thereby any right he did not have when operating but one store? Clearly not. What could be the source or origin of such a right? Buying the other store, he succeeded only to the rights that its previous owner had, and in the operation of both stores the single owner is subject to precisely the same limitations as when he owned but one store. He may not in either store sell any line at less than the cost of that line without violating the principles of free and fair competition. By the same process of reasoning, he may not conduct one store at a loss and counter balance those losses by gains from the other.

Though he has departments in a store rather than branch stores, he may not run one department at a loss and compensate by gains in another. It makes no difference that he may add a line of hats and subsequently a line of hosiery. If the proposition that I have stated is true as to the sale of a single line, it is true as to the sale of as many lines as a seller can compass, and the housing of the business has no effect in this connection.

Here is the crux of the whole price-cutting matter: The single-line seller who sells below cost is quickly and simply removed from business by the laws of mathematics and his creditors; but the field of business is harassed and frenzied by the dealer who has the power to recoup losses sustained by selling one or more lines below cost by compensatory gains on the remainder of his business.

Should Practise Cost Accounting

Each individual business unit should ascertain its own cost and fix its own selling price with due reference thereto. I urge upon trade associations the opportunity and the necessity for education in cost-accounting methods among their members. Unless cost is known, profit is unknown, and whether a selling price is below cost is guesswork. The business man who fixes his selling price without accurate knowledge of his production cost and without keeping above it is on an industrial joy ride. He is not only in peril himself, but is a constant source of danger to others.

The starting point of all operations against selling below cost must be proper cost accounting by each individual. Common cost figures, group averages, normal costs, and all averages or group allowances play no part in this work. What is to be determined is the cost to the seller, not to someone else nor what cost would be to the seller if his conditions were changed. Education in accounting methods, the inspiration to use them and to work by the result shown—these are great opportunities for trade associations; but every suggestion that opens the way to the individual to adopt a standard, a normal average, that does not reflect the individual's cost, is a deterrent to cost accounting and an inducement not to use it.

No movement within an industry for the elimination of sales below cost can be conducted except in conjunction with and as a part of a campaign for the employment of a proper system of cost accounting. Nor can any movement to suppress sales below cost be put into operation except upon a cost-accounting basis. It is easy to condemn selling below cost, it is not difficult to see wherein its evils lie, nor is it particularly troublesome to perceive that it may be unlawful in habitual practice; but the proof of the charge is the relentless analysis of the actual cost of the operation preceding sale.

The elimination of sales below cost by no means implies a stabilization of prices nor a uniformity of prices. It is when properly applied in no sense a restraint upon competition. Costs will vary and prices should vary as costs vary within market limitations; but the application of the principle "no sales below cost" by each to his own business is simply the recognition and adoption of the fundamental principle of the competitive system.

The Golden Rule Retold

Nothing that I have said is really new or strange. If it seems so, it is merely because we have forgotten much or failed to apply what was once well recognized to the changed conditions of to-day. Old almost as English law is the maxim that one must not use that which is his so as to injure another. Applying that rule to present day conditions, one finds in it very clearly a recognition of the principle of the competitive system. One man may not conduct his own business so as to injure another. Selling below cost with compensatory gains in an allied line is the use of the seller's property in a way that clearly injures his competitor.

CANADIAN APPLE CROP

The Canadian apple crop this year will be approximately 3,572,550 barrels, or slightly over 88 per cent. of last year's yield, which was 4,046,813 barrels. This estimate shows an increase over the 1920 yield, which was 3,382,540 barrels.

LIPTON'S

HIGH-CLASS JAMS, JELLIES, Etc.

Made in our own Preserve Works from Finest Fruits

JAMS and MARMALADE

Awarded Grand Prize, Liege Exhibition, 1905; Gold Medal, Paris Exhibition, 1900

HIGH-CLASS PICKLES

IN PURE VINEGAR

Awarded Gold Medal, Liege Exhibition, 1905

Agents for Canada:

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Also—Maple Leaf Hams and Bacon

Yes, sir!

Gunns' Maple Leaf Pork Sausage sells! It sells quickly because it is well advertised, but more especially because it is made only from the best quality pork and your customers like it. They come back for more.

Customers bringing repeat orders mean many sales for you. Be ready for them. Order your supply of Maple Leaf Pork Sausage now.

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57

A Half Century of Popularity

Two years ago H. J. Heinz Company celebrated its fiftieth anniversary—the completion of fifty years of growth and development. During the trying time which has elapsed since that anniversary the company has continued its prosperous progress.

Fifty-two years of continued use have not dulled the appetite of the consuming public for these foods in which quality has always been the first consideration. That is why retailers still find that the 57 Varieties are in constant demand and that the rapid turnover brings a steady flow of profit and an increasing list of satisfied customers.

H. J. Heinz Company

57 Varieties

The Highest Quality Salt
The Most Carefully Handled in Packing and Shipping
And the Best Service

Just three of the things you get when you order

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Any wholesaler or jobber will fill your order promptly. They all handle these brands.

THE CANADIAN SALT CO., Limited
Windsor - Ont.



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The name "Hiawatha" on a tin of apples means it contains only sound, selected fruit from the great orchards of Nova Scotia. We take special care in packing. This is indicated by the favor Hiawatha Brand gallon apples have met with in the critical Old Country market.

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The same careful attention is given the manufacture of our high standard Pure Cider Vinegar. No fruit that has a blemish is used—only clean, sound apples are permitted to go through the cider mill. These two products will be found good money-makers by the Canadian grocery trade.

United Fruit Companies of Nova Scotia

Kentville N. S.

O'Keefe's

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Always sell well in the Summer

ORDER NOW FOR IMMEDIATE DELIVERY

O'Keefe's Imperial Ale, Lager and Stout



O'Keefe's Special Pale Dry Ginger Ale, Ginger Beer, Cola, Sarsaparilla, Orangeade, Lemon Sour, Cream Soda, Special Soda, etc.

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TORONTO
Phone Main 4202



"What Brand of Meat is it ?"

When you tell her, will it mean anything to her? It depends on the name you give. If it's "Rose Brand," then you and she may be sure that it's the finest quality possible—that it was selected and prepared by a firm with years of experience behind it.

Your customers deserve the assurance of quality that goes with the "Rose" Brand on pure food products—are they getting it?

It will pay you to sell goods so well and favorably known as Rose Brand Foods—choice products of a great institution.

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TORONTO

Packing Houses—
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Branches—
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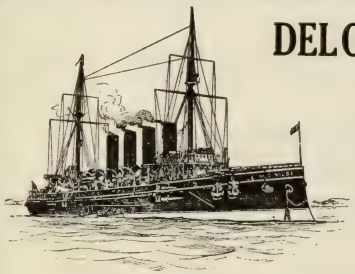


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Tippet & Co., Ltd.

General Sales Agents
MONTREAL



Sole Agents for Canada

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Macdonald's sells constantly and repeatedly—and **profitably.** Profitably because its steadily growing demand assures a fast turnover and larger returns from your investment.

Investigate for yourself the "profitableness" of Macdonald's Tobaccos, and you will learn why it is the **retailer's** most satisfactory tobacco.

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Finest Quality for Preserving

The season will be in full swing in **two or three weeks**. We have the marketing for some of the largest growers (one shipper alone will have upwards of 100 cars for us to market). Will specialize in car-lots, shipped direct from the orchard and are anxious to get in touch with car lot buyers so we can quote when the season is on. If car lots too many—by two or three dealers combining—could take straight cars. Cars can also be iced for distant points. Let us hear from you.

WHITE & CO., LTD.
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"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic Fruit and Vegetables

LEMON BROS.
OWEN SOUND, ONT.

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LARGE CROP IS EXPECTED OF PERSIAN DATES

According to a report the stocks of bulk Persian dates are limited to the Khadrawi and Sayer grades, so that it is very doubtful if there will be a sufficient quantity to supply the early fall demand. In recent reports from Mesopotamia, the coming crop of bulk Persians is expected to be a large one and it is thought that the opening prices this fall will be much lower than those of last year.

With reference to nuts the same report says: "Very little interest is being taken in the general line. This, of course, is just what must be expected at this season of the year. Prices in the primary market seem to be on a little higher level. England has been a constant and steady buyer right through the season, as in that country there is an active consuming demand from the arrival of the first steamer, whereas on this side apart from the demand for cracking purposes, very little interest is taken in the nuts by the retailers and stocks must be carried by the jobbers until the fall before they go into consumption."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
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the dustless sweeping compound
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Special Attention to Grocers' Orders.
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EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited. 113 Sumach St., Toronto.

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Canadian Grocer is a member of the Audit Bureau of Circulation.

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WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

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MacLean Publishing Co.

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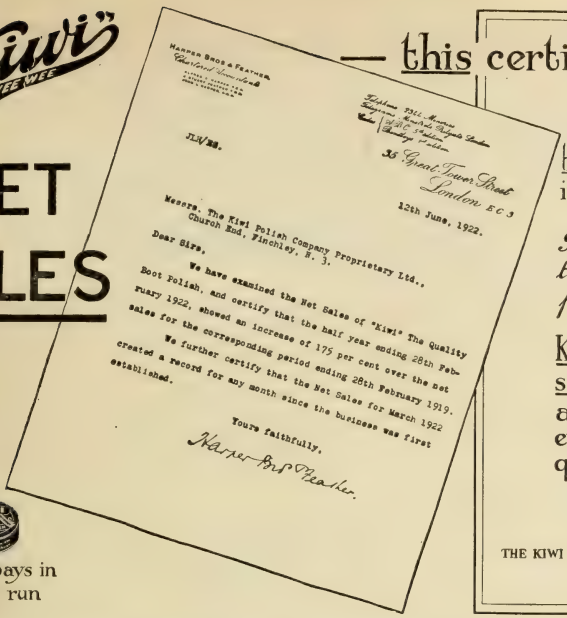
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"Kiwi" KEE WEE

NET SALES


Harper Bros & Pearson
Chartered Accountants
35 Great Tower Street
London, E.C.3
12th June, 1922.
Messrs. The Kiwi Polish Company Proprietary Ltd.,
Church End, Finchley, N. 3.
Dear Sirs,
We have examined the Net Sales of "Kiwi" The Quality Boot Polish, and certify that the half year ending 28th February 1922, showed an increase of 175 per cent over the net sales for the corresponding period ending 28th February 1919.
We further certify that the Net Sales for March 1922 created a record for any month since the business was first established.
Yours faithfully,
Harper Bros & Pearson.

— this certificate proves

that "KIWI" is the selling line in Shoe Polish.

Better a sixpence that works than a pound lying idle.

Keep up your stock of "KIWI" and maintain an ever increasing quality trade — it pays.

THE KIWI POLISH CO.(PTY.) LTD., LONDON, Eng.

Quality pays in the long run

Agents: **Anglo-British Columbia Corporation, Ltd.**, Riggs-Selman Buildings, Pender St., Vancouver.
G. W. Price & Company, Lombard Buildings, 70 Lombard St., Toronto, Ontario.

For All Bulk Foods Use the "Riteshape"

BUTTER
LARD
DRIPPING
SAUSAGE
HAMBURG

FRUIT
VEGETABLES
PICKLES
FISH
MEATS



All sizes, from ½-lb. to 10 lb. All Riteshape containers warranted perfect. Each shipment carefully inspected, accurately counted, then assembled into sealed packages suitable for an average day's supply and your whole order packed in strong wooden crates. The Riteshape will save you time and money, and make a splendid impression of quality on your customers.

Write for sample and prices.

Victoria Paper & Twine Co., Limited

439-441 Wellington St. W. TORONTO — **382 Notre Dame St. W. MONTREAL**

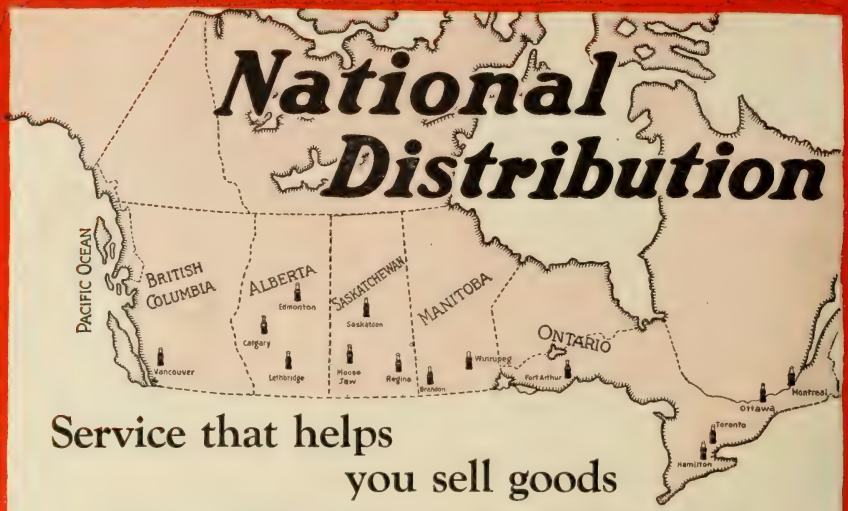
Sole Canadian distributors for the OVAL WOOD DISH CORPORATION, NEW YORK

The Perfect Wood Container

Odorless, non-absorbent, clean, handy, economical, neat and compact. No waste of the food product. Requires less paper and string to wrap. Makes unusually attractive display on counter or in window.



National Distribution



Service that helps you sell goods

Fourteen Coca-Cola factories shown on this map are the foundation of national distribution that sells goods everywhere.

Vancouver, Calgary, Edmonton, Lethbridge, Saskatoon, Moose Jaw, Regina, Brandon, Winnipeg, Hamilton, Toronto, Ottawa, Port Arthur, Montreal.

Thirst—wholesome, good old human thirst—is the market supplied?

Are you filling the big, profitable place that's there for you among the 10,000 dealers who sell bottled Coca-Cola?

Made in Canada
THE COCA-COLA COMPANY
Winnipeg — Toronto — Montreal

Sell by the case for the home



CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
The Largest Circulation of any Trade Paper in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., AUGUST 18, 1922 No. 33



Gosse-Millerd's
CANNED OCEAN PRODUCTS







always!

Sell and Satisfy—

Choice canned Pacific Ocean Fish—nine delicious lines under one label—GOSSE-MILLERD'S. A Brand never failing in quality and always pleasing to the most exacting taste. Every G.-M. can is attractive and sells readily, the contents will back up your most emphatic selling arguments.

Make G.-M. canned Ocean Products one of your "star lines" and enjoy their ever growing demand—they will ensure a steady income for you.

Order from Your Wholesaler.

Gosse-Millerd Ltd. Vancouver, B.C.

An Old Favorite Back Again!

MACKINTOSH'S TOFFEE-DE-LUXE

The Mackintosh plant at Toffee Town, Halifax, England, is the most remarkable candy factory in the world. The output is tremendous—its capacity is over 50,000,000 (fifty million) pieces per week. Every year it makes more than enough toffee to supply a piece to every man, woman and child on earth.

Mackintosh's is the finest Toffee made in England, and consequently is the finest in the world.

See our display in the Pure Food Building at the Canadian National Exhibition, Toronto.

BEFORE the war, Mackintosh's Toffee-de-Luxe was known and sold in every civilized country in the world. Export difficulties and shortage of sugar supply curtailed and suspended shipment, but now this famous toffee is again being shipped daily to all quarters of the globe.

For the Canadian trade, Mackintosh's Toffee-de-Luxe is being exported from England, packed in hermetically sealed tins, as follows:—

10c package—packed 3 doz. to carton; 2 cartons to a hermetically sealed tin; 10 tins to a case.

25c package—packed 2 doz. to carton; 2 cartons to a tin; 6 tins to a case.

Bulk—4 lbs. to the tin; 28 tins to the case.

Other Mackintosh confections—Egg and Cream-de-Luxe, Almond Toffee-de-Luxe, Cocoanut-de-Luxe, Cafe-de-Luxe Assortment, will be sold in bulk assortments only.

Mackintosh's Toffee-de-Luxe will be extensively advertised to the consumer as soon as distribution is secured, and dealers are invited to send in a trial order and apply for all information to the sales agents, recently appointed by John Mackintosh & Sons, Limited:—

HARGRAFT & SONS, LTD.

500 King Street E.
TORONTO



Perfect baking results mean pleased customers --these two high-grade FLOURS guarantee both



"OUR CHIEF" *and* "SPECIAL"



Guaranteed baking results, great economy and absolute uniformity are the three features that have made these two dependable flours so widely preferred by thrifty housewives.

OUR CHIEF is a Manitoba Patent of the highest grade and is essentially for bread making, while **Special** is a blended patent scientifically milled from the finest Ontario winter and Manitoba spring wheat. **It makes the finest home-made bread and lighty, flaky pastry with much less shortening than is usually required**—an economy that will appeal to every housewife.

If you feel you are not getting maximum flour sales try out these two favorites. They never fail to win perfect satisfaction with their excellent profits.

Each Flour Sale means profitable sales of the necessary baking ingredients.

Feature Flour often—it pays.



THE McLEOD MILLING COMPANY

STRATFORD, ONTARIO

LIQUID VENEER

PROFITS

Here are three splendid sellers that you are sure of for your Fall housecleaning business.

If you want quick turnovers and permanent, satisfied customers, show the busy housewife this wonderful combination of Liquid Veneer, Liquid Veneer Mop Polish, and the Famous Liquid Veneer Mop—**all made in Canada.**

Regular Liquid Veneer as a polish for fine furniture is too well known to call for special comment—you cannot afford to be without a good supply.

The Liquid Veneer Mop Polish is a new addition to the line—made expressly for floors and woodwork—it goes twice as far—and is backed by an iron-clad guarantee to please or you are authorized to refund the purchase price and for which we will reimburse you.

The Liquid Veneer Mop has an all yarn centre, swab that can be removed from its frame and washed as quickly and easily as any dust cloth—and the frame will last a life-time.

Stock up now for the tremendous demand which will be created by our big Fall Advertising Campaign in magazines and newspapers beginning September 11th.

Ask your jobber for details about Liquid Veneer Products, or write us concerning our special offer including advertising helps and dealer co-operation.

Buffalo Specialty Company

Bridgeburg, Ont., Canada



MACDONALD'S Cigarettes

The Dealer's Chance!

The new 15c. cigarette your trade has been waiting for! A Macdonald product with Macdonald quality and the usual generous Macdonald profit to the seller.

The Tobacco with a heart



10 for 15c

DOMINION BRAND

Red Cherries

The fine quality of this year's cherry crop makes the present pack of Dominion Brand Red Cherries unusually attractive. They are packed in heavy syrup and the fruit has been carefully graded and selected.

Order Dominion Brand Red Cherries from your jobber. You can be sure of fruit that will please your customers and establish your reputation for selling good merchandise.

Dominion Canners Limited
Hamilton, Canada



The dealer who handles

O'Keefe's

BREWS AND CARBONATED BEVERAGES

Attracts Summer Trade



The confidence established in the quality of O'Keefe's beverages during 65 years of business has made them easily first favorites all over Canada.

THESE ARE POPULAR

O'Keefe's Imperial Brews--ALE---LAGER---STOUT
O'Keefe's Carbonated Beverages

O'Keefe's Special Pale Dry Ginger Ale, Cola, Sarsaparilla, Ginger Beer, Orangeade, Cream Soda, Lemon Sour, Special Soda—Ginger Ale.

Don't lose business by neglecting to re-stock promptly





MAIN 4202 - O'KEEFE'S - TORONTO



The H-O Cereal Company, Inc.
Hamilton and Ayr, Ont.

New home of FORCE at AYR, Ontario

The popularity and consequent increased Canadian demand for FORCE Whole Wheat Flakes has made it necessary for us to obtain larger mill capacity. The cereal mill formerly owned by the Canadian Cereal Company at Ayr, Ont., has been acquired, and we will move into it from Hamilton about the first of November.

The new mill will furnish ample facilities to take care of all the Canadian demand for FORCE. It will also help to supply the English requirements, where over five million packages of FORCE were consumed last year.

Of further interest, are the publicity plans of full page advertisements appearing in "MacLean's Magazine" beginning August 15th, to tell the FORCE story.

Reduced prices for FORCE are also now in effect.

Remember, FORCE is the whole wheat, and when you sell FORCE, you are selling health.



FORCE

WHOLE WHEAT FLAKES

MALTED AND TOASTED

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

This Space is Yours
for $2.20
on Yearly Order

The City Dray Co., Limited
230 Princess St.,
Winnipeg
Storage and Distribution
Insurance Rate 30c

When Writing To Advertisers Mention This Paper

DONALD H. BAIN CO.

Wholesale Grocery Commission Agents, Brokers and Importers

Offer Their Principals

A Successful Sales Organization

Exceptional Warehouse Accommodation
For Storage and Unloading

The Service of a Strong, Successful Organization

THE NATIONAL BROKERS

HEAD OFFICE:
WINNIPEG, MAN.

Branches; Regina, Saskatoon, Edmonton, Calgary, Vancouver, Fort William, Montreal
Also Saracen's Head, Snowhill, LONDON, E.C. 1, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE
STORAGE
DISTRIBUTION



250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7



OAKEY'S "Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 339 Beatty Street, Vancouver, B.C.

Now is the Time to Buy—don't wait.

Consult these Advertising Pages.

Our Advertisers will *Save* You Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

When Writing Advertisers
Please Mention
CANADIAN GROCER

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

IT'S NEVER TOO LATE TO INSTALL
Eureka Refrigerators
or EUREKA FREEZER COUNTER CASES
and COLD STORAGE EQUIPMENTS.



We have the facilities for turning out the best constructed and finished Refrigeration Equipment of all kinds.

And we do it!!

For Simplicity, Efficiency, Economy, Durability, Service and Appearance in Refrigeration Equipment you

Can't Beat the Eureka!!!

Write for free illustrated literature and prices. We have designs for every purpose and our aim is always to please YOU.

Eureka Refrigerator Co., Ltd.
Head Office and Factory: OWEN SOUND, Ont.

STICKNEY & POOR'S
"EXTRA FINE"
MUSTARD

The grocer who sells his customers Stickney & Poor's "Extra Fine" Mustard gives them the best there is, saves them money and makes a good profit for himself.

A satisfied customer is the biggest asset your store can have.



Order a supply of S. & P. "Extra Fine" Mustard today.

Be sure to ORDER BY NAME.
Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
17 ST. PAUL EAST — MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

HARRIES & CROMWELL
GROCERY BROKERS
IMPORTERS and MANUFACTURERS' AGENTS
'11 St. Sacrament St., MONTREAL

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

The Advertisers would like to know where you saw their advertisements—tell them.



BE IT EVER SO HUMBLE
THERE'S NO BREW LIKE HOME.

DON'T LET ANYONE STOCK YOU UP
with higher priced Malt claiming Symo "too cheap to be good."

WE GUARANTEE "SYMO"
and we sell it to you at a price that allows you to give your customer a better bargain and still show you a profit.

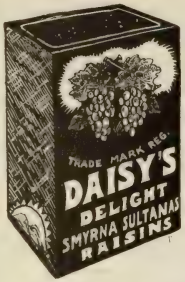
YES, You Can Order Through Your Jobber
we pay him his just proportion gladly. If he does not know this, tell him or tell us who he is and we will write him.
We are not offering Bottle Caps or Hops, as you can buy them just as cheaply as we can. We sell Symo.
If you do not have our prices on file, write us or secure a copy of this paper issue June 30 or July 14th. We stand by what we advertise.

PROMPT SHIPMENT from our TORONTO WAREHOUSE
CANADA FOOD PRODUCTS CO. Regd.
273 Fifth Ave., Maisonneuve, Montreal.

Kolacafé
REGD

The Coffee everyone enjoys

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.



Book Your Orders

"NOW"

For New Crop



SMYRNA SULTANAS, ELEME & BLACK RAISINS, also SMYRNA FIGS

Shipments August, September, October, November, December

ORDERS PLACED DURING AUGUST
SUBJECT TO SPECIAL PRICES

Hold your Orders until you compare our Prices.
Get in touch with our Representatives or write direct to

A. JOHNSON

CANADIAN SELLING AGENT, P.O. Box 1089, MONTREAL

ONTARIO REP.—R. C. Blackburn & Co., 60 Front St. W., Toronto.
WINNIPEG REP.—Farley Meyers, Ltd., 57 Victoria St., Winnipeg.
VANCOUVER REP.—C. E. Jarvis & Co., Duncan Bld., Vancouver.

CARLING'S

"REDEMIXT"

MALT and HOP SYRUP

--a sensational seller that nets remarkable profits ---

Grocers who are prominently displaying this speedy seller are making enormous profits. And the demand for a reliable product for making home brew is steadily increasing.

Carling's "Redemixt" makes **the finest old-time heavy ale without boiling, odor** or **trouble.** Sells on a money-back guarantee and, unlike package malt and hops, its air-tight tin prevents deterioration.

The Carling reputation of over 65 years standing guarantees absolute satisfaction and perfect results. Be sure you specify **Carling's "Redemixt"**—it always pays to sell the best.

CARLING DISTRIBUTING AGENCY
LONDON — CANADA

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will **take them** through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.
Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO ONT.

To Holders of Five Year 5½ per cent Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

(a) Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.

(b) Ten year bonds, dated 1st November, 1922, to mature 1st November, 1932.

While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Dated at Ottawa, 8th August, 1922.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

W. S. FIELDING,
Minister of Finance.

Fine, Medium Granulated
100 lb. white duck bags
2 & 5 lb. cartons.

Cut Loaf
Tea Blocks
Boxes 25 & 50 lbs.

Powdered
Boxes 25 & 50 lbs.

Icing
Barrels, Boxes
25 & 50 lbs.
Cartons 50 x 1

Exceptionally Choice
Yellows
Light
Bright
Brown

ROYAL ACADIA SUGAR

Every grain Pure Cane

For Every Sweetening Purpose

Acadia Sugar Refining Co., Ltd.
MONTREAL HALIFAX

Thistle Brand Finnan Haddie

A Good Product

Packed By
FRANK E. DAVIS FISHERIES LTD.



Its Goodness Sells It

General Sales Agents
TIPPET & CO., Limited
Montreal

ARM & HAMMER

The Trade Mark that insures greater strength

In handy 2½lb. cartons that save wrapping and weighing

"ARM & HAMMER" SAL SODA

Your customers will appreciate the convenience of these handy 2½-lb. cartons and grocers will find them a big saving in time over bulk sal soda. "ARM AND HAMMER" sal soda unlike bulk soda does not deteriorate. It reaches your customers with its original purity and great strength. Ask your wholesaler for a sample order. It will save you time lost in weighing and wrapping bulk soda and give greater satisfaction.

CHURCH & DWIGHT, LIMITED, MONTREAL

People will Economize!



And this is one of the reasons RED ROSE TEA once tried continues to be used—it goes further. It is composed chiefly of world famous Assam teas, noted for great strength and fine flavor.

T. H. Estabrooks Company Limited
ST. JOHN, N. B., MONTREAL, TORONTO, WINNIPEG, CALGARY



Now Is The Time

TO SELL VINEGAR

LION BRAND

Will please your trade and satisfy your particular customers.

Order from your wholesaler or jobber.

Manufacturers of high grade Vinegars in bond.

THE LION VINEGAR CO. LTD.

Importers and bottlers of pure English Malt Vinegars

661 Drolet St. Montreal

TORONTO-BUYING CENTRE FOR GROCERIES



"SALADA" BUILDING 459-461 KING ST. W., TORONTO

WILL YOU VISIT US?

WE extend a cordial invitation to every member of the Grocery Trade to visit this modern tea warehouse and view the interesting process of packing Salada Tea. We are situated almost at the corner of Spadina Ave. and King St. W. If you can call between 12 and 1 o'clock on any day but Saturdays, perhaps you will lunch with us in the company's dining-room? When visiting the Exhibition we shall be glad to welcome you at our Oriental Booth in the New Pure Food Building.

"SALADA"

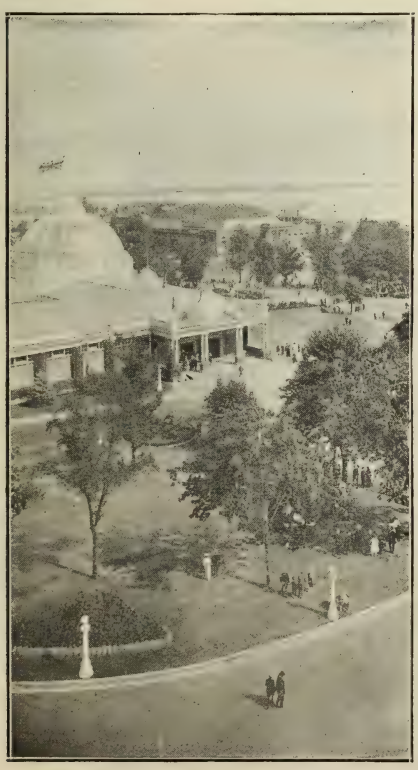
CANADIAN GROCER

Vol. XXXVI TORONTO, AUGUST 18, 1922 No. 33

A Centre of Interest for Retailers

Canadian National Exhibition at Toronto Provides Many Opportunities for Learning as Well as for Recreation—The Grocer Will be Amply Repaid by a Visit to This Annual World's Fair and Should Get Many Helpful Suggestions That Will Assist Him in His Business

THE CANADIAN National Exhibition at Toronto with all that it means to the citizens of Canada, is about to open for another year. The biggest thing of its kind, and unexcelled as an annual Fair, another week will see it under way, for what promises to be the greatest year in its history. It is for you, Mr. Merchant, to come and see, and to profit thereby. Unbounded opportunity, both from the standpoint of recreation and a holiday, and from the more important point of view, that of learning something at this great congress of exhibits, that you can take home with you, helping you to increase your business and improve your manner of conducting it, will be here provided.



Showing a couple of the buildings at the Canadian National Exhibition, with a glimpse of the lake.



Illustrating the main entrance to the Canadian National Exhibition.



Showing the large crowd gathered to witness one of the afternoon performances before the Grandstand of the Canadian National Exhibition

This Grandstand has a seating capacity of 16,800 with standing room accommodation for 8,000. It is 725 feet long.

Grocer's First Interest

The grocer will be particularly interested this year in what might be termed his own particular building. The new Pure Food Building will be his centre of interest. Opened for the first time, it will have within its walls a number of exhibits that should be of first interest to the retail grocer. An article dealing with and describing this building, and a photograph of the same appears on another page of this issue. The opportunity for meeting and conversing with friends from widely distant points is offered in the Canadian National Exhibition. People come to this Fair from all over the Dominion, and the institution of a Merchants' Day with a retailers' luncheon by the directors last year brought many retailers to the Exhibition who found ample recompense for their attendance in helpful intercourse with their fellow merchants.

1,242,000 People Last Year

Last year 1,242,000 people passed through the turnstiles of the grounds, a record better than ever recorded by any World's Fair for the same number of consecutive days. In the crowds last year 36 states of the Union, all the Provinces of the Dominion, Australia, New Zealand, the British Isles, and several countries of Europe were represented. This Exhibition is the great Show Case of Canada, and here is mirrored Canadian advancement in every line of effort. Two new buildings are being opened this year. The exhibition Coliseum is the largest and most costly single structure ever erected on a permanent Fair grounds. It cost $1,000,000, and an additional $500,000 will be spent on equipment. The building has 8½ acres under roof and one of its many features is a judging ring 300 feet long with seating capacity for 7,600 people. The other new building is the Pure Food Building which has already been referred to. A new machinery hall to cost $300,000 wil be started this fall.

The situation of the exhibition grounds, along the lake front, is ideal, and constitutes one of the prettiest parks in the city of Toronto. The natural advantages of the grounds and the thousands of semi-tropical flowers and domestic plant life in bloom, their colors blending into harmonious effects, convert the Park into a vast garden. There are shady paths, restful retreats, focal points and open spaces among the majestic buildings.

Provisions for Recreation

From the standpoint of recreation a visit to Toronto and the exhibition can be varied with opportunities to join in many forms of entertainment. Apart from the many amusements provided within the grounds of the exhibition, the

(Continued on page 21)



Showing the new Coliseum on the grounds of the Canadian National Exhibition, open for the first time this year.

This building represents the largest and most costly single structure ever erected on a permanent Fair Grounds. It cost $1,000,000.

New Pure Food Building is now Ready

Will Be an Attractive Place at the Canadian National Exhibition This Year, and Should Be Visited By Every Grocer Who Comes to the Fair—About Seventy Manufacturers Will Have Exhibits

THE NEW Pure Food Building will be one of the main attractions at this year's Canadian National Exhibition. It will be a centre of interest for every grocer and every merchant interested in buying and selling foodstuffs. Unique in design and just completed, it will undoubtedly attract practically every visitor at the big Fair. There are about 70 manufacturers with exhibits in it. The line is being sharply drawn between food products and other goods sold in grocery stores. For instance, a firm manufacturing soap and shortening will not be able to display their soap. Nor will a firm making cornstarch and laundry starches be able to show the latter in this building.

Among the chief features of it are the open air courtyards. There are six of these, some larger than others. The idea is that the building will always have sufficient fresh air to ventilate it properly so that visitors may spend an hour or two in it without having to go outside for fresh air. These open air courts are attractively designed, some of them with fountains, some with flowers, grass plots, etc. The building is not a high one but on account of its attractiveness and the beautiful appearance of the entrances it will get the attention it deserves.

All Retailers Welcome

Many of the manufacturers are putting in elaborate exhibits, something entirely new and exhibits that are designed to create a lasting impression. They will surely be worth the while of every grocer to pay a visit to them. Retailers will be made welcome at every booth.

The history of the new Pure Food Building dates back but a few years. While it has been talked of occasionally it was not until the middle of 1920 that anything definite was done. A representative of Canadian Grocer happened to point out to one of the exhibitors that there should be a building devoted entirely to food products at the exhibition. This paper had advocated it editorially each year for the previous two or three years. A visit was made to the offices of the Canadian National Exhibition to determine the attitude of the officials. John G. Kent, the managing director, was very enthusiastic about it and promised every co-operation. Canadian Grocer was asked to sound the opinions of exhibitors and find if the majority were in favor of the separate building. Sufficient response was received to call a meeting at the exhibition grounds during the exhibition of 1920. The Food Products Association was formed and it was decided to go ahead with the proposition providing sufficient space could be sold to indicate that it would be a success. A special committee was formed to look into costs and make suggestions to the exhibition board. Early estimates, however, were too high and although it had been anticipated that the building would be ready for the season of 1921, it was found impossible to change the plans quickly enough. This decision was come to in the spring of 1921.

(Continued on page 21)



The new Pure Food Building is opened for the first time this year at the Canadian National Exhibition.

About 70 manufacturers will have exhibits in this building this year. The exhibits will be exclusively food oducts.



A Few of Toronto's Leading Grocery Stores



VISITING grocers attending the Canadian National Exhibition are reminded of Toronto's many fine retail stores where progressive merchandising ideas abound, and which might be followed with success in some of the smaller places in the Dominion. In the grocery departments of Toronto's large departmental stores will be found much to help in the way of ideas. Where ideas are daily being put into effect that bring new business. Display is a big feature in the selling plans of these stores and at exhibition time, some splendid window displays are to be seen.

Toronto has many fine grocery stores, and merchants engaged in the trade from outside points will find a hearty welcome in any of these places of business. An interchange of ideas and a discussion with fellow merchants of the many problems that arise from time to time, will be found helpful. Toronto's large department stores have grocery sections that will be found interesting and attractive, and the attention given to displays will indicate to the outside merchant the importance of properly showing his goods. Then there are a goodly number of stores, of course, that are exclusively groceries. A few reproductions are here shown, but space would not permit the showing of any more equally as good.



A section of the grocery department of the T. Eaton Co., Toronto, showing where customers can sit at tables and give their orders—On every hand displays are shown, and people confronted with products temptingly arrayed to induce buying.



Here is an illustration of a Toronto store that is exclusively groceries—It is that of R. H. Stewart at 599 Sherbourne Street. Mr. Stewart makes a specialty of selling only high-grade lines and a great deal of time is devoted to the arrangement of displays, which together with forceful selling talks get results.



Showing an interior view of the grocery store of R. Barron, Ltd., Yonge Street near Bloor Street, Toronto. This is one of Toronto's leading stores, catering to a high-class trade. Arrangement of goods and displays are always worthy of note.

A Study of Human Nature Helps This Merchant Solve Chain Store Problem

By G. W. ECHLIN, Hamilton, in Chain Store Series

THERE's no gainsaying the fact that the man who isn't afraid is the best asset of his business. The world at large just naturally snuggles up to that kind of man. If he's in politics he has a good following. If he's in business he has good customers, and lots of them.

That's the sort of man M. K. Hedden is.

But, perhaps you don't know Hedden? Well, to tell you the truth he's not the type of man that reaches out for world supremacy. He's just one of those good, solid, common-sense grocers one likes to deal with, but are sometimes hard to find.

He lives in Hamilton, Ont. His store is at the extreme southern end of Wentworth street. One can see him any day and be warmed by his expansive, sunny smile. The people remember well the day he took over the little grocery business there. They wondered what kind of man he was. And the human curiosity of human nature brought him many visitors.

Studies Human Nature

He met them all with that square-in-the-eye look. He did some appraising of human nature, as well. To the observer it was patent that Hedden had an excellent mental cataloguing and filing system. And he used it well.

It didn't take him long to sort out the bargain hunters and the credit hunters. And it didn't take him long to sort out those who walked blocks to one of the chain stores to save a few cents, and then toil home with the weekly burden. A study of human nature is as naturally a part of Hedden's business as a study of saleable goods is.

Thus the husbands of the many ladies who paid initial visits came under the observant eye of this canny grocer. His smile lost none of its warmth as he greeted the bread winners, basket on arm, parading past his place of business for the bargain marts. In fact his smile grew more expansive. He could see the worried look of those husbands who were destined to walk blocks for the sake of a few cents. And being a sympathetic and understanding man, Hedden readily grasped the situation.

What is the Saving?

"I'll show 'em a thing or two," was Hedden's mental summary. And he did. As has been stated, he wasn't afraid—not even of the competition of the chain stores. Little by little he became acquainted enough with the female portion of his customers who bought immediate wants at his store. Then he questioned carefully and wisely. What prices did they pay for this and that at the chain stores? How much did they buy a week? Was it much trouble to get husband to do the weekly delivery stunt?

Then he "showed them."

They were saving a few cents on this. They were saving a few cents on that. What was the aggregate saving? Would they buy in the same quantities and pay the cash if his prices warranted? Did it pay to worry the husband or son to hasten to the bargain counters with a basket just in the most precious time of the week—Saturday afternoon—when baseball was in full bloom, to be jostled this way and that, elbowed out of the running by fat women and perspiring men, all out of temper?

Guranteed Goods Plus Service

And Hedden showed these bargain shoppers a few other things, as well. One was his new delivery auto. That made a hit after the first trial. Another was "guaranteed goods, plus service." Another was the reunited family, bereft of the weekly bugbear of shopping. And Hedden smiled his way into every home for blocks around. The customers are never wrong, so far as he is concerned, even if they are. He shoulders all mistakes. He makes everything right. He isn't afraid of chain store competition, because he has won a neighborhood of friends. And he has kept them. The title of his life history will be "Hedden for Victory."

1922 Crop California Raisins Are Quoted Lower Than a Year Ago

Prices F.O.B. California Are Announced—Easier Rate of Exchange Also Means Easier Prices Laid Down in Canada

PRICES on the new crop California raisins are announced, and show a decline as compared with a year ago. Quotations, f. o. b. California, are as follows:

	Per lb.
Fancy seeded 36-15s	0 11¼
Fancy seeded, 45-11s	0 09
Choice seeded, 36-15s	0 10¾
Choice seeded, 45-11s	0 08¾
Choice Bulk Seeded, 25s	0 09½
Fancy Bulk seeded, 25s	0 10
1 Crown loose muscatels floated 25s	0 09
2 Crown loose muscatels, nil 25s	0 09½
3 Crown loose muscatels, nil 25s	0 10
4 Crown loose muscatels, nil 25s	0 11
Thompson's Seedless unbleached 25s	0 10
Thompson's Seedless unbleached 50-16s	0 10½
Thompson's Seedless unbleached, 45-12s	0 08
Sultanas unbleached, 25s	0 09
Do., 45-16s	0 09½
Do., 50-12s	0 07½
Soda dipped Thompson's 25s	0 10
Oil dipped, Thompson's 25s	0 10
Sulphur, bleached, Thompson's 25s	0 10
Sulphur bleached, Thompson's Fancy	0 13½
Sulphur bleached, Extra fancy	0 15
Fresno stock, choice	0 10½
Fresno stock, fancy	0 14
Fresno stock, extra fancy	0 15½

Prices laid down in Toronto are the above plus freight charges at the rate of $1.28 per cwt., duty charges of 2-3 cents per lb., sales tax of 3¾ cents, and exchange of approximately one per cent. The latter item shows a marked decrease as compared with a year ago, resulting in easier prices, laid down in Canada.

These Burglars Were Caught In The Act

Burglars in the act of committing robbery from the premises of the Quebec Preserving Co., in Quebec city, were recently sensationally caught.

Sergeant Girard was making his rounds and met a man carrying a carton box.

"Hello, what have you in that box?" the officer asked.

"Oh, this is some wood," said Delphis Lemay, aged 27, of 35 Smith street, but when he saw the sergeant approach to examine the wood he dropped the box and fled.

At that very moment one of the second story windows of the Quebec Preserving Company was opened hurriedly and a man leaped out. He did not reach the ground as directly as he intended for in his descent he came in contact with a semaphore wire and the recoil sent him hurtling up in the air again and in falling to the ground he landed on his back on the railway tracks and lay there unconscious. The name of the second burglar is Leo Fournel and he is a nephew of Delphis Lemay.

The box was also taken by the police and it was found to contain cigarettes.

The value of the cigarettes is said to be $136.00.

A CORRECTION

In reply to a recent inquiry to Canadian Grocer, it was stated in these columns that The Canadian Toledo Scale Co., Toronto and Windsor, were agents for the Van Berkel Slicing Machine in Toronto. The Hobart Manufacturing Co., King Street, E., Toronto, are the agents for this machine, but recently made certain selling arrangements with the Canadian Toledo Scale Co.



A view of the new Sunnyside Boulevard, one of Toronto's chief summer attractions.

Visitors to the exhibition will find this new amusement resort delightfully entertaining.

CENTRE OF INTEREST FOR RETAILERS

(Continued from page 16)

city itself is rich in parks and amusement resorts. A stay in Toronto would fall short of what it really should be, if a visit is not made to Toronto's new amusement place at Sunnyside, with its great long stretch of board walk, its beautiful bath house, unrivalled in this country, and its many other forms of amusement too numerous to mention here. Then there is Island Park across the Bay, one of the most delightful spots that any city could possess. Riverdale Park, with its zoological gardens. Scarborough Beach Park at the eastern end of the city. High Park, a beautiful natural woodland, and Queen's Park in the centre of the city, with the Parliament buildings and University colleges in close proximity.

NEW PURE FOOD BUILDING NOW READY

(Continued from page 17)

Again during the exhibition of 1921 the matter was gone into further at a general meeting in the Administration Building. By that time new plans had been prepared and it was found that the building could be erected for $150,000. Space was offered for sale and in a short time, more than two-thirds had been reserved of the 26,000 square feet of exhibit space. Since that time and since the building was started every foot of exhibit space has been taken up. There is now a considerable overflow which will be placed under the grandstand and an addition to the new building is likely to be erected for next year.

Retail growers will miss a good deal of practical information about the goods they are selling if they do not visit the new Pure Food Building this year. It is the first year that it has been open and will surely create a splendid impression.

MERCHANTS' DAY WILL BE WEDNESDAY, AUGUST 30

Lists of "Days" for the Canadian National Exhibition have been announced as follows:

Warriors'—Saturday, August 26.

Automotive Industries—Monday, August 28.

Young Canada's — Tuesday, August 29.

Merchants'—Wednesday, August 30.

Music and Women's—Thursday, August 31.

Press—Friday, September 1.

Labor—Monday, September 4.

Manufacturers'—Tuesday, September 5.

Farmers'—Wednesday, September 6.

Hydro and Transportation—Thursday, September 7.

Live Stock Review—Friday, September 8.

Community and Sports—Saturday, September 9.

Commission on Fisheries is Now At the Coast

Victoria, B. C., Aug. 15 (Special).—The commission appointed by the Dominion Government to investigate British Columbia fisheries will be on the coast next month, and will hold sittings at practically every point of importance between Victoria and Prince Rupert. The lighthouse tender Estevan has been placed at the disposal of the commission by the Department of Marine, and will be used in getting about. The first session of the commission was held at Prince Rupert on August 7 and 8.

There are to be meetings at other points on the coast where evidence will be gathered by commissioners. The localities have not yet been selected and will not be until after Major J. A. Motherwell, chief inspector of fisheries for British Columbia, has been consulted.

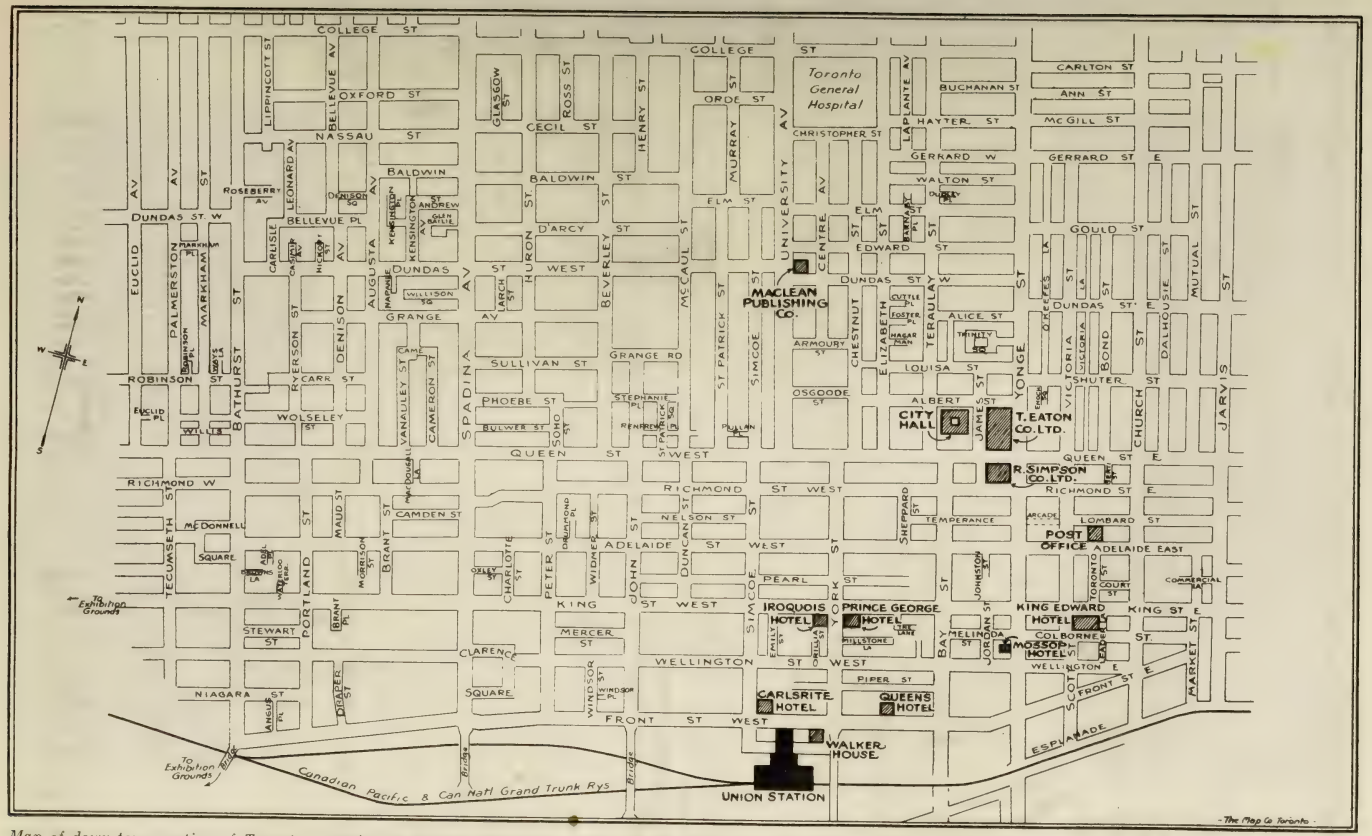
The commission proposes devoting particular attention to the existing embargo on the export of fresh salmon and the rehabilitation of sockeye in the Fraser River.

At Prince Rupert the halibut fisheries will likely be thoroughly investigated, as a feeling has prevailed for some time among fishermen in the North that this valuable species is depleted to the point of extermination.



This is a splendid illustration of the new bath house at the Sunnyside amusement resort.

This building, one of the finest on this continent, is a popular acquisition to Toronto's many attractions.


COLLEGE ST
Toronto General Hospital
CARLTON ST
ANN ST
McGILL ST
BUCHANAN ST
HAYTER ST
GERRARD W
GERRARD ST E
WALTON ST
GOULD ST
ORDE ST
CECIL ST
BALDWIN ST
ELM ST
D'ARCY ST
EDWARD ST
DUNDAS ST W
DUNDAS ST E
GRANGE
GRANGE RD
SULLIVAN ST
PHOEBE ST
WOLSELEY ST
ROBINSON ST
CARK ST
ALICE ST
LOUISA ST
ARMOURY ST
OSGOODE ST
ALBERT ST
SHUTER ST
QUEEN ST W
QUEEN ST E
RICHMOND W
RICHMOND ST W
RICHMOND ST E
NELSON ST
ADELAIDE ST W
ADELAIDE EAST
PEARL ST
KING ST W
KING ST E
MERCER ST
WELLINGTON ST W
WELLINGTON E
PIPER ST
FRONT ST W
FRONT ST E
STEWART ST
CLARENCE SQUARE
NIAGARA ST
TEMPERANCE
LOMBARD ST
COURT ST
COLBORNE ST
SCOTT ST
MARKET ST
ESPLANADE
MacDONNELL SQUARE
MAUD ST
CAMDEN ST
PORTLAND
TECUMSETH ST
EUCLID AV
PALMERSTON AV
MARKHAM ST
BATHURST ST
SPADINA AV
DENISON
AUGUSTA AV
RONCESVALLES AV
BELLEVUE AV
LIPPINCOTT ST
LEONARD AV
ROSEBERRY AV
OXFORD ST
NASSAU ST
BALDWIN
KENSINGTON AV
ST ANDREW
DUNDAS
GRANGE
HURON ST
BEVERLEY ST
McCAUL ST
ST PATRICK ST
SIMCOE ST
UNIVERSITY AV
CENTRE AV
MURRAY ST
HENRY ST
ROSS ST
GLASGOW ST
CHESTNUT ST
ELIZABETH ST
TERAULAY
YONGE ST
JAMES ST
VICTORIA ST
BOND ST
DALHOUSIE ST
MUTUAL ST
CHURCH ST
JARVIS ST
DUKE ST
DUNDAS ST
SHERBOURNE ST
PARLIAMENT ST
SUMACH ST
SACKVILLE ST
SOHO ST
BULWER ST
VANAULEY ST
CAMERON ST
LARCH ST
WILLISON SQ
ST ANDREW
QUEEN'S PARK
DRUMMOND PL
SHEPPARD ST
DUNCAN ST
JOHN ST
PETER ST
WIDMER
CHARLOTTE ST
OXLEY ST
BRANT ST
MORRISON ST
BRANT PL
ST PATRICK SQ
PULLMAN
RENFREW PL
STEPHANIE PL
MAGAZINE
CARLTON PL
HICKORY
KENSINGTON
EUCLID PL
WILLIS
DOWNTON PL
MARKHAM PL
CARLISLE
LANSDOWNE
ARGYLE
ANGUS PL
DRAPER ST
WINDSOR ST
YORK ST
BAY ST
JOHNSTON
MELINDA ST
ORIENTAL ST
EMILY ST
PILLSTONE LA
LORNE LANE
CHERRY ST
SUMACH ST
SACKVILLE ST
TORONTO ST
CHURCH ST
LEADER LA
ARCADE
MAGAZINE
MAGAZINE LA
MAGAZINE PL
MAGAZINE SQ

TORONTO-BUYING CENTRE FOR GROCERIES

Don't fail to visit our booth at the Exhibition and see this remarkable ice machine in operation



JACK FROST

--the ice machine that is cutting ICE BILLS and Refrigeration Costs for thousands of merchants.

Merchants who are desirous of materially reducing their refrigeration costs should visit the **Jack Frost Booth** in the extreme west end of the Industrial Building. Here you will see the various types of **Jack Frost Machines** most suited to your particular needs. If you would put an end to the old-fashioned, expensive, time-wasting handling of ice with its consequent muss and trouble, it will pay you to visit the Jack Frost Booth.

The

Jack Frost Ice Machine Co., Limited
Dundas Street Bridges, Toronto.

RYAN BROS. Winnipeg (*Exclusive Distributors*)
Port Arthur and West

GEO. CAMERON, 222 Spark St., Ottawa
(*Exclusive Distributors*) **Ottawa Valley**

Announcement to Exhibition Visitors



St. Williams Quality Jams and Curling Brand Marmalades will be on display at Booth "117" in the new Pure Food Building under the direction of their selling agents, Langley Harris & Company, Limited. Retailers are cordially invited to visit the St. Williams booth and sample these superior jams and marmalades. You will then understand why so many quality grocers find them such profitable sellers.

Selling Agents :

LANGLEY HARRIS & COMPANY, Limited

Montreal TORONTO Winnipeg

ST. WILLIAMS FRUIT PRESERVERS

SIMCOE, ONT.

TORONTO-BUYING CENTRE FOR GROCERIES

"KKOVAH"

YOU may PROFIT by your visit to the Exhibition if you will favour us by calling at our booth No. 119 in the New Pure Food Building, inspecting the goods we are there displaying, and giving our representatives an opportunity to discuss with you prices and terms of our well known Gold Medal Specialties.

KKOVAH HEALTH SALT
KKOVAH CUSTARD
KKOVAH LEMONADE and ORANGEADE
LAITOVA LEMON CHEESE, Etc.

SUTCLIFFE & BINGHAM (of Canada) Ltd.
TORONTO, Ont. MANCHESTER, Eng.

Distributed in Canada by
LANGLEY, HARRIS & COMPANY, LIMITED
WINNIPEG TORONTO MONTREAL

TORONTO-BUYING CENTRE FOR GROCERIES

When you visit Toronto

come in and see us

FLOWERDALE

(Registered)

Our high grade bulk blend is still going strong. One grocer who sold 3,500 lbs. last year had sold 3,000 lbs. up to Aug. 1st this year. Always the same high quality. Our exacting tea cup tests secure this for you.

R. B. HAYHOE & CO.

Importers

7 Front St. E. Toronto, Canada

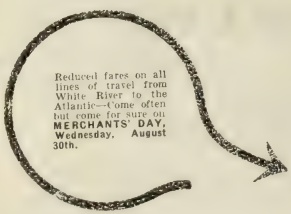
SEE THE NEW

"PURE FOOD BUILDING"

This is of an entirely new design with six open air courts for ventilation. The only building of its type on the American Continent, and one of the chief attractions for merchants this year at the

CANADIAN NATIONAL EXHIBITION

Toronto, Aug. 26th - Sept. 9th.



The new Coliseum covering 8½ acres built at a cost of $1,000,000 will also be open for the first time. The "Prince of Wales Durbar" in front of the Grand Stand, Automobile Polo, massed bands with 1,500 performers, and scores of other features of a highly educative and entertaining character.

JOHN G. KENT, Managing Director. ROBERT FLEMING, President.

Merchants' Day—Wednesday, August 30th.

TORONTO-BUYING CENTRE FOR GROCERIES

YOU

are cordially invited to visit the Christie booth at the Canadian National Exhibition, August 26th to September 9th 1922.

You will find the Christie booth in the new Pure Food Building and we will be particularly pleased if you will call and make yourself known.

CHRISTIE, BROWN & CO.

LIMITED

TORONTO, CANADA

TORONTO-BUYING CENTRE FOR GROCERIES



KEEPSWEET MILK

Pour it Out of the Can and Drink it

People from all over the Dominion will try it at our booths at the Exhibition. Keepsweet Milk, like Keepsweet Table cream, is the pure, whole, unadulterated product. It keeps sweet because of its purity and absolute freedom from germ life.

Keepsweet Milk is delicious in flavor, having none of that smoky, unpleasant taste so often experienced in canned milks.

Thousands will prove the claims made for *"Keepsweet"* at Canada's great National Exhibition

At the Keepsweet Booths at the Canadian National Exhibition visitors from all over Canada will apply the taste test to Keepsweet Table Cream Tasting is believing. The Keepsweet Booths will serve Keepsweet Cream in coffee to all those who are interested in testing this wonderful new purity product. The result will be more and more people will learn about Keepsweet Cream—people from every province in the Dominion. The demand for Keepsweet is bound to keep on growing and widening. Keepsweet is the pure, natural cream sealed and sterilized. Order it from your regular wholesaler. It's the new "best seller."

Put up in 6-ounce and 11-ounce cans.

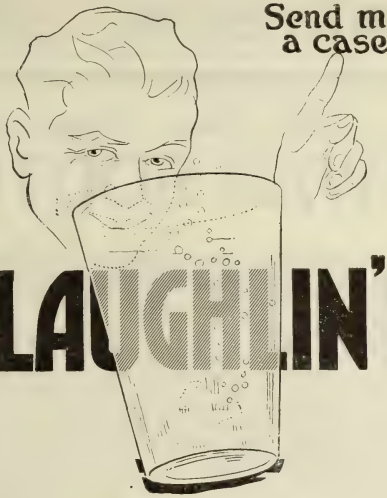
The Dominion Milk Corporation, Ltd.

Head Office---Toronto

BRANCHES: Halifax, St. John, Montreal, North Bay, Port Arthur, Winnipeg, Vancouver.

Keepsweet Table Cream

Don't Miss The McLAUGHLIN Booth at the EXHIBITION!



McLAUGHLIN'S

No matter what else you see at Toronto Exhibition this year—don't miss the McLaughlin display. It's one of the rare occasions where the men who buy, the men who sell and the men who make McLaughlin's Beverages and Fountain Equipment, get together in a sort of family re-union.

And, of course, it also gives you an opportunity to see the McLaughlin line in its impressive entirety. You will learn then how McLaughlin's won the title "The Fountain Supply House of Canada."

Whether you've been our customer or not—come and see us. You'll be welcome.



THE NATIONAL FAVORITE

Nobody who has once tasted "Canada Dry" will be satisfied with ordinary "soft drinks" again. **Your** customers prefer McLaughlin's.

J. J. McLAUGHLIN, Limited

TORONTO - EDMONTON

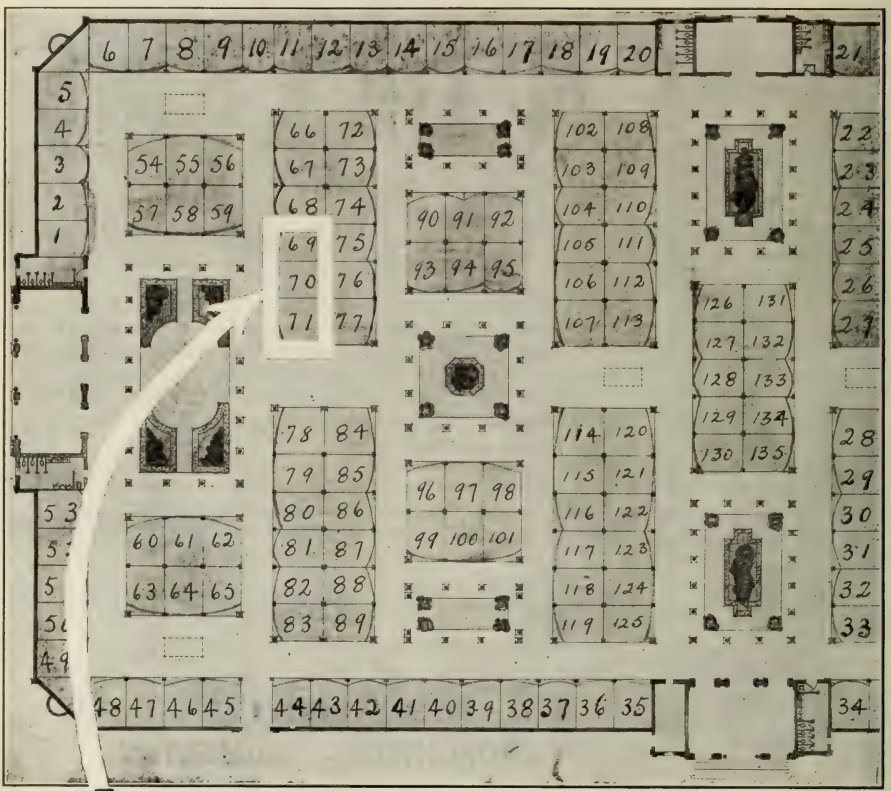
Headquarters For Soda Fountains & Supplies

CANADA DRY & BELFAST GINGER ALE

TORONTO-BUYING CENTRE FOR GROCERIES

This Chart Shows the Location of the

COWAN BOOTH IN THE NEW PURE FOOD BUILDING



Welcome

You will find a hearty welcome awaits you at the Cowan Company's exhibit. Step up to one of the salesmen and tell him who you are.

You will find our booth just inside the main entrance to the new Pure Food Building, as indicated above.

THE COWAN COMPANY

TORONTO

The Great Chocolate Industry of Canada

Retailers are invited to sample these sensational sellers when at the Exhibition

"The Taste Will Tell"

WESTON'S
NEW
"ENGLISH BISCUITS"

"MELTIS CREMES"

"MELT IN YOUR MOUTH"

"ACADEMY CREMES"

"CREME CONE"

"CUSTARD CREME"

Visit the Weston booth in the New Pure Food Building and sample our delightful new English biscuit lines, "Meltis Creme," "Melt in your Mouth," "Custard Creme" and several others. Although they have been introduced only a short time ago these tempting new biscuit treats have developed a sensational demand that is steadily growing. When you taste them you will realize their excellent profit possibilities in your biscuit assortments.

The New Weston English Biscuit making plant where these out-of-the-ordinary biscuits are made was fully equipped by T. & T. Vicars, Ltd., of Earlstown, Lancashire, England, and is being made the latest and most modern of its kind in Canada.

Don't forget our invitation to sample these delicious new biscuit lines when at the Exhibition. You'll find the Weston booth just at the left of the main entrance of the New Pure Food Building.

A VISIT WILL PAY YOU

GEORGE WESTON LIMITED
COR. RICHMOND AND PETER STS., TORONTO

SELLING AGENTS:

MARTIN & McMULLEN, Ottawa, Ont.
A. DUNN, Quebec City, P.Q.
C. E. CHOATE & CO'Y, Halifax, N. S.
T. G. SPENCER, Sydney, C. B.

Exhibition Visitors—you are cordially invited to visit the BODLEY booth in the new Pure Food Building



BODLEY'S

CHOCOLATE COATED BISCUITS and FRUIT CAKE LINES

Will be on display at the Canadian National Exhibition in the new Pure Food Building, to the right of the main entrance.

Retailers are especially invited to visit our booth and sample the delicious **Bodley Chocolate Coated Biscuits, and Fruit Cake Lines,** that have attained such widespread popularity. Come along and have a little chat with us, we'd like to renew auld acquaintances and make new ones.

C. J. BODLEY, LIMITED
TORONTO, CANADA

EXHIBITION VISITORS—*be sure you visit our booth in the new.....*

PURE FOOD BUILDING

We extend a hearty invitation to every member of the Trade to visit our booth in the New Pure Food Building, when attending the Canadian National Exhibition.

Drop in and have a chat with us or a little rest. We'll appreciate your visit. Don't forget to look us up.

JAMS, JELLIES
MARMALADES
CATSUP, GRAPE JUICE
and
RASPBERRY CORDIAL

E. D. SMITH & SONS
LIMITED
WINONA - - ONTARIO

TORONTO-BUYING CENTRE FOR GROCERIES

Gunns LIMITED

During the Canadian National Exhibition at Toronto the usual methods adopted by us for the information and entertainment of visiting customers will be in force. All our friends know that we extend to them at this season of the year a particularly hearty invitation to visit us.

Our annual display at the Exhibition will be found in the **Pure Food Building** which every retailer should see. Our booths are numbers 88 and 89. Here we will demonstrate **Maple Leaf Bacon, Easifirst,** and other products. Every customer will find a warm welcome from our staff at this display.

Our factory which we believe to be the best equipped in Canada will also be open to inspection. Personally conducted parties will leave for a tour of the factory at 10 a.m. and 2 p.m. daily, but any customer is welcome to come at the hour which he finds most convenient.

You know the quality of our products. They have stood the test of time and lead the march of progress. We will appreciate your paying us at least this annual visit.

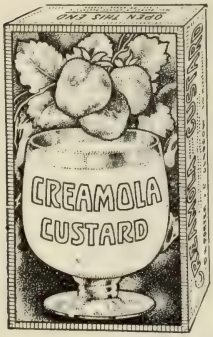
Phone: Junction 3400.

Gunns LIMITED

"Specialists in Good Foods."

TORONTO-BUYING CENTRE FOR GROCERIES

ARE YOU GOING TO THE TORONTO EXHIBITION? If you are don't miss the



CREAMOLA BOOTH

We extend a hearty invitation to every member of the trade to visit our booth at the **Canadian National Exhibition.** Drop in and have a little chat with us. We'd like to meet you and have you sample our "out of the ordinary **Creamola products.**"





Creamola Food Products, Limited
GLASGOW, SCOTLAND

Canadian Representative :
DONALD F. PORTER
170 Portland St. (Phone Adel. 7704) TORONTO



To Retail Dealers
attending Toronto Exhibition—

we extend an invitation to visit the Canadian Maple Products exhibit at Booth 81 in the Pure Food Building. Whether you handle our products or not, we will be glad to meet you and to extend you any courtesy we can.

The absolute purity, unrivalled quality and delicious flavor of Old Colony Maple Syrup and Old Tyme Maple Butter have made these products popular with the public and profitable to dealers.

Don't neglect to see our exhibit and sample our lines.

CANADIAN MAPLE PRODUCTS, LIMITED

250 VAN HORNE ST. - TORONTO

TORONTO-BUYING CENTRE FOR GROCERIES



VISIT THE HOME OF PREMIUM PRODUCTS

A CORDIAL INVITATION—

TO VISIT OUR PLANT WHILE YOU ARE IN TORONTO

We would like to meet you, and would like you to take advantage of your visit to the Toronto Exhibition to look over our immense plant.

Please make yourself known at our booth at the Fair. We are located in the New Pure Food Building, Booths 112 and 113.

Swift Canadian Co.
Limited

Toronto Winnipeg Edmonton

TORONTO-BUYING CENTRE FOR GROCERIES

54 University Avenue
Toronto, Canada

An Invitation:

*You are cordially invited to visit us at the Canadian National Exhibition August 26th to September 9th.---**Booth No. 44,** in the Manufacturers' Building, where we will be very glad to show you our new profit-producing products.*

Come around and have a chat over business in general, and examine our new samples. Don't forget---Booth No. 44, in the Manufacturers' Building.

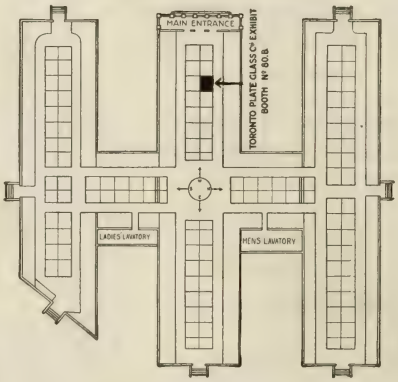
Sincerely Yours

Interlake Tissue Mills Co.
Limited

SHOW CASES

See Kleer Vue at the Exhibition

INDUSTRIAL BUILDING



Location of Toronto Plate Glass Importing Co. Exhibit—Industrial Building, Booth 80B—Canadian National Exhibition, Toronto, Aug. 26-Sept. 9.

The Canadian National Exhibition gives you a fine opportunity to see at first hand many advantages of Kleer Vue Display Systems. Sample cases will be set up and experienced representatives will gladly show how Kleer Vue may be installed on your present counters — how they increase sales, protect from thefts, give your store a modern appearance.

Be sure and visit us if you require anything in show cases or display systems. It puts you under no obligation. Clip out this ad. and bring it with you in case our location should slip your mind.

Kleer Vue
PATENTED

ALL GLASS DISPLAY CASES

The Most Effective Display System

Toronto Plate Glass Importing Co., Limited

Modern Show Cases and Display Systems of Every Description.

91 Don Roadway - Toronto, Ont.

TORONTO-BUYING CENTRE FOR GROCERIES

Don't leave Toronto until you have visited the Showrooms of Canada's most modern STORE EQUIPMENT MANUFACTURERS

NATIONAL

Store Fixtures and Equipment

¶ Merchants contemplating the purchase of new showcases or store fixtures, will find it to their advantage to visit our spacious showrooms while attending the Exhibition.

Just take a King or Queen Street car going east, get off at the Don Bridge and you are right at the home of **National-Superior Store Fixtures.**

In our comprehensive showing of artistic modern showcases, refrigerators, counters, etc., you will find a size and type for every need at a price that will please you as much as their handsome appearance.

The National Show Case

Company, Limited

578 Queen Street East, **Toronto**



One of our special confectionery cases



TO EXHIBITION VISITORS

It will pay you to see our Exhibit at Booth 109 in the INDUSTRIAL BUILDING No. 4

Mr. Thos. Ferguson will be in charge and will be glad to demonstrate to you the many superior features of

THE RED BIRD

and

THE BLUE BIRD SLICERS

and our new RED BIRD ELECTRIC.

Used by the leading grocers and butchers all over Canada.

We also want you to see our

NEW CYLINDER SCALE

The very latest ideas in Computing Scales.

The Canada Slicer Corporation Limited

Bowmanville, Ontario

Toronto Office, 482 College St.

TORONTO-BUYING CENTRE FOR GROCERIES

WELCOME EXHIBITION VISITORS

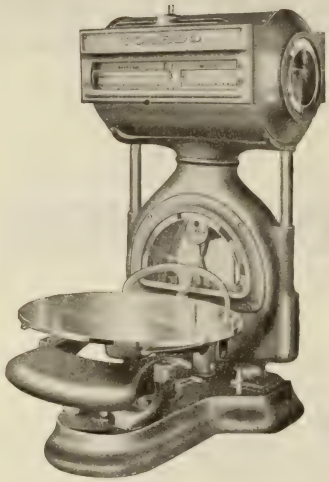
¶ Everyone going to the Canadian National Exhibition in Toronto this year and who is interested in Food Products is given a hearty invitation to visit us at the CRISCO BOOTH in the new Pure Food Building.

¶ We would like to show you the work we are doing to assist you in selling Crisco to your customers who are interested in getting a shortening that has long since made a name for itself in so many households in Canada.

¶ A domestic science expert will be in charge of our booth and will be glad to answer any questions or give information on cooking, etc.

The Procter & Gamble Distributing Co. of Canada, Ltd.
TORONTO







AN INVITATION

Those who use Toledo Scales and those whose real wish is to do so—that includes all who weigh—are cordially invited to investigate the superior advantages of our machines. See them at the Exhibition, Booth 99, Industrial Building, or the Toronto Office, 143 King Street East. In store, or office or factory—wherever weighing is done, and speed and accuracy are important, that is where Toledo Scales are needed and helpful.

CANADIAN TOLEDO SCALE COMPANY, LIMITED

WINDSOR, ONTARIO

Sales Rooms and Service Stations throughout the Dominion

TOLEDO SCALES

NO SPRINGS—HONEST WEIGHT

TORONTO-BUYING CENTRE FOR GROCERIES

Now for Some Wonderful Fall Business!!

We speak with authority.

Actual sales during the past months warrant us advising full shelves in your store for Fall.

—a **complete** line of Victory Canned products including plenty of Victory Pork and Beans.

Victory lines, we emphasize, because the public has accepted Victory quality whole-heartedly.

—choice meats government inspected.

The Victory shelf is now established in thousands of homes.

We are adding new force to the tide by our big advertising campaign for Fall.

See that your stocks are ample—order right away.

Victory Canned Products

Pork and Beans
Lunch Tongue
Compressed Corn Beef
Corned Beef
Luncheon
Beefsteak and Onions

Roast Beef
Oxford Sausage
Spaghetti
Boiled Dinner
Hamburger Steak and Onions
Potted Meats
Assorted



Keep a supply of Victory products on your shelf

NATIONAL CANNED MEATS LIMITED, TORONTO, CANADA

TORONTO-BUYING CENTRE FOR GROCERIES

YORK ICE MACHINES

—THE BEST BUILT—

See our regular exhibit in Machinery Hall—also plant operating in connection with Bowes Ltd. exhibit in Pure Food Bldg.

Pay us a visit. We will advise regarding your refrigeration problems—without obligation to you.

Canadian Ice Machine Company

MONTREAL TORONTO WINNIPEG VANCOUVER

THE TIME TO ADVERTISE

ADVERTISING space is like stocks and bonds; it is a better purchase (i.e., will yield more) if bought at the right time. The right time is near the bottom turn of the market, when conditions are improving and we are firmly started on the long rise to real prosperity.—*Printer's Ink.*

Dom. R. M. A. Deal With Many Matters

Present Sales Tax Act is Discussed at Some Length, and Much Opposition is Expressed Regarding the Operation of the Same—Seventeenth Annual Convention of the Dominion Board R. M. A. Held Last Week in Halifax

By Special Representative of Canadian Grocer

HALIFAX, Aug. 15. (Special.)—The seventh annual convention of the Retail Merchants' Association of Canada opened auspiciously on Tuesday morning, August 8th, in the Assembly Chambers, Province Building. A large number of delegates were present at the opening, and more arrived as the day progressed.

Delegates in Attendance

Those attending the convention were: J. A. Banfield, Winnipeg; J. G. Watson, Montreal; E. M. Trowern, Ottawa; W. C. Miller, Toronto; W. J. McCully, Stratford; B. W. Zieman, Preston; Wilfred Hodgins, London; D. W. Clark, Toronto; J. E. Sansregret, Montreal; M. LaPointe, Montreal; A. J. Reid, Shubenacadie; J. Cuthbertson Doyle, Halifax; J. H. Curle, Winnipeg; Henry Watters, Ottawa; B. L. Stanley Ross, New Westminster; F. G. Fileau, Montreal; John H. Bentley, Halifax; W. J. Hopgood, Halifax; G. Garfield Wray, Regina; W. G. DeWolfe, St. Stephen, N.B.; F. P. Alward, St. John, New Brunswick; S L. Emerson, St. John; G. W. Silver, Lunenberg; D. S. Archibald, Musquodoboit; F. E. Harris, Aylesford; S. A. MacDonald, Charlottetown; G. E. Hughes, Charlottetown; J. C. Campbell, Ottawa; Mr. Phillips, Ottawa, and W. A. Stewart, Charlottetown.

The Official Welcome

The meeting was opened with the president, J. A. Banfield, of Winnipeg, in the chair. Mayor Murphy welcomed the visitors on behalf of the city, and expressed his hope that their visit would be not only a pleasant and enjoyable one but also a beneficial one. He reminded the guests that Halifax was celebrating with "Carnival Week," and invited them to enjoy themselves to the utmost in their leisure hours.

Mayor Murphy was followed by Gavin Stairs, president of the Halifax Board of Trade, who also warmly welcomed the delegates. He was especially pleased to note that many of those present had come a considerable distance to attend the convention. Mr. Stairs expressed his view that the chief good arising from such a convention was the opportunity to become better acquainted with one's fellowmen.

These two speeches of welcome were heartily and happily responded to by President Banfield,who referred briefly to the name Nova Scotia has made for herself and to the great men she has produced.

After a few more remarks, Mr. Banfield ended his speech of appreciation, and the convention settled down to attend to the business of the day.

The Sales Tax Act

One of the most important matters brought before the convention was the new Sales Tax Act. This matter was considered so important to the retail merchants, that a brochure of eight pages was issued dealing with the Sales Tax Act. This was referred to at length in last week's Canadian Grocer.

This brochure, in brief, points out that the sales tax act should be a clear and concise ruling, one that could be easily understood and applied, and that the tax should be collected from the manufacturer and importer, and should not be collected by him from the retail merchants, who in turn must extract it from the consumer as best they can. The present Sales Tax Act, they contend, is so confusing as to be almost uninterpretable, and the present method of collecting the tax is not only a long and bothersome one, but also an unfair one.

The Association requested that the incoming Dominion Executive Council ask the government to have the Act re-drafted and placed in such language that it could be easily understood by the merchants and their customers.

46 Resolutions Dealt With

The afternoon and evening sessions of the convention were taken up entirely with business and resulted in forty-six resolutions being dealt with before the session closed.

The Association desired that the Stamp Tax on receipts and bank cheques be abolished. Another resolution referred to the eight-hour day as far as it affected the retail trade. The eight-hour day was strongly opposed by the members present. The Workmen's Compensation Act also received its share of discussion. The resolution concerning it was to the effect that if any attempt was made to include retail merchants in any Workmen's Compensation Act, that all the various provincial boards should take active steps to see that the retail trade is not brought under their operations, as they are not considered hazardous risks.

Complaints were made that some of the new co-operative societies and associations were making false representations in their advertising, and hence securing the trade. The Retail Merchants' Association will, in future, have any such advertising brought to their attention and, if necessary, prosecute such firms as persist in this practice.

The association placed itself on record as heartily approving of industrial research and drew up a resolution calling upon the Federal Government to request the Department of Trade and Commerce to support such research and further the interests of industry in Canada.

Other resolutions referred to matter of goods being marked according to their actual value, schools for instruction in retail merchandising, registered parcel post, income tax, manufacturers' price lists, business settlements, legal fund, Dominion Bank Act, association emblem, pattern contracts, code of ethics for retail merchants, trade marked goods, etc.

The second day of the convention was occupied with hearing reports of the various committees and the election of next year's officers. All of last year's officers were re-elected, showing the trust and confidence in which they are held by their fellow members.

The convention was concluded with a banquet at the Green Lantern, tendered the delegates to the convention by the Nova Scotia branch of the organization. Mr. A. J. Reid of Schubenacadie, N. S., president of the provincial board, presided. The program was one of speeches and music. The toasts were to the King, to Canada, to Nova Scotia, and to the City of Halifax. All were heartily responded to. A short address was given by Mr. Reid, who referred to the object of the gathering, and to the success of the convention. He spoke of the days when the retail merchant was spoken of as a "store-keeper," and of the strides that had been made in the trade since then. He referred to all that had been accomplished for the retail merchants by the Dominion executive of the association.

Prof. H. F. Munro Speaks

The speech of the evening was made by Prof. H. F. Munro of Dalhousie University. In his usual masterly style he delivered a splendid address on the present international outlook.

The luncheon was closed at the end of a fine program with the singing of the National Anthem, and all were of the opinion that the convention was one of the most successful in the history of the association.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada

Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

Vol. XXXVI AUGUST 18, 1922 No. 33

Improvement in Conditions

THERE are many definite signs of improving conditions throughout Canada and an active Fall trade in grocery commodities should be experienced providing the effect of the coal and railway strikes is not serious. Latest reports from various parts of the West indicate that a better than average crop will be harvested, despite earlier reports of poor conditions. It is realized that many Western farmers have been postponing necessary purchases for the last couple of years awaiting better crops and better prices. With a good crop this year and grocery prices pretty well stabilized there should be active business for Western grocerymen who go after this trade aggressively. An indication that better buying is already being done is the fact that summer grocery lines have been pretty well cleared out.

On the B. C. coast, the fruit crop shows almost record volume and the mining and lumbering industries are more active.

Governmental figures of Customs collections and revenue from Sales Tax show a big increase in recent months thus indicating a bigger volume of trade. These figures are the more notable in view of the decline which has been experienced in prices, thereby indicating an even greater turnover of merchandise than is at first apparent.

In planning on future business it behooves retailers to give consideration to these indications of improvement and changes which are taking place in buying tendencies.

The Sales Tax Act

DELEGATES attending the annual convention of the Dominion Board of the Retail Merchants' Association in Halifax last week devoted considerable of the time to a discussion of the Sales Tax Act. Opposition was expressed in regard to its present operation, much along the same lines as outlined in the circular as sent out by the association and which was reproduced in Canadian Grocer last week.

Difficulties which have arisen in connection with the present application of the Sales Tax Act, and the fact that many business men have discovered that the imposition has developed into something of a burden and discriminatory in character, has influenced a thorough study of the question.

The fundamental principle of the Sales Tax Act when it was adopted by the government was simple enough but its application was not clearly outlined and a wide variation is noted in the way it is now applied by various branches of business. It was the government's intention that the tax be passed on to the consumer, but a loophole was left by the provision that manufacturers could absorb up to 50 per cent. of the tax. Then, too, there have been many varying definitions given of the ruling by collectors of customs in various parts of the country which have led to much misunderstanding. The fact that some manufacturers who formerly absorbed part of the Sales Tax have foreseen an increase in this tax in future and have stopped the practice of absorbing any part of the tax has also created a situation which is misunderstood by certain retailers. Wholesalers, who normally operate on the basis of a large turnover and a small margin, have found it a hardship to absorb the Sales Tax such as they are practically forced to do to equalize their prices with those of manufacturers selling direct to the retailer who absorbs part of the tax.

One suggestion offered is a plan providing for the application of the whole tax of 4½ per cent. on sales by either manufacturer or wholesaler to the retailer, and no tax on sales from manufacturer to wholesaler or as between manufacturer and manufacturer or wholesaler and wholesaler except where such goods were to be consumed or used by that manufacturer or wholesaler.

It is claimed that this amendment to the Act would have the effect of relieving wholesalers from a big burden, it would enable the collection of the Sales Tax revenue from one source on each transaction rather than from two sources, it would allow of the entire tax being passed on to the retailer in each instance no matter from where he purchased his goods, and it is estimated that as result the net revenue to the government would be increased ten per cent. By the continuation of the plan now followed, of manufacturers adjusting prices to protect wholesalers, it is estimated that the cost of the goods to the retailer is increased five per cent.

From the retailer's standpoint difficulty has been experienced on some lines in passing on to the consumer the full amount of the Sales Tax. On certain of these lines rather than make odd prices the retailer has absorbed the tax particularly where part of it has already been taken up by the wholesaler or manufacturer. Passing on the whole amount of the tax may be another matter. If legislation is to be enacted making it necessary for manufacturers and wholesalers to pass on the full amount of the tax then some consideration must be given the retailer's ability to in turn pass it on to the consumer as it is intended to be.

Editorials in Brief

The way to make new goods look the part and to make old goods look new, is to display them to the best possible advantage.

The merchant who thinks in terms of small business, whose ambition is for small gains in trade, will make a small success. We do not accomplish more than we aim to accomplish.

The goods that make you the most money are the goods that sell fastest, even though they pay less profit than some others. There is no advantage in the big profit marked up on goods that don't sell.

Two classes of merchants fail in bad times, those who overbuy thinking that caution is unnecessary; and those who underbuy, thinking they might as well quit trying until the panic is over.

Are you coming to the Canadian National Exhibition this year? The grocer will find much to interest him at this annual World's Fair. The Pure Food Building, to be open for the first time, will contain approximately seventy exhibits of food products exclusively.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

QUEBEC

Joseph Laporte, sales manager of Laporte Martin, Co., Ltd., was in Ottawa this week on a business trip.

P. M. Girrard, of the sales department of Hudon Hebert, wholesale grocers of Montreal, is away on his holidays this week and next.

Bruno Trudell, sales manager of L. Chaput Fils, Ltd., wholesale grocers, Montreal, will spend the next two weeks in northern Quebec, on a holiday fishing trip.

A merchant in Quebec was recently charged with selling meat in his grocer shop. It was indicated at the hearing that the merchant kept his meat in an ice-box, which it was contended, was as good as if it was kept in a separate establishment. The case was brought under the civic by-law which prohibits the selling of meat and groceries in the one establishment. Judgment was reserved.

ONTARIO

H. W. Loates has started in business at 991 Kingston Road, Toronto.

J. D. Benham, of the Winnipeg office of the Coco Cola Co., is in Toronto this week on business.

The retail grocers and butchers of Kingston, held their annual picnic at the Fair grounds on Wednesday of this week.

J. Clarke, grocer at Birchcliffe had a narrow escape the other day when his motor car was struck by a radial. The motor was damaged but Mr. Clarke fortunately escaped.

H. H. Wilson, of the Clayoquot Canning Co., Victoria, B. C., was in Toronto this week. He reports considerable improvement in the business outlook on the Pacific Coast.

Robert Boyter, who has been with the wholesale grocery house of H. P. Eckardt & Co., Toronto, for the past several years, has severed his connection with that firm, to become manager of Stewart Menzies & Co., manufacturers' agents, King Street E., Toronto.

Thieves recently stole an automobile belonging to W. Jacobs, jam manufacturer. The car was parked on the driveway at the side of the house and the theft was not discovered until the morning after. Some time during the night a refreshment booth belonging to A. Gadsby, on the Highway, near Clarkson, was broken open and a quantity of cigars, tobacco and soft drinks stolen. The same thieves are believed by the police to be responsible in both cases.

Pure Food Show At Ottawa Fair Will Have 136 Exhibits

Ottawa, Aug. 14 (Special)—Arrangements for Ottawa's Pure Food Show, in connection with the Central Canada Exhibition, are shaping up excellently, according to a report presented by A. S. Moreland, at the regular semi-monthly meeting of the grocers' section of the Ottawa branch of the Retail Merchants' Association of Canada, held last Thursday evening.

Mr. Moreland, who is chairman of the food show committee, reported that there would be 136 exhibitors this year, representative of many of the best houses in Canada. This meant that every inch of accommodation had been sold and that easily a dozen more booths could have been disposed of had they been available.

A feature of the show this year is that the pure food branch of the federal health department has made arrangements to pass on all exhibits before the show is opened to the public. A certificate will be issued to all exhibitors certifying that their products are O. K.

Is was also announced that Friday September 15, had been chosen as Merchants' Day. At noon on that day a luncheon will be conducted by the grocers' section in conjunction with the Commercial Travellers' Association of Ottawa, and the chairman will be a member of the grocers' section.

T. A. C. Kennedy reported that the Exhibition Association had agreed to spend $800 immediately on repairing the roof of the Pure Food Show building, which is leaking in several places, and to spend a considerably larger sum after the fair is over in putting on a new permanent roof.

Those present at the meeting were: A. E. Kelly, chairman; Duncan Bell, treasurer; J. C. Allan, secretary; R. E. Edmondson, R. W. Porteous, B. G. Crabtree, P. G. Allan, J. Fyffe, T. W. Collins, W. Neate. T. A. C. Kennedy, A. S. Moreland and John Regan.

Letters To The Editor

Asquith, Sask., Aug. 5, 1922

Editor, Canadian Grocer:

In your publication July 28th, page 21, a subscriber asks regarding measures for vinegar. I was up against the same proposition until I saw a hardware merchant next door weighing formaldehyde, since when I have been weighing my vinegar, figuring ten pounds to the gallon. I think if you will notice on the head of the barrel the different weights will be given, while the invoice will show it in gallons figured at the above rate.

I hope this information will be of some service to you. I remain,

Yours sincerely,
H. J. Baldwin.

Are You Interested in This Proposal?

Tauranga, New Zealand, July 8, 1922.

The Manager,
Canadian Grocer,
Toronto.

Dear Sir:

It has been a desire of mine to see Canadian conditions, and I am wondering whether through your columns I could hit upon a grocer who would like to exchange places for say two years.

The stores I own are situated in good towns and we are doing a good business, but details in reference to exchange could be dealt with by letter between the parties concerned.

Of course, some guarantee of good faith and state of store's business would have to be taken into consideration, but that could be arranged.

I would like to hear from a man who owns a store producing about a profit of £2,000 yearly.

Thanking you,

Yours faithfully,
J. H. BEALE,
Beale Bros.

Wholesalers and Retailers' Committees Soon to Meet

Ottawa, Aug. 14. (Special.)—It will be remembered that at a joint conference between the members of the Canadian Wholesale Grocers' Association and a committee representing the Grocers' Section of the Retail Merchants' Association of Canada, held at Niagara Falls in June this year, special committees of both sides were chosen to meet and go over each of the items discussed at the conference and make a report. These committees will meet shortly, and in announcing this fact the secretary of the Advisory Committee of the Grocers' Section has the following to say:

"In our opinion, this is the first preparatory step toward improving the conditions of the retail grocery trade throughout Canada.

"If any members have any further questions that are not incorporated in the report of the conference which they desire to have laid before the joint committee, we would be pleased to have them send them to us as early as possible.

"It must be recognized by every retail grocer in Canada that the task the joint committee has ahead of it, in an endeavour to improve the legitimate channels of trade, is a big one, but it is not an insurmountable one. It may look difficult, because trade difficulties, like all other difficulties, never grow less by age. They become rather more securely rooted the longer they are left to grow, but by united effort we see no reason why they should not be uprooted. The first essential to proper trade improvement is a well grounded belief that the business we are engaged in is an essential and honourable occupation and, nothwithstanding any statements that may be made by those unfamiliar with commercial problems, retail merchants are a necessary and important part of every community, and they can never be dispensed with. Let us, then, use every endeavour to elevate and improve the retail trade of Canada through our associated efforts."

BOUGHT FOUR TONS OF SUGAR

"Canadian Grocer has been a great assistance to me in buying. I have been following the market reports very closely and have made considerable money by doing so. I bought four tons of sugar when the price was at the lowest. I have also bought considerable tea at the low price."

E. R. MOORE

Cumberland Bay, N.S.

CATALOGUES AND BOOKLETS

Channell, Limited, Toronto, have issued a folder inviting merchants to visit their booth at the Canadian National Exhibition in the Industrial Building.

Western News

W. Murray, manager of the W. G. Patrick Company, Winnipeg, has returned to the city after spending an enjoyable vacation at Detroit Lakes.

F. K. Keogh, of Hills Bros., Limited, New York, accompanied by Mrs. Keogh, while in Winnipeg, called on their western representatives Donald H. Bain Company.

E. S. Beaman of the American Peanut Corporation, Norfolk, Virginia, while on a business trip to Winnipeg renewed acquaintance with their western representatives, Donald H. Bain Company.

A. J. Schohl, sales manager of the Alexander Molasses Company, Limited, Cincinnati, paid a visit to the Western trade with their western representatives, H. P. Pennock & Company, Limited, Winnipeg.

G. D. Olds, sales manager of Hills Bros., Limited, of New York, accompanned by his wife Mrs. Olds while in Winnipeg, paid a visit to their western representatives Donald H. Bain, Company.

REMARKABLE RECOVERY BY CROPS IN SUMMERBERRY AREA

Summerberry, Sask., Aug 14.—Crop prospects in this district are good. To date there is no damage from any cause, no saw fly or rust being noticeable. There is a splendid stand of grain on all fields and it looks as if this district will have an average yield of 25 bushels of wheat. Heads are getting full and turning color. Cutting will be in full swing about Aug. 20.

There have been some of the most wonderful recoveries in the small area hailed here on June 25. The grain in one field was hailed completely out of sight on June 25; even the drill marks could not be seen. To-day there is an excellent crop of barley on it, fully headed and well filled, just 43 days since the storm.

Fall rye is an excellent crop here and is all cut.

BELGIUM CROP OF PEAS IS REPORTED EXCELLENT

L. Chaput Fils, Ltd., wholesale grocers of Montreal, have secured the Canadian agency for Van de Poel & Co's Belgian canned peas which are packed in Stabroeck, Belgium. These peas are packed in attractively labelled tins containing 14½ ounces net of the vegetable. The latest reports from Belgium tell of an excellent crop with prices on the new pack much lower than last year. It is expected that in view of the short crop of French peas, the Belgian peas will fill their place on this market. The first shipment of these goods is expected in Montreal next week on the S. S. Melita.

A NOVEL STUNT

The St. Clair Business Men's Association, Toronto, is going to conduct a novel stunt through the Exhibition fortnight. A brand new dollar bill will be withdrawn from a neighborhood bank by one of the association and it will be attached to a card upon which the first owner will sign his name. It will then be put into circulation and a list of its purchases will be kept throughout the two weeks.

PLACES OF INTEREST IN TORONTO AND WHERE SITUATED

City Hall—Head of Bay Street.

Queen's Park—In the heart of the city—at the head of University Avenue.

Parliament Buildings—In the centre of Queen's Park.

Toronto General Hospital—College and University Avenue.

University of Toronto—Queen's Park.

Public Library—Central Building at College and St. George Streets.

Observatory—Bloor West.

Royal Ontario Museum—253 Bloor West. Open every day from 10 a.m. to 5 p.m.

Art Gallery of Toronto—339 Dundas Street West. Open daily.

Exhibition Park—Comprising 264 acres. Situated along waterfront. Reached from downtown by King and Bathurst cars.

Allan Gardens—Toronto's botanical park at Carlton and Sherbourne Streets.

Riverdale Park—Off Broadview Avenue.

Island Park—Across the Bay—Ferries to the Park leave Bay Street wharf every twenty minutes.

Hanlan's Point—An amusement park across the Bay. Hanlan's Point stadium, the home of the Toronto Ball Club.

Scarborough Beach Park—lies just east of the city—an amusement park reached by King East street cars.

High Park—located at the western city limits—a natural piece of woodland cut up by ravines and small creeks.

Sunnyside Boulevard and Amusement Park.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

FEW changes are noted in the grocery markets this week as far as prices are concerned. The sugar market has been somewhat disturbed by the several amendments that have been offered at Washington, whereby the rates on sugar under the Emergency Tariff have been increased. The amendment that finally passed by a vote of 37 to 35, increases the rate on Cubas from $1.60 per cwt. to $1.84, and on full duty sugars from $2 per cwt. to $2.30. This it will be observed, while increasing the schedule rate, maintains the 20 per cent. preference on Cubas. Other amendments were introduced and rejected in favor of the one ultimately passed. Chief of the rejected amendments was that proposing a rate of $2 per cwt. on Cubas and $2.50 per cwt. on full duty sugars. It was rejected by a vote of 35 for to 37 against, which vote was reversed on the amendment carried. The senate is now to vote on the Bill and it is expected the vote will be taken during the week of August 21, before it finally goes to the president for his signature. Meanwhile increased rates on sugar have been unfavorably criticized by sugar interests, as it is estimated that it means an increased tax on the American public of two hundred million dollars annually.

The effect of all this discussion has been to unsettle the market, making holders of sugar in store anxious to unload them before the duty takes effect. Thus a buyers' market is created, with selling slightly shaded at 3¾c c. & f. for August shipment.

On account of the scarcity of demand, refiners find it difficult to maintain prices in the United States. Similar conditions prevail in Canada but there does not seem to be any disposition to lower prices.

Prices on the new crop California raisins are announced this week, and are lower than a year ago. Prices on the new crop California prunes and apricots are deferred. Standard peas, new pack, are quoted lower this week. Cereals in bulk are moving slowly but there is a moderate inquiry for the package lines. Both the coffee and tea markets display considerable strength. Fruits and vegetables are arriving freely and are quoted at lower prices.

QUEBEC MARKETS

MONTREAL, Aug. 17.—The prospects for the fall business in the grocery trade are bright. All the wholesale grocers are optimistic. The local crops are good and while prices are easier on farm produce, money in the country districts will be freer and credit conditions better. The sugar market holds its strong position with a further advance in the raw market. Molasses also reflects the strength of this market although there is no change. Japan teas are strong with a higher price quoted on the third crop. Coffee also shows more strength. The spice market is quiet but developments are expected towards the beginning of September. Dried fruits tend towards lower levels and lower prices on currants, raisins and figs are assured. Walnuts stand firm but there is an easier trend to almonds and filberts. Package goods and cereals are steady in price. Fresh fruits are easier and apples are plentiful in this district. The prospects for a good crop of tomatoes and corn are better but the season will be late.

CANNED FRUITS LOWER

Montreal.

CANNED GOODS. — The warmer weather makes the prospects better for tomatoes. Local wholesalers still hold out hope of a good crop of tomatoes although the season will be late. Everything now depends upon the weather. If the heat wave lasts the prices on canned tomatoes may be lower. It is now an established fact that canned fruits are to be lower. Jams are already lower in price. Canned peas are strong and French peas will be higher. There is however a good crop of Belgian peas and the prices are much lower. It is expected that these will take the place of the French peas this year. Canned corn, so far shows a strong tendency since the crop is not as good as was expected. The season so far has been too damp.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 2s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (3s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, sholce	....	2 05
Do., standard	....	2 80
Fine French, 2-lb.	....	2 80

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 80
2s	....	3 25
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	3 10
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s	....	4 20
Bartlett Pears	....	3 40
Greengage Plums, heavy syrup	2 20	2 90
Lombard plums, heavy syrup, 2-lb.	....	2 40

CEREAL MARKET QUIET

Montreal.

CEREALS.—There is no change in the cereal market. Buying is limited to small lots to meet immediate requirements but the tone is steady.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		2 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		5 25
Pearl Barley		8 85
Beans, Ont.		3 50
Do., Can.		3 50
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 08	0 08½
Split Peas		0 07¼
Peas, standard	1 70	1 80

COFFEE MARKET STRONGER

Montreal.

COFFEE.—The coffee market shows a much stronger tone and although buying at this season is limited, the prospects for the fall are better. Bearish reports are not so prevalent as they were and wholesalers express the opinion that early in the fall higher quotations will be made.

COFFEE—		
Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound		0 35

NUT MARKET EASIER

Montreal

NUTS.—While shelled walnuts are holding firm there is a weaker tendency in shelled almonds, filberts and Brazils. Buyers are holding off but activity in the market must come next month.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Valencia shelled almonds 3 crown		0 44
Pecans, new Jumbo, per lb.		0 60
Do., large, No. 2, polished	0 20	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled		0 50
Peanuts, Jumbo		0 16½
Filberts (Sicily,) per lb.		0 16
Do. shelled No. 1 Spanish		0 16½
Do., salted red		0 17
Fancy splits, per lb.		0 29
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell		0 30
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 28
Do., Bordeaux, shelled	0 58	0 60
NOTE—Jobbers sometimes make an added charge to above prices for broken lots.		
Do., shelled, No. 1 Virginia		0 12½
Peanuts (salted)—		
Fancy wholes, per lb.		0 34

BIG CROP OF FIGS AND RAISINS

Montreal

DRIED FRUITS.—The prospects are for much lower prices this fall on the majority of dried fruits. From Smyrna comes a report of an excellent crop of figs and raisins both in quality and quantity. Importers are assured of lower prices and in figs most of the business has been placed in the last ten days. In 1921 the actual crop of Smyrna raisins was 31,500 tons. The estimated crop this year is 98,000 tons. Last year the crop of figs was 19,400 tons. It is estimated to be 22,000 tons this year. As spot stocks of both are well cleaned up importers anticipate little trouble in disposing of the supply at the more reasonable figures which are expected. Lower quotations have been also made on California raisins. The opening price on Thompson seedless raisins is 4½c below that of last year.

Apricots, fancy		0 38
Do., choice		0 33
Do., slabs		0 30
Apples (evaporated) 25 lbs.		0 26
Do., 50 lbs.,		0 25
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed		0 31
Lemon		0 25
Orange		0 25
Citron		0 40
Raisins		
Valencias		0 19
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.		0 21
Do., 16 oz.		0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, excelsior, (36 10s), pkg.		4 50
Dromedary, (36-10 oz.)		7 20
Loose	0 10	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		12½

PACKAGE GOODS STEADY

Montreal.

PACKAGE GOODS.—The package goods market is without any changes in prices and buying is limited at this season.

PACKAGE GOODS—		
Aluminum package, 20s	6	25
Oatmeal, fine cut, 20 pkgs	5	50
Puffed Rice	5	70
Puffed Wheat	4	40
Farina, case, 24s	2	55
Hominy, pearl or gran., 2 doz.	3	00
Scotch Health Bran (20 pkgs.) case	3	50
Pancake Flour, barrel	7	1.
Pancake flour, self-raising, do.	1	50
Wheat Food, 18-1½s	3	25
Porridge wheat, 36s, case	6	40
Do., 20s case		50
Self-raising flour, (3-lb. bags, doz.	2	25
Do., (6-lb. pkg.) doz.	4	40
Corn starch (prepared)	0	09
Corn starch, 1 lb. pkgs.	0	07½
Potato flour	0	14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour	2	90
Shredded Krumbles, 36s	4	35
Shredded wheat	4	45
Cooked Bran, 12s	2	25
Enamel Laundry Starch, 40 pkgs. case	3	00
Celluloid starch, 45 pkgs. case	3	80
Malt Breakfast Food, (36 pkgs.)	9	60
Macaroni	3	15
Spaghetti	3	15
Egg noodles, Quaker	2	25
Canadian Cheese loaf, lb.	0	30
Pimento loaf	0	32
Swiss chees loaf	0	44

SUGAR MARKET STRONG

Montreal.

SUGAR.—Although the sugar market is quiet just now there is a strong tone that gives confidence that there will be more activity towards the end of this month. Raw sugar stands firm after a recent advance to a price of 3⅞ c & f New York.

SUGAR—		
Granulated, per cwt.	7	50
Do., barrels	7	55
Granulated, gunnies, 5-20	7	70
Do., cases, 20 5-lb. cartons	7	90
Do., gunnies, 10-10	7	80
Do., cases, 50 2-lb. cartons	8	00

RICE IS QUIET

Montreal.

RICE.—The rice market is quiet locally and while prices are steady there is no indication of any change at the present time.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 06½
Tapioca, per lb. (seed)		0 09
Do., (pearl)		0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

MAPLE SUGAR STRONGER

Montreal.

MAPLE SUGAR.—There is a little more interest in the maple sugar market, in prospect of the fall business. Nearly all the available maple sugar is now in second hands and the price is strong at 20c a pound. There is a likelihood of an advance and some dealers predict a price of 25c for September.

LITTLE CHANGE IN SPICES

Montreal

SPICES.—The only change of note is in a higher price on Jamaica ginger and its apparent scarcity. Some dealers predict that it will cease to be grown. Its price is likely to remain high.

SPICES—		
Allspice	0 18	020
Cassia, pure	0 26	0 26
Cassia compound		0 18
Caraway seed, Dutch		0 20
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves		0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 15
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 30
Do., ground, 1 lb. tins		0 35
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

JAPAN TEAS STRONG

Montreal.

TEAS.—The feature of the tea market is the advance in the quotation on the third crop of Japan teas, which brings the price up to the level of the second crop. Japan teas in general have advanced two cents in the last month on primary markets and an advance in wholesale prices would not be surprising. Black teas are steady with a fair demand.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 46	0 60
Orange Pekoes	0 60	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 60	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 57	0 62
Early picking	0 62	0 82
Finest grades	0 77	1 00

TOMATOES EASIER

Montreal.

VEGETABLES.—The dry weather has brought better prospects for tomatoes and corn. There is a fair supply of local tomatoes on the market but by the end of this week a plentiful supply with lower prices will be offered. The crop of potatoes is also more promising. Everything now depends upon the weather.

VEGETABLES—		
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.	....	2 40
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 25	5 75
New potatoes, local, per bag	1 90	2 15
Bermuda onions, crate	....	**2 50**
Egyptian onions, per 100 lb.	....	**5 00**
Spinach, barrel, local	0 40	0 50
Cucumbers, local, per doz	....	0 60
New turnips, per doz.	....	**1 50**
Parsley, per doz.	....	**2 00**
Radishes, per doz.	**0 10**	**0 15**
Tomatoes, 11 qt. basket	....	0 60

GOOD SUPPLY OF FRUIT

Montreal.

FRUIT.—There is an ever increasing supply of fruit on this market. Apples are increasing in quantity and decreasing in price. Some growers complain that the retailers are asking too much profit and hindering the marketing of the fruit. Apples will be low in price this year and in order to induce the growers to bring them to market there must be an improved demand created. Peaches and pears are lower but dealers feel that the price will be still lower during the next two weeks.

FRUIT—		
Apples, local, per bushel	....	1 50
Bananas (as to grade) bunch	**6 00**	**7 00**
Lemons, California	**7 00**	**8 00**
Lemons, 300s-360s, Messina	5 50	6 00
Florida, grape fruit	**3 00**	**3 00**
California Valencias	9 50	10 00
Oranges, late Valencias	10 50	11 50
California Pears, per case	....	**7 00**
Watermelons	0 50	0 65
Canteloupes, crate 16 qt.	....	1 25
Cherries, Red, 11 qt.	....	1 00
11 qt. baskets, black	1 25	1 35
Honey Dew Melons 6-8	5 00	6 00
Cherries, sour, 11 qt.	1 00	1 10
Plums, basket, qt.	....	0 35
Do., 11 qt.	....	0 60
Pears	1 65	3 25
Peaches, 6 qt.	0 50	0 60
Do., 11 qt.	0 60	0 75
Montreal melons, per doz.	....	1 80
Blueberries, 1 qt.	....	0 13

TORONTO MARKETS

TORONTO, Aug. 16.—The sugar market, while somewhat unsettled on account of the increased rates in the tariff in the United States, is unchanged as far as spot prices are concerned. The price, Montreal basis, is $7.50 per cwt., while the Toronto price is $7.84 per cwt. The market in canned goods this week is marked by a decline in the new crop standard peas, which are now quoted at $1.52½ per doz. Dried fruits on spot are unchanged. Prices on new crop prunes and apricots have not yet been named, but prices on the new crop raisins are out, and show somewhat easier levels as compared with a week ago. Bulk cereals are a little slow at the present time, but the packaged lines are selling well. The market for spices is active, with some advances as well as a few declines noted this week. Fruits and vegetables continue to arrive freely, and are offered at fairly easy levels.

BEANS HAVE MODERATE INQUIRY

Toronto.

BEANS.—No change is reported in the market for beans this week. There is a moderate inquiry for the same, but trade at this period of the year is always inclined to be a little slow.

BEANS—		
Candian hand picked, per bu.	....	4 40
Do., No. 1 lb. pickers, per bu.	**3 90**	**4 00**
Cal. Limas, per lb.	**0 11**	**0 11½**

PRICES ON NEW CROP RAISINS

Toronto.

DRIED FRUITS.—Spot prices of dried fruits are unchanged this week. Prices on the new crop California prunes and apricots have not yet been named. A meeting of the directors of the growers' association was held last week when it was thought that the quotations on the new crop would have been announced. However the announcement has been deferred. Prices on the new crop California raisins have been named, and are somewhat lower than last year. Newly seeded raisins to arrive about October first are quoted at 14½c for 15 oz. pkgs., at 15½c for the fancy, and at 13½c for the bulk boxes of 25 lbs. Advice from Smyrna regarding the new crop of Smyrna sultanas indicates that the price will be lower. They are due to arrive on this market about the middle of October. Prices on the new crop table raisins have been announced by the Malaga Packers' Association. The crop this year is earlier than usual and of better quality.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	0 49
Lemon caps, 12-lb. boxes, lb.	....	0 31
Orange caps, 12-lb. boxes, lb.	....	0 32
Mixed containing 4½ lb. lemon per lb.	....	0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	0 15½
Dates—		
Excelsior, pkgs., 3 doz., in case	....	4 00
Dromedary, 3 doz. to case	....	7 50
Do., 4 doz. to case	....	3 90
Fard, per lb.	....	0 26
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	....	0 17
60-70s, 25s	....	0 16
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California Sultanas, lb.	....	0 14½
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11 oz. pkts.	....	0 14½
Seedless, 15-oz. pkts.	....	0 17½
Do., 8 oz. pkt.	....	0 10½
Do., 11 oz.	....	0 14½
Thompson's seedless, 25s	....	0 16
Valencia, Spanish	0 19½	0 20½
Custers, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.	....	0 10½
Layer, 1 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Choice	....	0 32
Standard	....	0 28

COFFEE MARKET IS STRONG

Toronto.

COFFEES.—The tendency in the market for coffees is towards higher levels, according to reports from primary points. The market in New York is reported very strong, reflecting a firmer position on spot. While prices here are unchanged as compared with a week ago, quotations are very firm. Buying is fairly active.

COFFEE—		
Java, Private Estate	**0 51**	**0 53**
Begotas, lb.	....	**0 48**
Guatemala, lb.	**0 45**	**0 52**
Mexican, lb.	....	**0 55**
Maracaibo, lb.	**0 47**	**0 48**
Jamaica, lb.	....	**0 35**
Rio, lb.	**0 23**	**0 25**
Santos	....	**0 35**
Mocha, lb.	**0 52**	**0 55**

CEREALS HOLD STEADY

Toronto.

CEREALS.—Bulk cereals are inclined to be a little quiet at the present time, but the market is unchanged as far as prices are concerned. Buying is only in moderate quantities. The fact that crops of grains promise particularly well, with the possibility of somewhat lower prices prevailing, dealers state, is responsible for limited buying.

CEREALS—		
Barley, pearl, 98s	....	**5 00**
Barley, pot, 98s	....	**3 75**
Cornmeal, golden, 98s	....	**2 80**
Oatmeal, 98s	....	**3 85**
Corn flour, 98s	....	**2 80**
Rye flour	....	**4 40**
Rolled oats, 90s	....	3 30
Rolled wheat, barrel	....	**6 25**
Cracked wheat, bag	....	**5 00**
Breakfast food, 98s	....	**4 75**
Rice flour, 100 lbs.	....	**10 00**
Flaxseed, 98s	....	**7 00**
Peas, split, per bag	....	**7 50**
Marrowfat Green peas, Ont.	**7 75**	**8 50**
Graham flour, 98s	....	**4 50**
Whole Wheat Flour	....	**4 10**
Wheat Kernels	....	**5 25**

RICES HOLD FIRM

Toronto.

RICES.—The market for rice is quiet at the present time. There is not a great deal of demand, and while the market at points indicates a strong situation, no change has taken place in spot quotations.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07½	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	**0 7½**	**0 08**
White Sago	0 08	0 08½
Do., fancy	0 09½	0 10

LOWER PRICES ON PEAS

Toronto.

CANNED GOODS.—The feature of the canned goods market this week is the lower price quoted on standard peas. The opening price on the new crop standard peas was $1.58 per doz. This week a decline is announced and wholesalers are quoting them on the basis of $1.52½ per doz. Other lines of new crop peas are unchanged. There is a very active inquiry for canned salmon at the present time, wholesalers quoting ones at $5.60 per doz., and the halves at from $2.90 to $3. Canned strawberries, twos, in heavy syrup, are selling well, and the market is strong for the same. Apples in solid pack, No. 10 tins, are quoted on the basis of $6.90 per doz.

CANNED GOODS—		
Shrimps	2 85	....
Salmon—		
Sockeye 1s, doz.	....	**5 60**
Do., ½s, doz.	2 90	3 00
Alaska red, 1s.	....	**4 25**
Cohoe 1s, doz.	....	**2 90**
Do., ½s, doz.	....	**1 45**
Pinks, 1s, doz.	....	**1 50**
Lobster, ½-lb. doz.	5 25	....
Do., ¼-lb. tins	2 90	3 25
Whale steak, 1s, flat, doz.	**1 75**	**1 90**
Pilchards, 1-lb. talls, doz.	**1 75**	**1 80**
Herrings in Tomato Sauce—		
Ovals 1s per doz.	**1 75**	**2 15**
Ovals ½s, per doz.	....	**1 30**
Kippered Herrings—		
Ovals 1s, per doz.	**1 75**	**2 00**
Ovals, ½s, per doz.	....	**1 30**
Canned Vegetables		
Peas, extra sifted, doz.	2 80	....
Sweet Wrinkle, doz.	2 35	....
Early June, doz.	1 87	....
Peas, standard, doz.	1 52½	....
Beets, 2s doz.	**1 45**	**2 45**
Beans, golden wax, doz.	....	**2 15**
Do., Golden wax, fancy, doz.	....	**2 25**
Asparagus tips, doz.	**4 85**	**5 00**
Do., butts, doz.	....	**4 60**
Canadian corn	**1 20**	**1 50**
Tomatoes, 2½s doz.	**1 70**	**1 80**
Pumpkins, 2½s	**1 90**	**1 80**
Spinach, 2½s doz.	....	**2 95**
Do., 2s	....	**2 25**
Pineapples, sliced, 2½s doz.	....	**2 75**
Do., sliced, 2½s, doz.	....	**4 25**
Apples, gal. water pack, doz.	....	**5 60**
Do., gal. steam pack. doz.	....	**6 80**
Do., 2½s, doz.	....	**1 75**
Pears, 2s, doz.	....	2 90
Peaches, 2s, doz., H. S.	....	**3 25**
Plums, Lombard, 2s, doz.	**2 40**	**3 10**
Blueberries, 2s	**2 35**	**2 45**
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	**4 50**	**6 00**
JAMS—		
Black currants, 12 oz. doz.	**3 00**	**3 25**
Do., 16 oz. doz.	**3 50**	**3 90**
Do., 4s, each	**0 95**	**1 07**
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	**0 92**	**0 98**
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90
Marmalade—		
12 oz., glass, doz.	**2 25**	**2 45**
16 oz., glass, doz.	**2 75**	**2 90**
No. 4 tins, each	**0 58**	**0 65**

SPICE MARKET IS STRONG

Toronto.

SPICES.—The market for spices shows some changes in the matter of prices this week. The situation in both mace and nutmegs is very strong, the former being quoted at from 55c to 65c per lb., and the former at from 30c to 40c for the whole, and at 30c for the ground. Both black and white pepper are selling at slightly easier figures, at from 18 to 20c for the black, and at from 28 to 30 cents for the white. Carraway seed whole is offered at from 20c to 25c, the market for the same being very strong.

SPICES—		
Cassia	**0 22**	**0 24**
Cinnamon	**0 35**	**0 40**
Cloves	**0 60**	**0 60**
Cayenne	**0 35**	**0 37**
Ginger, Cochin	....	**0 30**
Do., Jamaica	....	**0 55**
Mustard, pure	....	**0 45**
Pastry	....	**0 25**
Pudding spices	0 18	0 20
Mace	0 55	0 65
Peppers, black	0 18	0 20
Do., white	0 28	0 30
Paprika, lb.	....	**0 45**
Chillies, lb.	....	**0 50**
Nutmegs, selects, whole	**0 30**	**0 40**
Do., ground	....	0 30
Mustard seed, whole	....	**0 25**
Celery seed, whole	....	**0 45**
Coriander seed	....	**0 18**
Carraway seed, whole	0 20	0 25
Curry Powder	....	**0 35**
Cream of Tartar—		
French, pure	**0 35**	**0 40**
4-oz. packages, doz.	....	**1 75**
2-oz. pkgs., doz.	....	**0 90**

SYRUPS ARE HOLDING FIRM

Toronto.

SYRUPS.—The market for syrups and molasses continues quiet and unchanged. There is not a great deal of inquiry at this time.

SYRUPS—	
Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bbls.	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, ½ doz.	
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case..	4 50
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins, 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	11 00
1¼ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple sugar, 1 lb. blocks, per lb.	0 18
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails—No. 2	1 70
West India, gal.	0 30
Molasses, table grade	
No. 2 tins, 2-doz. case	6 25
Pails No. 5	3 35

NUTS ARE UNCHANGED

Toronto.

NUTS.—The market for nuts is for the most part unchanged, and inclined to be quiet. Advices received by importers indicate that prices on pecans are likely to be higher. Dealers at present are quoting them on the basis of 27c per lb. Spanish filberts for future delivery are quoted somewhat lower. Spanish peanuts shelled are quoted on the basis of 13c per lb. Walnuts are unchanged in price.

NUTS—		
Almonds, Tarragonas, lb.	**0 22**	**0 24**
Walnuts, Grenobles, lb.	**0 30**	**0 32**
Do., Marbot	**0 25**	**0 26**
Do., California	**0 30**	**0 40**
Do., Manchurian	....	**0 25**
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	**6 00**	**7 50**
Do., unsweetened, strip, lb.	....	**0 22**
Do., sweetened, lb.	....	**0 22**
Do., shred	....	**20**
Peanuts, roasted, lb.	**0 19**	**0 21**
Brazil nuts, large, lb.	....	**0 13**
Mixed nuts, bags 50 lbs	**0 20**	**0 25**
Pecans	....	**0 27**
Shelled—		
Almonds, lb.	**0 47**	**0 50**
Filberts, lb.	**0 21**	**0 37**
Walnuts, Bordeaux, lb.	0 62	0 65
Do., Manchurian, lb.	0 62	....
Do., broken	0 40	0 50
Jordan Almonds	**0 70**	**0 75**
Brazils, lb.	....	**0 65**

PACKAGED GOODS

Toronto.

PACKAGED GOODS.—There continues a very good inquiry for packaged goods, with the market showing no change as far as prices are concerned.

Rolled Oats, 20s, round case	....	**5 00**
Do., 18s, case	....	**2 00**
Do., 20s, square case	....	**5 00**
Do., Aluminum Prem., 20s	....	**6 15**
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	**6 00**
Do., 20s, family, case	....	**6 80**
Package Peas, per doz.	....	**0 90**
Cornstarch, No. 1, lb. carton	....	**0 09**
Do., No. 2, lb. cartons	....	**0 07½**
Laundry Starch	....	**0 07**
Do., in 1-lb. cartons	....	**0 07¾**
Do., in 6-lb. wood boxes	....	**0 10¾**
Do., in 6 lb. tin cannisters	....	**0 11½**
Celluloid starch, case	....	**3 80**
Potato flour, 1-lb.	....	**0 14½**
Fine Oatmeal, 20s	....	**5 75**
Cornmeal, 24s	....	**2 30**
Farina, 24s	....	**3 25**
Barley, 24s	....	**2 75**
Self-rising Pancake Flour, 24s	**2 70**	**4 75**
Buckwheat Flour, 24s	....	**2 70**
Self-rising Pancake Flour, 18s	....	**3 85**
F. S. Hominy, gran. case	....	**3 00**
Do., pearl, case	....	**3 00**
Scotch pearl barley case	....	**2 70**
Puffed rice pancake flour, 24s	....	**2 90**
Macaroni 30-16 oz. per case	**3 15**	**3 40**
Do., 30-8 oz. per case	**2 00**	**2 20**

TEAS TEND HIGHER

Toronto.

TEAS.—The market for teas continues to show a strong situation, the lower as well as the better grades indicating a tendency to advance. Prices on spot are unchanged, and the demand is moderately active in a period of generally quiet business.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	**0 42**	**0 58**
Broken Pekoes	**0 45**	**0 68**
Broken Orange Pekoes	**0 50**	**0 80**
Japans and Chinas—		
Early pickings, Japans	....	**0 65**
Do., seconds	**0 50**	**0 55**
Hyson thirds	**0 32**	**0 40**
Do., points	**0 45**	**0 57**
Do., sifted	**0 65**	**0 65**

FLOUR IS UNCHANGED

Toronto.

FLOUR.—The situation in flour continues much the same as a week ago, first patents being quoted at $7.90 per bbl., and second patents at $7.40.

FLOUR—		
First Patents, in cotton bags, bbl.	....	7 90
Second Patents, in jute bags, bbl.	....	7 40

SUGAR MARKET IS UNSETTLED

Toronto.

SUGAR.—The sugar market has been somewhat disturbed by the action of the United States senate in voting in favor of an increase in the tariff rates on sugar in that country. Smoot of Utah, succeeded in getting his passed by a vote of 37 to 35. By this amendment the rates under the emergency tariff of $1.60 per cwt. on Cubas, and $2 on full duty sugars have been increased to $1.84 and $2.30 respectively. This it will be observed while increasing the schedule rate, maintains the 20 per cent. preference on Cubas.

The effect of all this discussion on sugar in the United States has been to unsettle the market making holders of sugars in store anxious to unload them before the duty takes effect, thus creating a buyer's market, with selling prices somewhat shaded at 3¾c c. & f. for Au-

gust. At the close of last week the market was firmer with ready buyers at 3 1/4c for sugars in any position, and sales are reported of 10,000 bags August loading at 3.60c f.o.b. Cuba. On account of the scarcity of demand, refiners find it difficult to maintain prices in the United States, similar conditions also prevailing here, but there appears to be no disposition to lower prices.

SUGAR—

Acadia Sugar Refinery, ex. gran.....	7 84
Dom. Sugar Refinery, ex. gran.....	7 78
Canada Refinery, gran.	7 84
St. Lawrence Refinery, gran.	7 84
Atlantic Refinery, gran.	7 84

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

MILLFEEDS ARE STEADY

Toronto.

MILLFEEDS.—There is a very good inquiry for both bran and shorts. Prices are steady, dealers quoting bran at $25.25 per ton, and shorts at $27.25 per ton.

MILLFEEDS—

Bran, per ton	25 25
Shorts, per ton	27 25

FRUITS ARE LOWER

Toronto.

FRUITS.—The market for fruits continues extremely active with plenteous supplies of seasonable varieties arriving. Demand is good, and prices fairly well maintained. Canadian peaches are now coming forward in good supply, and are quoted in 11 qt. baskets at from 85c to $1.25 and in 6 qt. baskets at from 40 to 85c. California elbertas in 10 box lots are quoted at $1.75 per box. Apples are quoted lower this week at $2.50 for bushel baskets and at from 30 to 50 cents for 11 qt. baskets. Lawton berries are quoted at 25c per box. 11 qt. basket plums are quoted at from 40 to 75c and the 6 qt. baskets at from 30 to 50c.

FRUITS—

Oranges, Cal. Val.	7 50	10 00
Lemons, Verdellis, 300s, per box	5 00	....
Bananas, per lb.	..	0 07
Blueberries, 11 qts.	1 75	2 00
Grapefruits, 64s, 80s, 100s, and 126s	6 50	7 00
Watermelons, ea.	0 90	1 00
Cantaloupes, standards	5 00	5 50
Do., flats	....	2 50
Peaches, Elbertas, 10 box lots..	....	1 75
Do., single box	....	185
Apples, bus. bkt.	....	1 75
Do., 11 qt. basket	0 30	0 50
Black Currants, 11 qts.	....	3 00
Do., 6 qts.	....	1 75
Red Currants, 11 qt.	1 25	1 50
Lawtonberries, box, each	....	0 25
Pears, Cal. Bartlett, box	....	4 75
Plums, local, 6s.	0 30	0 50
Do., ... 11s	0 40	0 75
Peaches, 6 qts.	0 40	0 85
Do., 6 qts.	0 85	1 25

VEGETABLES ARE PLENTIFUL

Toronto.

VEGETABLES. — Wholesalers are quoting potatoes on the basis of $1 per bag, the market for these same being easier this week. Onions in bags of 100 lbs. are offered at $3.50, and Spanish onions, large cases, are offered at $5, half cases being $2.75 each. Corn is now arriving freely, and is quoted at from 15 to 20 cents per doz. Tomatoes in 11 qt. baskets are quoted at from 50 to 75 cents.

VEGETABLES—

Potatoes, local, new bag	1 00	1 50
Onions, per bag, 100 lbs.	....	3 50
Do., Spanish, large cases.....	....	5 00
Do., Spanish, half cases	....	2 75
Green Onions, local, doz.	0 25	0 30
Beets, local, do. bun.	0 20	0 25
Carrots, doz. bun.	0 20	0 25
New cabbage, per doz.	....	0 50
Radish, per doz.	....	0 25
Green peppers, 11 qt.	0 40	0 50
Wax beans, basket	....	0 40
Cucumbers, per basket	0 20	0 25
Cauliflower, doz.	2 00	2 50
Parsley, 11 qt. bkt.	....	0 50
Vegetable marrow, doz.	0 90	1 00
Celery, doz.	0 75	1 00
Corn, doz.	0 15	0 20
Do., Golden Bantam, 10 doz...	....	2 00
Tomatoes, 11 qt. baskets	0 50	0 75

MANITOBA MARKETS

WINNIPEG.—Business in wholesale and retail circles is showing a marked improvement. Cutting of the grain in the Prairie Provinces is in full swing and a large number of men from all over the country have arrived to help harvest this year's crop. New prices on new crop raisins have been named by the Association and are about half a cent per pound higher than quotations that were named on the old crop last week. Due to many lines of raisins being completely sold out, old crop prices have been withdrawn. New canned strawberries and cherries as well as peas have arrived and prices on fruits are about the same as last year's with peas slightly lower. Teas continue to show strength while coffee, although firm in primary markets, holds fairly steady on spot. Sugar continues to hold firm with prospects of an advance in the near future on account of the high price of raws. Rice is ruling firm with millers at the Coast advancing their prices. There is an abundance of vegetables on the market at slightly lower figures. Fruits are in fair demand at lower quotations.

FIRM COFFEE MARKET

Winnipeg.

COFFEE.—The market holds firm with local conditions unchanged. New crop Santos coffee will arrive on the local market some time in October. Buyers are purchasing in small quantities to meet their necessary requirements.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 23	0 30
Bogotas, roasted, best grade, lb...	0 40	0 43
Mocha (types), best grade, lb....	0 51	0 53
Bourbon, best grade, per lb.....	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

NEW CANNED GOODS ARRIVE

Winnipeg.

CANNED GOODS.—New pack salmon is now on the market and there is a good demand for both sockeye as well as the cheaper grades. New pack Canadian cherries, strawberries and peas have arrived and the quality generally speaking is good. Prices will be about the same as last year with the exception of peas which will be slightly lower. California canned fruits are practically cleaned up and as the new pack will not arrive until October higher prices are expected on American lines. Canadian gallon apples are finding ready sale due to the scarcity of evaporated apples.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz. ..	....	2 75
Finnan Haddie, ½s, 8 doz. case		7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.	....	3 00
Do., ½s, 4 doz. case, case.....	....	5 00
Oysters, 1s, 4 oz. 4 doz. case. case....		8 40
Do., 2s, 8 oz. 2 doz. case, case.	....	7 50
Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	8 50
Salmon—		Per case
Sockeye, 1s, tall, 4 doz. case..	....	20 00
Do., ½s, flat, 8 doz. case ..	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	14 00
Do., ½s, flat, 8 doz. case.....	....	15 00
Cohoe, 1s, tall, 4 doz. case ..	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case.....	....	8 00

CANNED FRUITS (Canadian)—

		Per case
Apples, 6 tins, in case	....	3 25
Blueberries, 2s, 2 doz. case	....	5 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case		7 50
Lawtonberries, 2s, 2 doz. case ..	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case ..	8 00	8 60

CANNED FRUIT (American)—

		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case..	....	10 85
Do., Halves, 1s, 4 doz. case .	....	10 [illegible]
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 50

STARCH ADVANCES

Winnipeg.

STARCH.—There has been an advance of ¼c. per lb. on all lines of starch. The demand locally is normal.

HIGHER PRICES ON RICE

Winnipeg.

RICE.—The rice market is ruling firm with millers at the coast quoting higher figures. Siam is quoted at 6c. per lb. Southern Blue Rose 8½c., Patna at 7¾c. and Carolina at 10c. per lb.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 08⅛
Do., 50-lb. sacks, lb.	0 08⅜
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

NEW RAISIN PRICES

Winnipeg.

DRIED FRUITS.—The Raisin Association has named its prices on new pack raisins. They are about half a cent a pound higher than quoted on the old crop. The prices on old raisins

have been withdrawn on package, seeded and muscatels as it was found that the California market was practically bare of these lines. Locally some small quantities of raisins have been sold at slightly lower prices but spot stocks are limited. There is a good demand for peaches and prunes.

DRIED FRUITS

Evaporated apples, per lb.	0 25
Currants, 90 lb., per lb.	0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.	0 12
Dates, Hallowee, bulk, lb.	0 13
Do., pkgs., 3 doz. case, lb.	0 09
Figs, Smyrna, per lb.	0 14½
Loganberries, 8 oz., 4 doz. case, pk.	0 27¼
Peaches, standard, per lb.	0 21
Do., choice, per lb.	0 22
Do., fancy, per lb.	0 25
Do., Cal., in cartons, per carton	1 00
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 30
Prunes—	
30-40s, 25s, per lb.	0 24
40-50s, 25s, per lb.	0 20
50-60s, 25s, per lb.	0 17½
60-70s, 25s, per lb.	0 16
70-80s, 25s, per lb.	0 14½
90-100s, 25s, per lb.	0 12½
In 5-lb. cartons, carton	0 73 0 80
Raisins—Seeded—	
Cal., pkg., 16 oz., fancy, per pkg.	0 21½
Do., pkg., 12 oz., fancy, per pkg.	0 17½
Do., 16 oz., choice, per pkg.	0 21
Do., 12 oz., choice, per pkg.	0 16
Cal., 5 lb. cartons, per carton	1 15
Do., bulk, 25-lb. boxes, per lb.	0 20
Raisins—Seedless—	
Cal., pkg., 11 oz., per pkg.	0 20
Do., bulk, 25-lb. boxes, per lb.	0 22
Do., bulk, 5-lb. cartons, per carton	1 15
Do., Cal. Muscatels, 5 lb. carton, per carton	1 15
Apricots—	
Do., Standard, 10s, per lb.	0 32
Do., 25s, per lb.	0 30
Do., Choice, 10s, per lb.	0 34
Do., 25s, per lb.	0 32
Do., Fancy, 10s, per lb.	0 36

CEREALS CONTINUE STEADY

Winnipeg.

CEREALS.—There has been a revision in prices on Kellogg's London and Kellogg's Waxtite corn flakes. New quotations are $3.60 per case of 3 doz. Rolled oats are slightly easier. Cornmeal is showing a firmer tone. The bean market is holding steady and buyers are waiting for new quotations on the new crop, and lower prices are expected. Barley is slightly higher. Sales at this season of the year are limited.

PACKAGE CEREALS—	
Rolled Oats, 20s, Rd. Ct. 3 85	4 25
Do., 36s, case, square pkts.	4 00
Do., 18s, case	1 70
Corn Flakes, 36s, case 3 15	3 60
Cornmeal, 2 doz. case, per case	2 85
Puffed wheat, 4 doz. case, per case	4 40
Puffed Rice, 3 doz. case, per case	5 70
Cream of Wheat, 3 doz. case per case	7 50
Grape Nuts, 2 doz. case, per case	3 80
Package Peas, 3 doz. case	3 00
BULK CEREALS—	
Rolled Oats, 80s, per bag	2 65
Do., 40s, per bag	1 40
Do., 20s, per bag	0 75
Do., 10-8s, per bale	3 40
Oatmeal, 98s, gran. for stand bag	3 60
Wheat granules, 98s, per bag	4 70
Do., 16-6s, per bale	5 90
Peas, whole green, 100 lb. bag, per bushel	4 75
Peas, split, yellow, 98s, per bag	8 00
Do., split, yellow, 49s, per bag	4 10
Beans, fancy, hand picked, 100 lb. bag per bushel 3 60	4 25
Beans, Lima, 100 lb. bag, per lb. 0 13½	0 14½
Barley, pot, 98s, per bag	3 20
Do., pot, 49s, per bag	1 65
Do., pot, 24s, per bag	0 85
Barley, pearl, 98s, per bag	4 35
Do., pearl, 24s, per bag	1 15
Cornmeal, 98s per bag	2 75
Do., 49s, per bag	1 45
Do., 24s, per bag	0 75
Do., 10-lbs. per bal.	3 35
Buckwheat, Gritz, 98s, whole, per bag	6 00

FLOUR MARKET UNCHANGED

Winnipeg.

FLOUR.—There is no change in quotations on flour. Purchases are made for immediate shipment to fill their necessary requirements.

FLOUR—	
98 lb. sacks	3 90
Two 49 lb. sacks	3 97½
Four 24 lb. sacks	4 07½

JAMS RULING FIRM

Winnipeg.

JAMS.—The jam market is ruling steady with little indication that prices will be any lower as manufacturers are maintaining present prices. The trade expects within the next month or so that the demand for jams will show an improvement at the present basis.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80
Peach, 4s, per tin	0 70	0 80
Compound (all flavors) 4s tin		0 45

STRONG PEANUT MARKET

Winnipeg

NUTS.—No. 1 shelled Spanish peanuts are ruling firm and quotations have advanced. Shelled Bordeaux walnuts are showing signs of scarcity and it is not likely there will be sufficient old crop to carry over until the new is available. It is reported that there will be a bumper crop of almonds.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

STRONG TONE TO SUGAR

Winnipeg.

SUGAR.—Refined sugar is steady on the basis of $8.50 Winnipeg. The raw market is showing a firmer tone and a probable advance in the near future is expected.

SUGAR—	
Extra gran., bags, 100 lbs.	8 50
Do, gunnies, 5-20 lbs.	8 90
Do, cartons, 20-5 lbs.	9 10
Do., gunies, 10-10 lbs.	9 00
Yellow, No. 1, lt. bags, 100 lbs.	8 10
Do., golden bags, 100 lbs.	8 00
Powdered sugar, bbls.	8 90
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 30
Icing, barrels	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lb.	9 40
Soft lumps, boxes, 100 lbs.	9 30
Do., boxes, 50 lbs.	9 60
Do., cases, 20 cartons	10 35
Do., cases, 40½ lbs.	11 10
Small lump boxes, 100 lbs.	9 20
Do., boxes, 50 lbs.	9 30
Do., boxes, 25 lbs.	9 50
Do., cartons, 50 2-lb.	10 60
Do., boxes, 25 lbs.	9 30
Hard lump boxes, 100 lbs.	9 45
Do, boxes, 50 lbs	9 60

TEAS CONTINUE STRONG

Winnipeg.

TEAS.—All tea markets continue to maintain a firm tone. The better grades of Indian and Ceylon are in good demand with quotations in primary markets higher. The common grades have also firmed up and there is little prospect for an easier situation.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

NO CHANGE IN SYRUPS

Winnipeg

SYRUPS.—There is a steady movement for cane and sugar syrups with the market steady. Molasses are showing a firmer tone as a result of the upward trend in raw sugar.

CANE SYRUP—	
No. 2s, 2 doz. case	5 30
No. 5s, 1 doz. case	6 15
No. 10s, ½ doz. case	5 70
No. 20s, ¼ doz. case	6 55
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	17 80
Pure, 5s, per case of 1 doz.	16 20
Pure, 10s, per case of ½ doz.	15 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	3 00
Do., 3s, tins, per case of 1 doz.	3 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 35
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½s, tins, 4 doz. case	4 15
2s, tins, 3 doz. case	3 40
2½s, tins, 2 doz. case	3 25
5s, tins, 1 doz. case	3 00
10s, tins, ½ doz. case	2 90

ABUNDANCE OF VEGETABLES

Winnipeg.

VEGETABLES.—Heavy shipments of new vegetables are in abundance on the local market. New peas are quoted at 4c. per lb. with beans at 3c. New beets, turnips and carrots are selling freely at lower quotations. New potatoes are quoted at 60c. per bushel. Ontario tomatoes are arriving in good quantities and are offered to the trade at $1.25 per basket.

VEGETABLES—	
Cabbage, per lb.	0 04½
Leaf lettuce, per doz.	0 30
Head Lettuce, per doz.	0 75
Green onions, per doz.	0 15
Cucumbers, per doz.	2 25
Tomatoes, per case	2 00
Celery, per lb.	0 12
Onions, per sack	4 50
Rhubarb, per lb.	0 02

APPLES IN DEMAND

Winnipeg.

FRUITS.—There is a good demand for Duchess apples at $7.50 per barrel and $2.75 in bushel baskets. Crabapples are quoted at $2.50 per case and in 10-case lots at $2.35. Crawford peaches are

(Continued on page 53)

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Aug. 15.—Broken shelled walnuts are easier in price this week, now being offered at 38c per lb. Several varieties of pickles and olives are reduced, while malt vinegar in quarts is advanced 25c per dozen. Canned tomatoes are easier in price, 2½s being quoted at $4.25 per case.

Beans, Kotenash, per cwt.	6 25	....
Rolled oats 80s	....	3 00
Rice, Siam	**5 90**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.	....	7 90
Sugar, pure cane, gran., cwt.	....	8 84
Cheese, No. 1, Ont., large	....	0 20½
Alberta cheese, twins	....	**0 20**
Do., large	....	**0 22**
Butter, Creamery, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s	....	10 80
Eggs, new laid, local, case	....	**7 00**
Tomatoes, 2½s	4 40	4 50

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Aug. 15.—New potatoes are quoted at from 80 to 90 cents per bushel. Clear pork is quoted lower on the basis of $33.50 per bbl. Lard is quoted lower at 17c for pails and at 16½c for tubs. Shortening in pails is quoted at 16c, and in tubs at 15½c. Creamery butter is quoted at 37c. Rolled oats in bbls. are quoted at $8.50, and in bags at $3.75. Molasses is 70c per gal.

Rolled oats, bag	....	3 75
Do., bbls.	....	8 50
Cornmeal, gran., bags	....	**2 75**
Rice, Siam, per cwt.	....	**6 60**
Tapioca, per 100 lbs.	....	**9 50**
Molasses, gal.	....	0 70
Tomatoes, cans, doz.	....	1 90
Raisins, Valencia layers	0 24	**0 30**
Currants, cleaned	....	**0 20**
Prunes, 90-100, 25-lb. boxes	....	**0 14**
Lemon peel	....	**0 34**
Orange peel	....	**0 34**
Citron peel	....	**0 46**
Walnuts	....	**0 23**
Almonds	....	**0 22**
Brazils	....	**0 20**
Peanuts	....	**0 13**
Filberts	....	**0 16**
Cocoanuts, bag	....	**6 00**
Potatoes, per bushel	0 80	0 90
Pork, c'ear, bbls.	....	33 50
Oranges, per case	11 00	12 00
Bananas, per lb.	....	0 08
Lemons, case	....	7 00
Grapefruit, case	9 00	....
Pigs' feet, per 20-lb. pail	....	2 25
Hams, shoulder, per lb.	....	**0 22**
Bacon, side per lb.	....	0 33
Bacon roll, per lb.	....	**0 62**
Lard, pure, in pails, lb.	....	0 17
Lard, pure, in tubs, lb.	....	0 16½
Shortening, in pails, lb.	....	0 16
Shortening, in tubs, lb.	....	0 15½
Butter, creamery prints, lbs.	....	0 37

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, Aug. 15.—Few changes are announced in the markets this week. Prices are for the most part steady. Smoked meats are the exception, showing a decline of one cent per pound, breakfast being offered at 32c per lb. and roll bacon at 23c Hams range in price from 31 to 36c per lb.

Flour, No. 1 patents, bbl.	....	10 00
Cornmeal, bags	....	2 50
Rolled oats, per bag	....	**4 00**
Rice, Siam, per 100 lbs.	0 08½	....
Tapioca, 100 lbs.	....	7 50
Sugar, standard, gran.	....	7 75
Do., No. 1, yellow	....	7 25
Molasses, gal.	....	0 70
Cheese, Ont., twins	....	0 20
Eggs, fresh, doz.	....	0 32
Lard, compound	....	0 16½
Do., pure, lb.	....	0 18
American clear pork, bbl.	....	33 00
Tomatoes, 2½s., stan., doz.	....	**2 00**
Hams, aver., 25-35 lbs.	....	0 31
Do., aver., 18-25 lbs.	....	0 33
Hams, aver., 12-18 lbs.	....	0 36
Rol. Bacon	....	0 23
Breakfast Bacon	....	0 32
Butter, creamery, prints, lb.	....	0 37
Do., creamery, solids	....	0 35
Raspberries, 2s Ont., doz.	....	**4 00**
Peaches, 2s, standard, doz.	....	**2 90**
Corn, 2s, standard, doz.	....	**1 60**
Peas, standard, doz.	....	**1 85**
Strawberries, 2s, Ont., doz.	....	3 90
Do., pinks	....	7 00
Do., Cohoes	....	14 00

WINNIPEG MARKETS

(Continued from page 52)

selling freely at $2.25 per case. California bartlett pears are in good demand at $5.25 per case witht Washingtons at $4.25. Plums continue to rule steady at $2.50 to $3. Apricots are quoted at $2.50 per case. Oranges are slightly higher and larger sizes are quoted at $11. Bananas are easier in price at 8c. per lb. There is a good demand for lemons at $7.50 to $9 per case.

FRUITS—		
Peaches, per case	2 25	....
Plums, per case	....	2 50
Pears, per case	....	5 00
Apples, per box	....	2 75
Apples, per basket	....	2 75
Raspberries, per case	....	4 00
Cherries, per case	....	3 50
Cantaloupes, per case (Flats)	2 00	....
Cantaloupes, (Standards) per case	5 00	....

SPICES HOLD STEADY

Winnipeg.

SPICES.—There is a fair demand on the local market for spices. Peppers are reported fairly active with gingers showing a slightly firmer tone.

SPICES—		
Allspice, Jamaica, best qual., lb.	....	**0 18**
Cassia, Batavia, per lb.	....	**0 35**
Do., China, per lb.	....	**0 26**
Chillies, per lb.	....	**0 55**
Do., No. 1 per lb.	....	0 53
Cinnamon, Ceylon, per lb.	....	0 50
Do., No. 10, carton, doz.	....	**0 75**
Cloves, Penang, per lb.	....	0 95
Do., Amboyna, per lb.	....	0 90
Do., Zanzibar, per lb.	....	**0 60**
Ginger, washed, Jamaica, No. 1	0 55	0 60
Do., Jamaica, No. 2	....	0 50
Do., Japan or Africa, lb.	....	0 20
Mace, extra bright Penang, lb. per lb.	....	0 65
	....	0 35
NUTMEGS—		
Nutmegs, extra large brown, 70 lb., per lb.	....	0 55
Do., large brown, 85 lb., per lb.	....	0 40
Do., med. brown, 110 to lb., per lb.	....	0 35
Do., carton of six, per doz.	....	0 80
Do., carton of six, per doz.	....	0 80
Pepper, blk., Singapore, ex. lb.	....	0 22
Do., white, per lb.	....	0 35
Pickling, ¼-lb. pkg., per doz.	....	0 90
Do., bulk, No. 1, per lb.	....	0 22
Do., No. 2, per lb.	....	0 20
GROUND SPICE—		
Allspice, bulk, per lb.	....	0 18
Do., No. 2, per lb.	....	0 16
Do., No. 1 4 oz. cartons	....	1 30
Cassia, No. 1 bulk, per lb.	....	0 27
Do., No. 2, bulk, per lb.	....	0 25
Do., No. 1, 2 oz. cartons	....	0 95
Cloves, bulk, per lb.	....	0 63
Do., 2 oz. cartons	....	1 45
Do., 4 oz. cartons	....	2 75

Opportunity to Market Canadian Canned Fruits

Ottawa, Aug. 15 (Special).—Writing to the Department of Trade and Commerce at Ottawa concerning the opportunity for increasing the Canadian canned fruit market in the British Isles, Trade Commissioner Gordon B. Johnson says:

"The imports into the United Kingdom of preserved fruits and jam amounted in 1913 to 745,600 cwts.: in 1919 to 1,989,000 cwts. and in 1920 to 1,219,000 cwts.

"Frequent references have been made during the past 18 months to opportunities for Canadian canned fruit, including gallon apples, in the Scottish market, in which it has been urged that Canadian packers of these fruits should try to emulate the Californian methods of grading, of packing, of labelling and of marketing. Frequent mention has also been made of the necessity of furnishing a solid pack of gallon apple. During the past year a certain American company has almost monopolized this market in gallon apples because of the excellent solid pack they have been supplying.

"The same necessities apply to the market in Ireland. The imports into Ireland of preserved fruits amounted in 1920 to 31,500 cwts., valued at £132,400, which entered the country nearly altogether at Belfast and Dublin. Of the direct imports in 1920 of dried and preserved fruits into Ireland, that is, from countries other than Great Britain, amounting to 1,840 cwts., the United States supplied 723 cwts. and Canada 977 cwts."

Safes in the stores of A. Duchene and Z. Bogin in the town of Sandwich, Ont., were blown open early one day this week by burglars, who carried off $200 in cash and merchandise valued at $500.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 17.—The feature of the produce market is the lower prices quoted on live and dressed hogs, which have caused a weakness in other lines. Select light weights are now quoted at 13c a pound, weighed off cars on this market. As a result dressed hogs are again lower and smoked hams, cooked hams and smoked bacon are easier in price. The butter market shows a reaction after the drop in price and the better demand for export promises a stronger market. The same is true of cheese but in a lesser degree. The egg market is dull and prices are weak with an increase in receipts. There is no change in lard. The fish market is steady with only a fair demand.

BUTTER MARKET STRONGER

Montreal.

BUTTER.—Following the easier prices on butter came an improved demand for export and a reaction in the market. There is now a strong feeling and local dealers express the opinion that prices are due to advance this week.

BUTTER—		
Creamery prints, finest	0 35	0 36
Creamery solids	0 34	0 35
Dairy solids	....	0 27
Dairy prints	....	0 29

CHEESE EXPORT BRISK

Montreal.

CHEESE.—For the past few weeks there has been a decidedly weak tone in the cheese market and mild cheese has been quoted at 15 cents. Receipts show a marked decline this week and last and at the same time the export market is brisk. This has lent a firmer tone to the market but now change in quotations is evident.

CHEESE—		
Old colored, twins	....	**0 23**
Old White	....	0 23
New Large, per lb.	0 15	0 16
New Twins, per lb.	0 15	0 16
Fancy Old Cheese, per lb.	**0 28**	**0 30**
Triplets, per lb.	0 15	0 16
Stilton, per lb.	....	0 28
Quebec	0 15	0 16

EGG MARKET DULL

Montreal.

EGGS.—The local egg market is dull and while there has been an increase in the receipts there has not been a corresponding increase in the demand. Prices have shown a slight decline but there is weakness yet and unless a better demand springs up shortly values will likely go still lower.

EGGS—		
Specials	0 35	0 36
Selects	0 32	0 33
No. 1	....	0 28
Storage	....	0 26

LARD MARKET STEADY

Montreal.

LARD.—There is no change in the market for lard. Prices are steady with a fair demand.

LARD—		
Tierces, 350 lb.	0 15½	0 16½
Tubs, 20 lbs.	0 16	0 17
Pails, 20 lbs.	0 16½	0 17½
1 lb. bricks	0 17	0 18½

HOG MARKET WEAKER

Montreal.

FRESH MEATS.—There has been a further decline in the price of live hogs. Selects weighed off cars are quoted at 13c a pound but packers are only buying small lots at this price. There is a feeling that the market will go still lower. Dressed hogs are quoted at 19c a pound. Fresh cuts of pork are all easier in price following the downward tendency of the market.

Untrimmed	0 17	0 20
Sandwich	0 54	0 55
Hogs, live (selected, weighed off cars)	....	13 00
Fresh killed	....	19 00
Legs of pork, (foot on)	0 20	0 21
Loins (trimmed)	0 27	0 28
Trimmed shoulders	0 19	0 20
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20

Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 15	0 18	0 12	0 16
Front quarters	0 10	0 12	0 06	0 08
Loins		0 23	....	0 28
Chucks	....	0 10	0 11	0 12

SMOKED HAMS EASIER

Montreal.

SMOKED MEATS.—The lower prices paid for hogs have eased the market for smoked and cured meats. There is a weak tone throughout. Smoked hams show a reduction of one and two cents a pound.

BACON—		
Breakfast, best	0 37	0 38
Smoked breakfast	0 30	0 32
Cottage rolls	....	0 30
Picnic smoked Lams	....	**0 23**
Wiltshire	0 30	0 34
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 36	0 38
Do., 12-14	0 32	0 34
Do., 20-25	0 31	0 33
Do., 25-30	0 30	0 31
Over 35 lbs.	0 27	0 30

COOKED HAMS LOWER

Montreal.

COOKED MEATS.—Following the easier prices in hogs there has been a reduction of one cent on cooked hams. Square hams are quoted at 54 and 55 cents and the ordinary hams at 50c.

COOKED MEATS—		
Hams, cooked		0 50
Sandwich	0 564	0 55
Square hams		0 55
Smoked shoulders		**0 22**
Bologna	**0 10**	**0 21**
Corned Beef 1's, per doz.		**3 25**
Per doz. 2's		**5 75**

FISH MARKET QUIET

Montreal.

FISH.—There is no change in the fish market. Prices are steady with a fair demand throughout.

FRESH FISH—		
Herring	....	**0 06**
Market cod, fresh	....	0 06
Steak cod	....	0 08
Haddock	....	0 07
Halibut	....	0 22
Lake Trout	....	**0 17**
Flounders	....	**0 08**
Mackerel	....	0 12
Brook trout	....	**0 50**
Spring salmon	....	0 25
Dressed pike	....	**0 12**
FROZEN FISH—		
Haddock	....	**0 06**
Halibut	....	**0 18**
Chicken halibut	....	**0 16**
Market cod	0 05	**0 06½**
Steak cod	**0 05½**	**0 06**
Doree	**0 13**	**0 14**
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21

TORONTO MARKETS

TORONTO, August 16.—Changes of any interest are few in the produce markets as far as Ontario is concerned this week. Markets are for the most part steady and inclined to be quiet. Butter and cheese are both ruling at easy prices, and the movement of the same is only moderate. The situation in the live hog market is inclined to be easier with a like tendency in both fresh and smoked meats. Another spell of warm weather has stimulated the demand for cooked meats and the market for them is firm. Poultry is very quiet, but there is a good steady movement of fish.

BUTTER HOLDS STEADY

Toronto.

BUTTER.—The market for butter is unchanged as compared with a week ago. Prices are steady at last week's easier levels. There is a moderate inquiry for immediate consumption. Wholesalers are quoting from 38 to 40c. for number one creamery prints and from 35 to 36c. for number two prints.

BUTTER—		
Creamery prints, No. 1	038	0 40
Creamery prints, No. 2	0 35	0 36

CHEESE MARKET IS EASIER

Toronto.

CHEESE.—Some wholesalers are quoting large new cheese this week slightly lower as compared with a week ago, asking from 18 to 20 cents per lb. for the same. September cheese is quot-

ed at from 22 to 23c., and new stiltons at 22c.

CHEESE—

Large, new	0 19	0 20
Do., Sept.	0 22	0 23
Stilton, new	0 22	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGGS ARE UNCHANGED

Toronto.

EGGS.—There is a very good inquiry for eggs for immediate consumption. Supplies are coming forward in fairly good quantities, and are ample for present requirements. Dealers are quoting number ones at 28c. per doz., with selects offered at 33c.

EGGS—

No. 1, per dozen	0 28	....
Selects, per doz.	0 33	....

PROVISIONS ARE QUIET

Toronto.

PROVISIONS.—There is no change in the market for provisions this week. The situation is steady, although easier prices in the market for live hogs have brought about a tendency towards slightly lower quotations. Wholesalers are quoting ordinary breakfast bacon at from 32 to 36c per lb., while the special trim is offered at from 38 to 40c.

Hams—		
Small 6 to 12 lbs.	0 37	0 38
Medium, 12 to 20 lbs.	0 37	0 38
Large, 20 to 35 lbs., lb.	0 30	0 33
Heavy, 35 lbs. and upward	....	0 26
Backs—		
Boneless, per lb.	0 43	0 45
Rolled, per lb.	....	0 51
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 35
Do., special trim	0 38	0 40
Cottage rolls in casing		0 38
Cottage rolls		0 37
Rol., per lb.		0 34
Wiltshire (smoked boneless), lb.	....	0 30½
Do., three-quarter cut	....	0 33
Do., middle	....	0 34½
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 15-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.		0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	36 00
Short cut backs, 200 lbs.	41 00
PICKLED ROLLS—	
Lightweight	47 00
Heavy	36 00

Above prices subject to daily fluctuations of the market.

MARGARINE IS STEADY

Toronto.

MARGARINE—Quotations on margarine are unchanged, with wholesalers reporting a fairly active inquiry for the same. The price asked for number one is from 20 to 21 cents, and 16c. for number two.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

SHORTENING IS UNCHANGED

Toronto.

SHORTENING.—Shortening is moving in the usual volume, and wholesalers report no change in prices as compared with last week.

SHORTENING—		
1-lb. prints	0 17	0 18
Tierces, 400 lbs.	....	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

LARD MOVES IN GOOD VOLUME

Toronto.

LARD.—There is the usual steady inquiry for lard, sales being made on the basis of 19c. for the pound prints, and on the tierce basis the quotation is 16c.

LARD—

1-lb. prints	0 19	
Tierces, 400 lbs.	0 16	

Tubs are ½c higher than tierces and pails one cent higher than tierces.

FRESH MEATS EASIER

Toronto.

FRESH MEATS.—The market for fresh meats is inclined to be quiet, and with a somewhat lessened inquiry, prices are easier. The situation in live hogs is inclined to be easy, and the market for fresh meats is influenced thereby. Fresh legs of pork up to 15 lbs. are quoted at 29c. per lb., and fresh hams are offered at 29 and 30 cents per lb. Tenderloins are quoted at 19c. per lb. Spring lamb is quoted lower at 22 and 24c. per lb.

FRESH MEAT—		
Hogs—		
Live, fed and watered, cwt.	13 50	13 75
Live, f.o.b.	12 75	13 00
Live, off cars	13 75	14 00
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 15 lbs.	....	0 29
Loins		0 33
Fresh hams, lb.	0 29	0 30
Tenderloins, lb.	0 45	....
Picnics, lb.	....	0 19
Montreal shoulders		0 20
Boston butts, lb.	....	0 24
New York shoulders		0 20
Fresh Beef—from Steers and Heffers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 28	0 30
Hips, lb.	0 14	0 16

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Do., medium	0 09	0 10
Sheep, whole, lb.	0 08	0 15
Lamb, Spring, lb.	0 22	0 24

Above prices subject to daily fluctuations of the market.

COOKED MEATS HOLD STEADY

Toronto.

COOKED MEATS.—There is a brisk inquiry for cooked meats, the hot weather of the past week having greatly stimulated the demand. Wholesalers are quoting boiled hams on the basis of 49c. per lb., while the square pressed ham is 51c. per lb.

COOKED MEATS—		
Boiled ham, lb.	0 49	....
Do., square pressed	0 51	....
Boiled shoulders	....	0 44
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue	....	0 33

Above prices subject to daily fluctuations of the market.

POULTRY MARKET IS QUIET

Toronto.

POULTRY.—Dealers report little activity in the market for poultry at the present time. Supplies coming forward are not heavy, and the demand is light. Business is as a rule quiet at this season.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	0 25	0 30
Chickens, spring, over 2 lbs.	0 22	0 28
Roosters	0 14	0 20
Fowl, 4 to 5 lbs.	0 20	0 25
Fowl, over 5 lbs.	0 20	0 25
Fowl, under 4 lbs.	0 14	0 20
Guineau hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 20	0 25
Prices to retail trade—		
Turkeys dressed		0 35
Chickens, spring	0 30	0 35
Ducklings		0 35
Fowl, 4 to 5 lbs.		0 30

FISH IN GOOD SUPPLY

Toronto.

FISH.—Dealers report a fair activity in the movement of fish, but state that business is inclined to be quiet. Certain varieties are selling better than others. Medium halibut is quoted at from 18 ot 19 cents per lb., and the chicken is 16 and 17 cents. Whitefish is selling at 14 and 15 cents, while trout is offered at from 15 to 16 cents.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Halibut, Med., lb.	0 18	0 19
Do., Chick., lb.	0 16	0 17
Whitefish, lb.	0 14	0 15
Trout, lb.	0 15	0 16
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
Salmon Red Spring	0 24	0 25
FROZEN FISH—		
Halibut, medium	0 17	0 18
Do., chicken	0 16	0 17
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	0 12	0 13
Do., Qualla	0 09	....
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH—		
Haddies, lb.	0 12	0 13
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....
Holland Herrings, mixed, 10-lb. keg		0 85
Do., milkers, 10 lb. keg		0 95
Shrimps, No. 6 can		13 00

MANITOBA MARKETS

WINNIPEG.—There is an easier tone prevailing in the produce and provision market. The tendency of the butter market is downward and lower prices are expected. The cheese market is quiet with little activity being shown. Egg receipts have fallen off and prices are easier under a light demand. Lard and shortening show no change. All lines of cooked meats have declined. Smoked hams are down 1c per lb. There is a fairly active demand for smoked and cooked meats. Poultry and fish show practically no change. Live selected hogs have dropped from $12.50 to $11.50 per cwt. Trading on the cattle market is active with lower prices.

EASIER TONE TO BUTTER

Winnipeg.

BUTTER.—Wholesale produce dealers state that their opinion is that butter will be slightly lower as the market is showing an easier tendency. Best table grade creamery is quoted at 38c. per lb.

BUTTER—

Creamery, best table grade	0 38
Creamery, solids	0 36

CHESEE QUIET

Winnipeg.

CHEESE.—The cheese market is quiet under a light demand. Stilton is quoted at 23½c. per lb. with Ontario large at 20c.

CHEESE—

Stilton cheese, large, lbs.	$ 23½
Ont., large, lb.	0 20
Ont. twins, lb.	0 20½
Ont. triplets lb.	0 21

EGG PRICES EASIER

Winnipeg.

EGGS.—There is an easier tone to the egg situation. Receipts arriving from the country are light and the demand is falling off. Cartons are quoted at 35c. per doz. with No. 1 candled at 25c.

NO CHANGE IN LARD

Winnipeg.

LARD.—There is no change in the lard market. Quotations are ruling steady. Quotations on shortening are steady and unchanged.

LARD—

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 16½
Do., per pail, 20 lbs.	3 50

HOGS SHOW DECLINE

Winnipeg.

FRESH MEATS.—There has been a decline in the price of live hogs and selects are quoted at $11 to $11.50 per cwt. Trading on the cattle market is active and a good demand is shown for steers and heifers. Heavy steers are scarce and the quotations are $4.50 to $5.50. Heifers are quoted at $4 and $5. Veal calves of best quality are offered at $5.50 to $6.50 with medium grades quoted at $3.50 to $4.50. Choice lambs are in good demand at $7 to $8 with sheep ranging from $4 to $5.

HOGS—

Selected, live, cwt.	11 00	11 50
Heavier	5 00	8 50
Light	10 00	11 00
Sows	5 00	7 00

Fresh Pork—

Legs of pork, lb.	0 22	0 28
Spare ribs		**0 16**
Loins of pork, lb.	0 28	0 32
Fresh hams, lb.	0 26	0 30
Shoulders	0 18	0 21

Fresh beef—from steers and heifers—

Hind quarters	0 15	0 20
Front quarters	**0 06**	**0 10**
Whole carcass, good grade, lb.	0 10	0 15

Mutton

Choice, lb.		0 19
Choice, 30-45 lbs.		**0 32**

Lambs—

Choice		0 30

Veal—

Skinned, 18 to 22 lbs., per b.		0 30

COOKED MEATS EASIER

Winnipeg.

COOKED MEATS.—All cooked meats have a shade easier tone with quotations slightly reduced. Best quality cooked ham has declined 2c. and quotations are 50c. per lb. Jellied ox tongues are in good demand at 50c. with pork tongues at 40c.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 50
Do., 13-1 lbs.	0 51
Roast ham, lb.	0 52
Roast shoulders, lb.	0 41
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lb.	0 15

FISH UNCHANGED

Winnipeg.

FISH.—The fish market has the usual summer quietness. The demand is principally for salmon and halibut. Quotations show no change.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½

Smoked Fish—

Bloaters, Eastern National large tagged, per case	3 50
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15

Salt Fish—

Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Haddies, in 30-lb. cases, per lb.	0 12

LOWER PRICES ON SMOKED MEATS

Winnipeg.

PROVISIONS.—The provision market is ruling easier. Smoked hams have declined 1c. per lb., and there is a good movement with quotations ranging from 30c. to 37½c. per lb. Bacon is in good demand and is quoted at 22c. to 41. per lb. according to quality.

SMOKED MEATS—

8 to 16 lbs., per lb.	0 37
16 to 20 lbs., per lb.	0 37
Boneless, 8-14 lbs., per lb.	0 42
Skinned, 18 to 22 lbs., per lb.	0 42
Good veal, 40 to 80 lbs., hind quarters	0 25
Do., 14 to 18 lbs., per lb.	0 35
Bacon, to 10 lbs., per lb.	**0 45**
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 34

POULTRY RECEIPTS LIGHT

Winnipeg.

POULTRY.—Broilers arriving on the market are in limited supply and quotations 40c. per lb. remain unchanged.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 40
Do., 2 to 2½ lbs., per lb.	**0 32**
Chickens, 2½ to 3½ lbs., per lb.	**0 28**
Do., 3½ lbs., and up, per lb.	**0 30**
Fowl, per lb.	**0 22**
Roosters, per lb.	**0 20**
Turkeys, young, per lb.	**0 42**

Slightly Dazed

Speaking of white mule, two rustic sports were uncertainly flivering their way home from the county seat.

"Bill," said Henry, "I wantcha to be very careful. Firs thing y'know you'll have us in a ditch."

"Me?" said Bill in astonishment. "Why I thought you was drivin'."
—Minneapolis Journal.

Better at Arithmetic than Music

A teacher of music in a public school was trying to impress upon her pupils the meaning of f and ff in a song that they were about to learn. After explaining the first sign, she said, "Now children, what do you say; if f means forte, what does ff mean?"

"Eighty!" shouted one enthusiastic pupil.—Youth's Companion.



The season for selling fruits is now in full swing and every grocer looks to fruits to increase his revenue. Here is a display of fruits by a Toronto grocer that is well arranged, and that attracted a good deal of attention.

LIPTON'S

HIGH-CLASS JAMS, JELLIES, Etc.

Made in our own Preserve Works from Finest Fruits

JAMS and MARMALADE

Awarded Grand Prize, Liege Exhibition, 1905; Gold Medal, Paris Exhibition, 1900

HIGH-CLASS PICKLES
IN PURE VINEGAR

Awarded Gold Medal, Liege Exhibition, 1905

Agents for Canada:

Harris Abattoir Co., Limited, Toronto

EDDY'S—
100% Good

It takes something more than a match-making formula to produce lights as good as Eddy's.

More than seventy years' experience has created in the Eddy factory a standard of manufacturing excellence that guarantees every match in every Eddy box to be a good match—safe, sure and dependable—a light that will not fail.

Selling Eddy's pays—in bigger profits and in certain customer satisfaction.

THE E. B. EDDY CO., Limited
HULL - CANADA

Branches at Montreal, Toronto, Halifax and London, Ont.

Agents:

Schofield Paper Co., Ltd., St. John, N.B.; **Jos. Emond,** 2 and 4 St. Joseph St., Quebec.; **J. Lumley,** Ottawa; **J. E. McEathron,** Brockville; **T. H. Stewart,** Kingston; **Alfred Powis & Son,** Hamilton; **Tees & Persse, Ltd.,** Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon; **Tees & Persse of Alberta, Ltd.,** Calgary and Edmonton; **Mitchell Bros.** Victoria and Vancouver.

Brunswick Brand

Sardines

Are Big Sellers in Every Grocery Store

No dead stock to carry over

Brunswick Brand Sardines Sell



We allow the grocer an excellent profit

Grocers in all parts of Canada are selling BRUNSWICK BRAND ARE YOU?

Packed in Canada by Canadians

ORDER FROM YOUR WHOLESALER OR DIRECT FROM

Winnipeg Agents Chas. Duncan & Sons

CONNORS BROS. Ltd.

BLACK'S HARBOR, N. B.

More Midsummer Profit in Self-Starting Sales

YOUR slow sellers emphasize, by contrast, the quick turnover of POST TOASTIES, GRAPE-NUTS and POSTUM.

"There's a Reason," of course.

Instead of a spasmodic advertising policy of "now you see it and now you don't," the powerful, persistent publicity of the Canadian Postum Cereal Company is pounding away all the time.

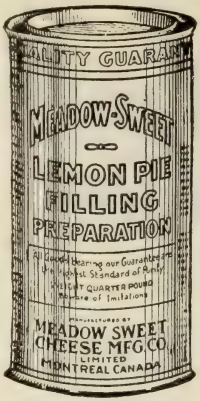
Into *every home in the Dominion* our advertising goes regularly, week by week and month by month. Naturally, it follows that your turnover in POST TOASTIES, GRAPE-NUTS and POSTUM is rapid.

Your PROFITS are certain, because the SALE, as well as the quality, of every package is absolutely GUARANTEED.

Attractive cut-outs and window display material will be gladly furnished free, upon request. Write for them NOW.



Canadian Postum Cereal Company, Ltd.,
45 Front St., E., Toronto
Factory: Windsor, Ontario



Are You Making Money On *"Meadow-Sweet" Products?*

Hundreds of merchants are making steady profits, building good trade on these goods. They are absolutely pure, popularly priced and for everyday use. Write for samples.

Meadow-Sweet Pie Fillers
(Lemon, Chocolate, Vanilla)
Meadow-Sweet Cream Cheese
Meadow-Sweet Peanut Butter
Meadow-Sweet Cream Sugar
Meadow-Sweet Chocolate Butter
Meadow-Sweet Cocoanut Butter
Meadow-Sweet Strawberry Butter
Etc., etc., etc.

MARITIME SELLING AGENTS:

ANGEVINE & McLAUCHLIN, Limited

ST. JOHN and TRURO

MADE BY *Meadow-Sweet Cheese Manufacturing Co., Ltd.* *MONTREAL*

-A Big Favorite with Mechanics...

"QUICK"

HAND CLEANER



Mechanics especially will find this ideal cleaner just the thing for cleaning grease, grime and paint from the hands. Quick cleans quickly and perfectly and leaves the hands soft and white.
Only the finest Italian Pumice Stone is used for a base. Quick costs only $1.25 per dozen; order a trial supply. You'll find it a fast seller.

QUICK MANUFACTURING CO.

Hamilton, Ontario

We Offer for Importation and From Stock

Delory's French Peas, Haricots Verts, and Macedoines

In tins and bottles
All qualities.

Bertrand's French
Alimentary Pastes
Macaroni, Vermicelli, Spaghetti,
Alphabets, Coquilles and Noodles

Put up in sealed pound packets

Hermant's Mushrooms

All qualities
in Tins and Bottles

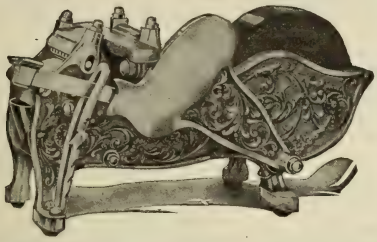
Prices Furnished on Application

HENRI JONAS & CO.

Montreal

SOLE AGENTS FOR CANADA

National Package Sealer
And Gummed Tape
SAVES TIME AND MONEY



ARE YOU TYING UP YOUR PROFITS? . . . . . .

This national package sealer will enable you to wrap up your parcels more neatly in half the time and will cut 75% off your wrapping cost.

National Sealers are easy and simple to operate.

Let us tell you how they will save you money and speed up service.

CANADIAN NASHUA PAPER CO. LTD.
PETERBORO, ONT.

Mr. Merchant :



Here is the Leader
of hair tonics and renewers

Glover's
Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.
129 West 24th Street New York City

HIAWATHA

The name "Hiawatha" on a tin of apples means it contains only sound, selected fruit from the great orchards of Nova Scotia. We take special care in packing. This is indicated by the favor Hiawatha Brand gallon apples have met with in the critical Old Country market.

Pure Cider Vinegar

The same careful attention is given the manufacture of our high standard Pure Cider Vinegar. No fruit that has a blemish is used—only clean, sound apples are permitted to go through the cider mill. These two products will be found good money-makers by the Canadian grocery trade.

United Fruit Companies of Nova Scotia

Kentville **N. S.**

THE BEST IN 1750 STILL LEADING

PURNELL'S
Pure Malt VINEGAR

Since "Purnell's" was put on the Canadian market over 40 years ago it has established itself as the most popular MALT VINEGAR used in the Dominion.

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

Canadian Peaches

Finest Quality for Preserving

The season will be in full swing in **two or three weeks**. We have the marketing for some of the largest growers (one shipper alone will have upwards of 100 cars for us to market). Will specialize in car-lots, shipped direct from the orchard and are anxious to get in touch with car lot buyers so we can quote when the season is on. If car lots too many—by two or three dealers combining—could take straight cars. Cars can also be iced for distant points. Let us hear from you.

WHITE & CO., LTD.
Toronto

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic Fruit and Vegetables

LEMON BROS.
OWEN SOUND, ONT.

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BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng. Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto.
J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

READER'S NOTICE
Regarding
CHANGE OF ADDRESS
A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

World's Walnut Crop is Large

With a large production of Sorrento walnuts in sight the foreign markets, as well as domestic buyers, are slow to place business at primary points says a recent report. A letter from the heart of the Sorrento section says that the market is weak with very little buying. The crop is estimated at 250,000 bags, which is larger than the 1921 yield but quality will be fine. France's walnut crop is said to be the largest in history and three times the output of 1921 is anticipated. California also will produce a big tonnage.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

Your Sales Tax at a Glance
Save time and errors making up or checking invoices with the
MACK INSTANT CALCULATOR
(Copyrighted.)
2½% Sales Tax $1.00 to $50,000.
Indispensable to every business office.
PRICE $1.00 DESK SIZE.
J. McCririck, Collingwood, Ont.
Representatives wanted in all cities and towns.

SHERER'S
Patented Grocery Counters
Brains used freely in their construction. 70,000 merchants use them—praise them. They store, protect, and display your profitable goods.
Ask us for information. Dept. 57.
SHERER-GILLETT CO., LIMITED
Guelph - - Ontario

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

FOR SALE

POSITION WANTED BY YOUNG MARRIED man thoroughly experienced clerk in Hardware, Grocery or General Store. Apply to Box 234, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—One Ham & Nott Combination Refrigerator No. 24, W.E. and Glass Doors. One McClary Double Oven Army Range with H. Shelf and straight water front. Above items suitable for restaurant or cafeteria use. Both in good condition. Communicate with Oneida Community Ltd., Purchasing Dept., Niagara Falls, Ontario.

When Writing
To Advertisers
Kindly Mention
This Paper

Good Sellers
make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.



Registered Trade Mark

Made in Canada

Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

WANTED

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 214, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED—An aggressive agent in Quebec City desires to connect up with other lines. Visits every grocery store and restaurant. Address No. 585 St. Valier St., Quebec, P.Q.

WANTED—POSITION IN GENERAL STORE in Alberta by reliable man. Ten years experience. Best of references, or to exchange half section six miles from town, two hundred acres broke, on good business. Apply Box 232 Canadian Grocer, 153 University Ave., Toronto, Ontario.

ESTABLISHED GROCERY WITH RESIDENCE in connection. Turnover not less than $500; light opposition. To lease with option of buying. Apply Box 230, Canadian Grocer, 153 University Ave., Toronto.

WANTED—GENERAL STORE OR GROCERY stock in Western Ontario. 320 acre improved Alberta farm given as first payment. Strictly confidential. Box 240, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—CLERK FOR GENERAL STORE. Must be a good worker and well recommended. In answering, mention any lines you have had special training in. Box 238, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITION WANTED BY YOUNG MAN, WITH three years' experience as grocery clerk. Good references. Apply Box 236, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—LIVE GROCERYMAN FOR GENeral store to start at once. Give full details in first letter. H. G. Hanson, Wheatley, Ontario.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Cheque Enclosed is Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.

O.U.G. "Stone fruits"!

Peaches!
Plums!
Prunes!

This message is now being broadcasted to Canadian housewives. Our advertisements are of the size that will dominate the page on which they are published. Thousands of women will want O.U.G. Peaches, Plums and Prunes. Be ready to supply them. Order your requirements in time.

Our Advertising is going to Boost Your "O. U. G." Fruit Sales—

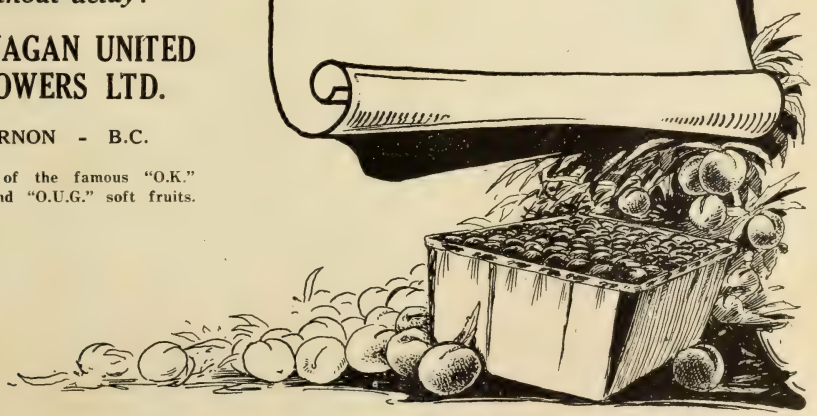
This year your "O.U.G." fruit sales are going to be the biggest yet. Our inducement to the Housewife to purchase this famous Brand far exceeds all former efforts. Be ready with a generous stock.

Place Your Orders without delay!

OKANAGAN UNITED GROWERS LTD.

VERNON - B.C.

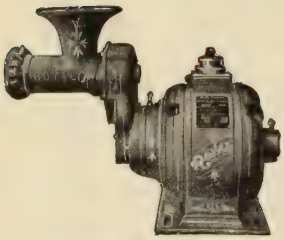
Growers of the famous "O.K." apples and "O.U.G." soft fruits.



ROYAL

The well known line of electrically operated

MEAT CHOPPERS COFFEE MILLS COFFEE ROASTERS



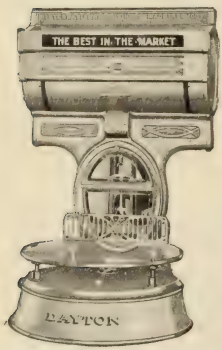
The Royal Meat Chopper

is now added to the famous International Dayton Products

DAYTON SCALES
DAYTON MEAT SLICERS
DAYTON CHEESE CUTTERS



Royal Coffee Grinder



The New Greater Dayton Scale

Royal machines are admittedly the most reliable and up-to-date on the market.

There are patented improvements on the Royal machines that will always put them in a class by themselves.

Royal machines are built in all sizes to accommodate any trade. They are sold on the same terms as all Dayton products — easy monthly payments without interest. Discount for cash.

Write for descriptive catalogue.

International Recording Door Locks and Autograph Recorders

provide numbered keys for your clerks or special departments, and absolutely fix individual responsibility for the locking and unlocking of your doors.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-President and General Manager.
Head Office and Factory: 300 Campbell Ave., Toronto.

Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N. B., Halifax, St. John's, Nfld.

THE DAYTON IS MADE IN CANADA

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Pub[illegible] Canada
The Largest Circulation of any Trade Paper in Canada

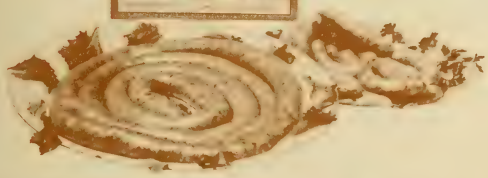
THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., AUGUST 25, 1922 No. 34

You Are Missing Big Extra Profits If You Aren't Selling

Sixteen Tempting Varieties





SCHNEIDER'S
COUNTRY STYLE PORK
SAUSAGES

Each one of the Sixteen tempting varieties of **Schneider's Sausages** is distinctly different from ordinary sausages. The moment they taste them your customers will note their superior flavor. Scores of leading grocers tell us they have more than doubled their sausage sales. Order a trial supply. Recommend them to your most exacting customers. Their flavor and quality will do the rest.

"ELECTRIC" BAKED MEATS

It is a well known fact that meats roasted by electricity retain their flavor better than by any other process. They'll give your customers a new idea of deliciousness in baked meats. Schneider's Electric Baked Meats include Roast Hams, Roast Shoulders, Meat Loaf (Macaroni and Cheese), Special Loaf (Pork Meat and Tongue) and Roasted Ribs.

Other Warm Weather Sellers Include Schneider's:

"Square Pressed" Boiled Hams
Jellied Corn Beef
Jellied Pork Tongues
Large Bolognas, Weiners, etc.



J. M. SCHNEIDER & SON, LIMITED

Kitchener, Ont.

Drop us a Card for Sausage and Smoked Meat Quotations

Satisfaction guaranteed on all mail orders

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.

To Holders of Five-Year 5½ per cent. Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

(a) Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.

(b) Ten year bonds, dated 1st November, 1922, to mature 1st November, 1932.

While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

Dated at Ottawa, 8th August, 1922.

W. S. FIELDING,
Minister of Finance.

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Now is the time to Feature these four necessary BORDEN'S MILK PRODUCTS...







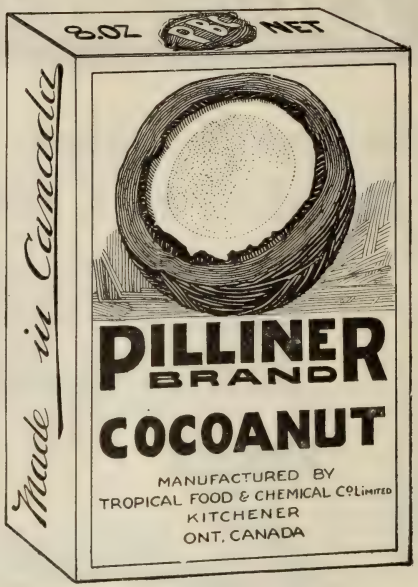
SEPTEMBER—glorious outing month—will find scores of your customers enjoying canoe and motor trips, fishing expeditions, long hikes, etc., where the convenience of **Borden's Milk Products** will add much to their pleasure.



Grocers who display Borden's St. Charles (the milk with the cream left in) Eagle Brand Condensed Milk, Reindeer Cocoa and Reindeer Coffee in their August and September windows featuring this convenience for such occasions will be handsomely rewarded for their extra efforts. Put in a **Borden** display to-day—they always pay.

MONTREAL The Borden Co. Limited VANCOUVER

Sold by the Package



Made in Canada

Why Pilliner Brand Cocoanut is Most Economical to Handle

Pilliner Brand Cocoanut in its sanitary air-tight cartons does not pulverize and crumble. How often have you looked in the bottom of a cocoanut barrel and found several pounds unsalable because the cocoanut had been crumbled so fine that your customers did not want it.

There are other advantages in handling **Pilliner Brand Cocoanut** too. The carton keeps in all the flavor of the tropical-ripened nuts, no weight is lost by evaporation and the cocoanut comes snowy white and pure to your customer's table.

Order from your jobber or write us.

Messrs. Cruikshank & Guild,
32 Front Street, Toronto.
"DISTRIBUTORS FOR EASTERN CANADA."

Messrs. Mason & Hickey,
Winnipeg, Manitoba.
"DISTRIBUTORS FOR WESTERN CANADA."

Tropical Food and Chemical Co., Limited

KITCHENER - ONTARIO



Canadian Housewives Insist on More **FIVE ROSES** Cook Books !

Over 600,000 distributed to date
Another Edition now being printed

Practically every second home in Canada now possesses its own copy of this famous baking manual. And the demand continues insistent. Consider also that the overwhelming majority of these books has been paid for by the consumer, as high as 40c each! Its success is unparalleled!

The influence of this book is persistently at work every day of the year, wherever a meal is being prepared. It is making women better cooks, more discriminating buyers of flour and other groceries.

And the demand for FIVE ROSES flour is constantly increasing, because every page of the FIVE ROSES Cook Book proves it to be the one flour that satisfies every baking requirement. How easy it is to sell a flour known to be the unfailing source of good bread, good cakes, good pastries and puddings!

LAKE OF THE WOODS MILLING CO., LIMITED

"The House of Character"

Offices in 16 Canadian Cities

Head Office
Montreal

Western Office
Winnipeg

FIVE ROSES FLOUR

for Breads-Cakes-Puddings-Pastries

"Your O.K. Sales this year will be bigger than ever"!



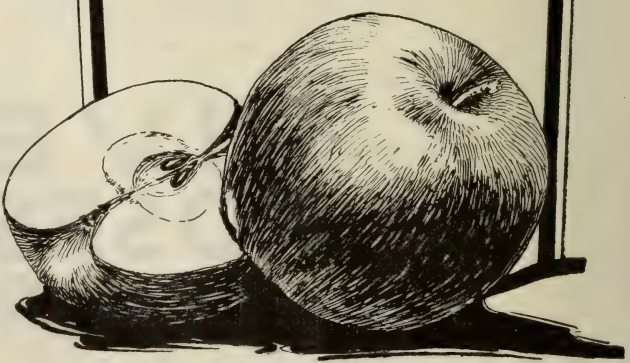
This is how it will be done

WEALTHIES! will start our "O.K." Apple advertising campaign on September 12th. These advertisements will be the same in size as O.U.G. fruits were. They will continue every week straight through to December — spreading the message of O.K. Apples to Canadian Homes. You will save yourself much time by ordering generously. Your customers are going to be disappointed if they cannot get O.K. Apples from you when they want them. Be on the safe side—
Get an order to your jobber in time to meet the Public Demand.

A Word About our Free Book

A 1 O. K. Apple advertising will carry a coupon. To all applicants who fill in and mail this coupon a splendid book is mailed in return. This book contains 14 colored pictures, a Fairy story—recipes, and general information.—It is a Book that will be cared for in the home, it will be a pleasing reminder always of O.K. Apples.

Send in your order NOW!



Okanagan United Growers Ltd.,
Vernon, B.C.

Growers of the famous "O.K." Apples. and "O.U.G." soft fruits

SUN-MAID PACKAGED RAISINS

Lead the World in Sales

"Sun-Maid" is recognized as the standard for raisins by merchants and consumers the world over.

Consistent advertising of Sun-Maid quality has placed "Sun-Maid" in this position.

The advertising never stops—the demand constantly increases. Billboards, newspapers and magazines tell your customers about Sun-Maids almost every day.

The Sun-Maid Raisin Growers of Canada, Ltd., are rendering retail and wholesale merchants excellent service, making Sun-Maid goods as easy to handle as to sell. Communicate with the branch office nearest you—learn the scope of our service to you.

Sun-Maids will increase raisin sales and raisin profits.



SUN-MAID RAISINS

Seeded Seedless Clusters

Made from finest California table grapes

SUN-MAID RAISIN GROWERS OF CANADA, LTD.

400 McKinnon Building, Toronto, Ont.
137 McGill Street, Montreal, Que.
409 Standard Bank Bldg., Vancouver, B. C.
702 Confederation Life Bldg., Winnipeg, Man.
25 Tramway Bldg., Halifax, N. S.



CODES :
A.B.C. 4th, 5th and 6th Editions
Armsby 1911, Western Union and Bentleys

Cable Address—All Branches
"DONBAIN"

Get More Sales

Do you realize the sales support this highly successful organization can give you?

BAIN has—

An up-to-date knowledge of Canadian trade.
An intelligent and forceful service.
Confidence of the trade.
The financial responsibility.
Exceptional warehouse accommodation.

That's why the "Star" accounts are BAIN accounts. Ask any of them.

You need Bain service to make the most of the prosperous times ahead.

DONALD H. BAIN CO.

"THE NATIONAL BROKERS"

WINNIPEG, MAN.

BRANCHES: Fort William, Regina, Saskatoon, Edmonton, Calgary, Vancouver, Montreal.

ALSO Saracen's Head, Snowhill, London, E.C. 1, and Liverpool, England.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.
Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg

FREIGHT RATES
Have not been lowered on general commodities.
USE OUR POOLCAR
SERVICE TO ADVANTAGE
Security Cartage & Storage Co., Limited
CALGARY - - CANADA.



Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

3



RELIANCE WATER-GLASS
In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Merchandise Brokers — Manufacturers' Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

Wood Vinegar Measures and Pumps
WALTER WOODS LTD.
Hamilton - Winnipeg

THE BEST IN 1750 STILL LEADING
PURNELL'S
Pure Malt **VINEGAR**
IN CASK OR BOTTLE
Purnell & Panter, Ltd., Bristol, England

Kolacafé REGD
Coffee you can recommend
If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
17 ST. PAUL EAST — MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
Grocery Brokers
Manufacturers' Agents
11 St. Sacrament St., Montreal

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

C. E. CREIGHTON & SON
Wholesale Grocery Brokers
Manufacturers' and Millers' Agents
57 Upper Water St., Halifax, N.S.
Storage space available.

This Space is Yours for $2.20 on Yearly Order

54 University Avenue
Toronto, Canada

An Invitation:

*You are cordially invited to visit us at the Canadian National Exhibition August 26th to September 9th.---**Booth No. 44,** in the Manufacturers' Building, where we will be very glad to show you our new profit-producing products.*

Come around and have a chat over business in general, and examine our new samples. Don't forget---Booth No. 44, in the Manufacturers' Building.

Sincerely Yours

Interlake Tissue Mills Co. Limited

MACDONALD'S



The Tobacco with a heart

The Meaning of Tobacco VALUE

The reason why Macdonald's Tobacco is so overwhelmingly preferred by Canadian smokers is the same reason why it proves so attractive to the retailer. That reason is **VALUE.**

Value, to the smoker, means "More Tobacco for His Money"—to the retailer "More Money from His Tobacco." There really is more money in Macdonald's for the man who sells it—largely because there is more tobacco in Macdonald's for the man who buys it.

Ads that will not be ignored are insisting that you stock up on "The Tobacco with a Heart."

Write a Keepsweet Ad and Win a Cash Prize

Here is an unusually interesting opportunity of winning a cash prize. You simply write an advertisement for Keepsweet Table Cream, an ad that you think will appeal to grocers and general storekeepers. A real good ad to the trade. They must be real **selling** ads, that is backed up by an idea that will compel merchants to place an order for Keepsweet Table Cream. As some of the world's most famous ads have been written by merchants, we look to you for some humdingers in this prize contest.

How to Win a Prize

Only bona fide grocers or storekeepers handling Keepsweet Cream, can enter this contest. Each advertisement must not contain more than 150 words. A "lay-out" diagram or rough plan of the advertisement must accompany the "copy," or material. Make your lay-out 7 inches wide by 10 inches deep. Do not copy phrases from previous Keepsweet ads. Use your own words to express yourself. Send as many ads as you like. Write on one side of paper only. Use ink. Rough lay-out may be in pencil. We reserve the right to use any advertisement received. None will be returned. The prize winners will be selected by a group of advertising experts. The contest closes September 30th.

Splendid Repeat Proposition

Keepsweet Cream and Keepsweet Milk are the sensations of the year in the grocery world. Hundreds upon hundreds of the finest Canadian houses are selling immense quantities of these products. Keepsweet Cream is a splendid repeat proposition—one of the finest ever marketed through the grocery and general store trade.

Dominion Milk Corporation Limited

Head Office, Toronto, Ontario

Branches:- Halifax, St. John, Montreal, North Bay, Port Arthur, Winnipeg, Vancouver.

THE PRIZES

1st Prize . . .	$25.00
2nd Prize . . .	$20.00
3rd Prize . . .	$15.00
4th Prize . . .	$10.00
5th Prize . . .	$ 5.00

A contestant may win only one prize. Cheques will be mailed the prize winners as soon as winners are selected.



Keepsweet Table Cream

Exhibit of

AYLMER

PURE FOOD PRODUCTS

BOOTHS NUMBERS 99-100-101

PURE FOOD BUILDING
CANADIAN NATIONAL EXHIBITION

All dealers will be welcomed by our representative who will be glad to demonstrate Aylmer quality goods.

DOMINION CANNERS LTD.

HEAD OFFICE HAMILTON, ONTARIO

Your Delivery Problem is Part of Your Sales Problem

Light delivery cars entail less labor and preparation than horses.
They are always ready.
They are more economical.
They extend the retail merchant's field.
They are good advertising.
And by improved service to your customers and by good advertising you get and keep customers.

A Three-Speed Chassis For Standard Bodies

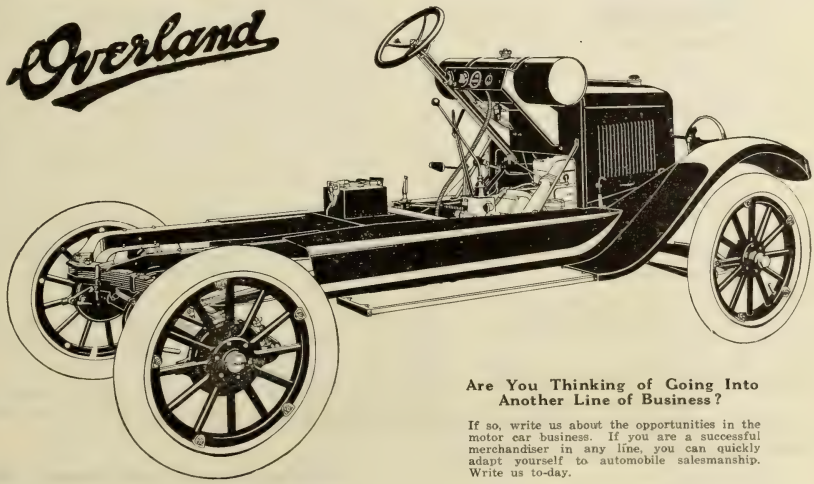
There has been an insistent demand for a light delivery car, embodying the structural advantages that have made the Overland passenger car widely known for sturdiness, reliability and economy, and at a price that would make it profitable to the average merchant.

Here it is—a chassis designed to take a standard delivery body and built with the same strong frame used in Overland passenger cars and with the famous Triplex Springs that make for economy of operation and protection against road shocks.

WRITE FOR FULL PARTICULARS

Willys-Overland Limited

Head Office and Factories: TORONTO, CANADA



Are You Thinking of Going Into Another Line of Business?

If so, write us about the opportunities in the motor car business. If you are a successful merchandiser in any line, you can quickly adapt yourself to automobile salesmanship. Write us to-day.



"None Better—at any Price"

"Try This—on Your Piano!"

Sheet music publishers use this slogan because to try over is the surest and quickest way of popularizing their "latest hits."

So with our product

"Vittoria" Brand—Pure Italian Olive Oil

The only way to properly appreciate its superiority over all other brands is to place a trial order with us.

"VITTORIA" BRAND GENUINE IMPORTED PURE OLIVE OIL

12	1-gallon tins, per gallon	$ 3 50
24	½-gallon tins, per gallon	3 60
48	¼-gallon tins, per gallon	3 75
40	⅛-gallon tins, per gallon	4 25
80	1 16-gallon tins, per gallon	4 75

For those who prefer it in bottles we recommend our "VERITAS" BRAND

24	4 oz. bottles, per dozen	2 50
24	8 oz. bottles, per dozen	5 00
12	12 oz. bottles, per dozen	6 00

Order direct or from your wholesaler

The CHARLES CICERI COMPANY Limited

Established 1897 — Specialists in Italian Products

84-86 St. Peter Street, Montreal

"Saxonia Brand Fruits"



Packed in half and one-pound packages

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co. Ltd.

Factory:

First Avenue and Ernest St., Montreal, Que.

Sole Agents for Canada:

The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada

INCREASED PROFITS

The surest way to increase your **PROFITS** is to sell only such brooms of which you can TRUTHFULLY say:

"These brooms are guaranteed to give absolute satisfaction. They are made from selected broomcorn, securely wired on a strong, light handle, under the supervision of an expert with forty years' experience in the business. Sweeping with these brooms is a real **PLEASURE.**"

All this and much more can be said about the Brooms and Whisks made by the WATERLOO BROOM & BRUSH COMPANY LIMITED, and with effective salesmanship on the part of your staff, will produce sales every time.

Furthermore—It will mean for you, Mr. MERCHANT, a permanent broom trade, New Friends, and **INCREASED PROFITS.**

Drop us a line and we will quote you prices direct or have our representative call on you. **DO IT NOW.**

Waterloo Broom & Brush Company Limited
Waterloo, Ontario

You're Welcome at the New Red Rose Tea Booth!

We extend to every grocer and clerk a most hearty invitation to visit us and have a cup of the famous RED ROSE ORANGE PEKOE TEA at our new booth in the new Pure Food Building at the Canadian National Exhibition. (North of the grandstand).



In the hurry of serving thousands of people daily, we sometimes fail to recognize old friends. Under any circumstance, please make yourself known to our people in the booth.

They are looking forward to meeting you and naturally want you to see our new booth of Oriental design, in our opinion, the most handsome at the Exhibition.

T. H. Estabrooks Co., Limited

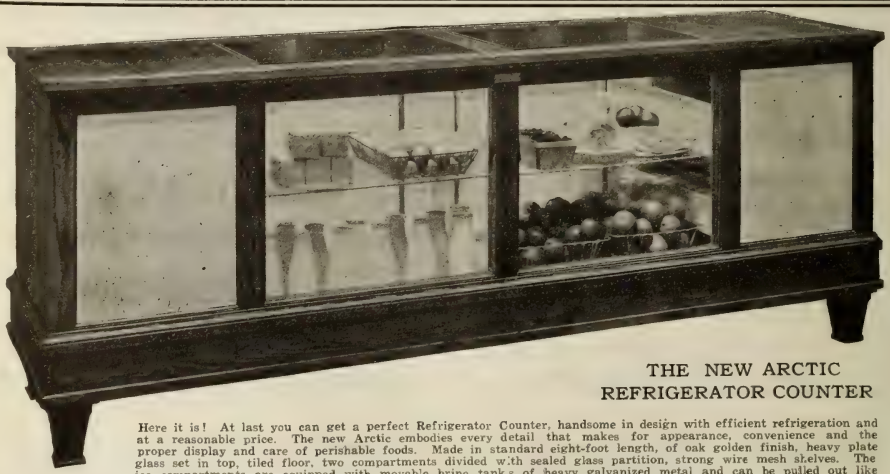
St. John, N. B., Montreal, Toronto, Winnipeg, Calgary

"SALADA" is the most profitable Tea to handle

Come!

Be sure to visit our booth in the new Pure Food Building when at the Canadian National Exhibition.

"SALADA"



THE NEW ARCTIC
REFRIGERATOR COUNTER

Here it is! At last you can get a perfect Refrigerator Counter, handsome in design with efficient refrigeration and at a reasonable price. The new Arctic embodies every detail that makes for appearance, convenience and the proper display and care of perishable foods. Made in standard eight-foot length, of oak golden finish, heavy plate glass set in top, tiled floor, two compartments divided with sealed glass partition, strong wire mesh shelves. The ice compartments are equipped with movable brine tanks of heavy galvanized metal and can be pulled out like a drawer. Both block ice or ice and brine can be used. Tests show that the average temperature of the compartment where block ice was used for a period of six days was 51 degrees. The other compartment with ice and brine averaged 45.3 degrees. The temperature of the room was an average of 77.4 degrees. The consumption of ice per day was 30 lbs., and of ice and brine, 40 lbs. of ice and 5 lbs. of rock salt. Write to us for prices. This is the finest Refrigerator Counter ever made and at a very reasonable price.

John Hillock & Company, Limited

Office and Factory
154 George Street, Toronto

AGENCIES:—E. L. Stailing, Granville St., Halifax; A. Tilley, 54 McGill College Ave., Montreal. George Cameron, Sparks Street, Ottawa. Western Butchers' Supply Company, Regina, Sask.

CANADIAN GROCER

Vol. XXXVI TORONTO, AUGUST 25, 1922 No. 34

Pays Too Many Taxes out of his Profits

Sales Tax, Stamp Tax on Drafts, Cheques and Receipts Come Out of the Merchant's Profits, Says Subscriber—Present Plan of Taxation is Wrong, He Claims, and Should Be Abolished in Favor of Say, Five, Ten or Twenty Per Cent. Sales Tax, Levied at the Source

A SUBSCRIBER writing to Canadian Grocer discusses the various forms of taxation that the retailer is up against, with the increase in the sales tax, the raising of the stamp tax on all drafts and bank cheques, and the proposed tax on all receipts of ten dollars and over, the latter to become effective on January first next. This merchant in his comments, states that the retailer pays out of his profits a sales tax of two and a quarter per cent. or four and a half per cent. according to his method of buying. He also is obliged to pay from his profits a stamp tax of four cents on a cheque for $51 and for larger cheques in the same proportion, a stamp tax of 8 cents when renewing a note for $51 and for larger amounts in the same proportion, and after the first of January next the retailer will have to pay out of his profits a stamp tax of two cents on all receipts of ten dollars and over.

"Why shouldn't there be an Excise Tax or Sales Tax of five, ten or twenty per cent., collected at the source or from the manufacturer, instead of stamp taxes and sales taxes, which come out of the pocket of the merchant?" this subscriber goes on to ask. What the country needs, he suggests, is indirect taxation. "Sufficient money should have been borrowed," he adds, "to keep the country going, and in the meantime the government should have gone from coast to coast, consulting with the business interests. A tariff then could have been drafted that would be acceptable to all interests."

An Annoying Taxation

In line with the opinions expressed by this merchant in regard to present government regulations re stamp taxation, is the resolution that was passed the week before last, at the annual convention in Halifax, of the Dominion Board of the Retail Merchants' Association. At this gathering it was moved by J. A. Bently and W. D. Hopgood, both of Halifax, that whereas it is the opinion of this convention, that the placing of stamps on all receipts of ten dollars and over, for the purpose of raising revenue by the government, is an unnecessary and annoying taxation arrangement, and one that will not result in accomplishing the object proposed, it is recommended that the stamp tax on receipts, drafts and bank cheques, etc., be abolished, and if need be, to produce the amount required by the government, the sales tax be increased to cover this amount, and that a recommendation be forwarded to the officers of the Dominion executive council, asking them to study this question and secure all necessary information, and to take up this matter with the government and endeavor to have the wishes of the association in this regard complied with.

Certain manufacturers and wholesalers are inclined to pass on to the retailers the cost of stamps affixed to drafts for collection of accounts from retailers. The stand taken by them is that if the retailer pays his account by cheque he assumes the cost of the stamp tax, whereas if the same account is settled by draft the drawer must pay the cost of the stamps. Under the new regulations this stamp tax assumes large proportions where a considerable number of drafts are taken into consideration. Further, this tax is likely to pyramid if the present practice of presenting drafts two or three times before acceptance, is followed. Then again the presentation of a draft for the full amount of a debt is frequently followed by the retailer subsequently sending in a cheque for part payment. This process may be repeated several times before the account is finally settled in full and an examination will reveal the fact that the process has involved the use of three or four times the required value of tax stamps.

A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, stated that he had not heard of any wholesaler in the grocery trade who was passing on this stamp tax on drafts to the retailer, nor had he heard of any manufacturer who is doing so. His association had not discussed this question.

On the other hand, retailers have not an opportunity of passing this added expense on to customers as well as have manufacturers or wholesalers who can add it into the price of the goods as an overhead expense. This is one of the recognized expenses of doing business known as "collection costs" and each branch of trade is subject to such expenses, in the ordinary course of trade, the retailer included. The majority of drafts are used to encourage collection before the expiry date of the terms under which the order is sold, and as such the drawer of the draft is the beneficiary and should pay any expenses involved. As to the charge of encouraging lax methods retailers answer that manufacturers and wholesalers have encouraged this by the prolific use of drafts. There are said to be more drafts used in proportion in Canada than in any other country. There is the likelihood of error in making out drafts and as this is beyond the control of the retailer he should not bear any expense in connection with their issuance.

Will Vigorously Oppose

Henry Watters, treasurer of the Dominion Board, Retail Merchants' Association of Canada, when asked what steps were being taken to protect the retailers' interests in the matter said: "While we have had considerable discussion on various taxation matters at our several conventions and conferences lately, this phase of the question has not been considered. But if the agitation on the part of the manufacturers and wholesalers gains any headway, it will be vigorously opposed by the R. M. A. on behalf of all retailers.

(Continued on page 18)

Sugar Prices are Being Cut But Refiners' Quotations are Unchanged

Market is Inclined to be Unsettled and Spot Stocks Are Being Liquidated at Lower Figures Than Refiners' Quotations Warrant

MONTREAL, Aug. 23, (Special)—Uneasiness is felt in the sugar market and spot stocks are being liquidated seemingly without any justification in primary markets. Raw sugars stand firm at 3.75 cents c. & f. New York and refiners here state that their market is steady with a strong tone and that there is no justification for the cutting that is going on.

This month and next should bring a good demand for sugar, particularly since the fruit prices are low but instead of the retail trade taking advantage of the advance in the price since many of them made their purchases, the stocks are being sacrificed. Not only are the retailers suspicious of the market but the public is too.

Wholesalers Cutting

Local wholesalers are cutting the price in order to unload their holdings, whether from a need of the money or a fear of developments. The result is that although the refiners price is $7.50 a hundred, wholesalers are selling at from $7.05 to $7.25 and in few cases is the list price adhered to. The fever has spread to the retail trade and they in turn are cutting and a price of 10 pounds for 69c is common. Retailers who have bought sugar in fairly large quantities as a speculation in the past are caught by the cutting and they are either losing the trade or the money which they hoped to make on their investment.

Public are Suspicious

In turn the public has noticed that there is a downward trend to sugar prices and are quick to come to conclusions. Grocers state that in many cases women have postponed their preserving expecting a still lower price. This has hurt the whole trade and from the retailers view point the cutting in sugar could not have come at a worse time that the present.

Brazilian Government Holds Coffee Supplies In Attempt To Force Prices Higher

This Condition Has Resulted in Buyers Seeking Other Markets From Which to Purchase—West Indies, Columbia, Mexico and Venezuela Now Supplying Canada and the United States

MONTREAL, Aug. 23 (Special).—Misleading conditions in the coffee market have developed through the attempt on the part of the Brazil government to force coffee values higher, according to local dealers and roasters and the United States Department of Commerce.

Contrary to reports, the visible supply of coffee is quite ample to cover the next year's demand. The Brazilian government is now holding 4,000,000 bags of coffee in order to force the price upwards. Evidently their calculations have gone astray, for roasters and buyers in Canada and the United States have gone elsewhere for their supplies and found them. Then too, other coffee producing countries have taken the opportunity to increase their production in order to meet the demand.

Imports From Mexico

The most notable increase has come in Mexico where coffee growing had become a backward industry. The West Indies have also stimulated their production and many Canadian buyers are now patronizing that market. Venezuela too is making a big bid for the trade and is sending agents through all the markets. Proof that Brazil is losing hold on the market is that this year only 12,000 bags of coffee have been shipped while last year they shipped 23,000 bags.

Prices About Steady

Local dealers express the opinion that the market will remain about steady unless Brazil suddenly dumps the supply she is holding on to the market. Then a slump might be expected. As it is the visible supply, without the 4,000,000 bags, is quite sufficient to meet the world's demand for the next year, according to local authorities.

PAYS TOO MANY TAXES OUT OF HIS PROFITS

(Continued from page 17)

"Our opinion is that all this taxation should be paid by the manufacturer or wholesaler and then passed on as an item of overhead cost. We certainly will not stand for any effort to make the retailer shoulder the cost of issuing drafts. We will oppose the movement just as energetically as we oppose the imposition of the sales tax on the retailer. The manufacturer and the wholesaler should very well consider the desirability of absorbing all sales taxes and passing them along as an item of cost of manufacture and sale, just as other costs are passed on. Thus the retailer is afforded an opportunity of passing the cost on to the consumer, which he would not otherwise have."

Canadian Grocer will welcome expressions of opinion from other retailers in regard to this question of passing on the stamp tax on drafts to the retailer.

Merchants Must Know the Various Vinegar Standards

In view of the prosecutions that have been made against grocers, for infractions of the Food and Drug Act, as it pertains to vinegar, it is well that grocers should know the various standards so that they can conform with them. They are as follows:

Vinegar shall not contain less than 3.5 per cent., and not more than 10.5 per cent. of acetic acid.

Wine vinegar is vinegar made by the alcoholic and subsequent acetuous fermentation of the juice of grapes.

Spirit Vinegar, Alcohol Vinegar, Grain Vinegar, is vinegar made by the acetuous fermentation of dilute distilled alcohol.

Malt Vinegar is vinegar made by the alcoholic and subsequent acetuous fermentation, without distillation, of an infusion of malt, with or without the addition of other cereals. It is dextrorotatory and contains in 100 cubic centimetres not less than 1.8 grammes of solids, and not less than .2 grammes of ash.

Cider Vinegar, Apple Vinegar, is made by the alcoholic and subsequent acetuous fermentation of the juice of apples. It is laevo-rotatory, and contains in 100 cubic centimetres not less than 1.6 grammes of apple solids, of which not more than 50 per cent. is reducing sugars; and not less than .25 grammes of apple ash. The water soluble ash from 100 cubic centimetres contains not less than 10 milligrammes of phosphoric acid, and requires not less than 30 cubic centimetres of decinormal acid to neutralize its alkalinity, 100 cubic centimetres of the vinegar contains not less than .15 grammes of glycerine.

Blended Vinegar is made by mixing two or more of the above varieties of vinegar, and the word blend should be as large as the other names of vinegar.

Concentrated Vinegar, Vinegar Essence, is a liquid containing more than 10.5 per cent. of acetic acid, whose acetic acid is entirely the product of the acetuous fermentation of alcohol.

A CORRECTION

The Liebig's extract of meat, mentioned in a recent item published in Canadian Grocer, referring to the fact that the Baker Mercier Co., Toronto, had been appointed Canadian agents for Liebig's extract of meat, is that manufactured by Tooth's Extract of Meat Co.

Another "Candy Day" in October

Merchants Will Have Special Opportunity on October 5 to Boost the Sale of Candy—All Canada Will Co-operate With Strong Committee in Charge

CANDY DAY for 1922 is announced for October 5. It will be remembered the success that attended last year's Candy Day, and more merchants than ever should seize this opportunity to increase their sales of candy on this occasion. The number of grocers who are adding high-grade chocolates and confectionery to their stocks is on the increase, these retailers realizing that in these goods, there is ample scope to stimulate profits. Like Easter, Christmas, Mother's Day, and Thanksgiving, Candy Day offers a special opportunity to the dealers to specialize in the sale of candy on this particular Saturday in October.

By making special window displays, store and counter displays, by advertising, and suggesting candy to one's customers, the grocer will find a source of revenue, that is decidedly profitable. Candy Day is to become an established fact, and like other special occasions, will in future be looked forward to by the public throughout the Dominion.

The committee in charge of Candy Day is as follows:—

Chairman, W. H. C. McEachern; General Financial Committee, H. N. Cowan, of the Cowan Co., Ltd.; Morden Neilson, of William Neilson Co., Ltd.; Wm. Robertson, of Robertson Bros.; Ed. Littler, of The Lowney Co., Ltd.; J. D. McFarland, of D. S. Perrin Co., Ltd.; A. D. Ganong, of Ganong Bros., Ltd.; Mr. Buchanan, of Willard's Chocolates, Ltd.; Frank O'Connor, of Laura Secord Confections, Ltd.; Harry Hunt, of Hunts, Ltd.; J. H. Tabor of Tabor Candy Co., Ltd.; and J. S. Ramsay, of Ramsay Bros. Co.

Publicity: R. P. Smith, W. P. Gregory and D. E. MacVannel. Provincial chairmen: Jas. S . Ramsay, British Columbia; H. J. Tabor, Alberta; C. C. Wardrope, Manitoba and Sask.; E. L. Buchanan, Ontario; Harry Hunt, Central, Toronto; E. Littler, Quebec; A. MacKenzie, New Brunswick; C. Monaghan, N. S. and P. E. I.

MAGISTRATE SAYS THEY ARE NOT MANUFACTURERS

Kitchener, Ont., August 23.—A decision of interest was handed out in Police Court last week when Magistrate Weir dismissed the cases against two local confectioners who had been summoned to appear for operating without having taken out manufacturers' licenses. The magistrate decided that the firms concerned, both confectioners manufacturing for sale in their own establishments only, were not manufacturers within the scope of the law.



This merchant reports heavy sales of candy and believes that displays of confections such as are here shown greatly stimulate turnover.

A Co-operative Plan that Really Works

How a Hundred Grocers Are Banded Together to Assist Each Other — Cost of Working Plan is Paid in Service — Helps the Manufacturer to Dispose Of His Goods

THEORETICALLY co-operation would be a solution of many difficulties which beset the grocer in conducting his business. Actually however, when put to work something so often goes wrong that in the majority of cases the scheme has to be abandoned. The story therefore of a co-operative plan which has been working successfully for over six years will be well worth the attention of the grocer who is willing to work in harmony with his fellow merchants to their mutual benefit.

As told in "Success" by Harold Cary, the plan is one which was originally conceived with the idea of helping more especially those grocers in a city who were not actually in close competition with each other, but provided merchants are imbued with the broad-minded idea of living and letting live, there is no reason why its benefits should not be enjoyed equally by two grocers in the same street as by two who are located at opposite ends of the city.

Back in 1915 C. M. Wessels, a salesman, salesmanager and advertising man, suffered from a queer pain. Every time he looked in a grocer's window and saw the hit-or-miss bunch of packages and fly-covered fly paper, or tried to buy a new but advertised grocery product in one of these stores, this pain bothered him. It was a mental pain that grocery merchandizing in some of these obvious ways could be so bad. He knew that it was just this sort of thing which made the purchase of groceries a "convenience" rather than a "selective" purchase on the part of the consumer. He realized that a grocery store could be made more efficient, more valued in the community and more profitable if a lot of the little things about selling could be taken care of for the grocer who is too busy to do them adequately himself. He studied the idea of making the grocery store more important and more attractive, so that the question of where you bought your food products would not be decided by the number of blocks between you and the store but by the efficiency of the store. Could not some scheme to take care of window dressing, sign writing, advertising and other important needs of the individual store be taken care of co-operatively? Could not some scheme to the benefit of the manufacturer be worked out so that the grocery store having such service for itself would in turn be giving a service to the manufacturer?

First They Had Dinner

In August, 1916, he invited twenty grocers from various parts of the city to have dinner with him at one of the hotels. After dinner he got up and began telling these men some facts which he had observed about their business. He was not afraid to mention fly-specks and stocks of goods on their shelves that they were unable to sell. He told them why they rarely if ever attended the meetings of their association which was organized to help them all in their efforts to be better business men. He pointed out that these meetings were meetings of competitors. Every retailers' association is so made up. John Smith won't tell Jones from across the street about his troubles in open meeting. It might give Jones an advantage over him in trade. It would be to no purpose for the two to get together and hire a window dresser because that would neutralize the effect and merely increase the cost of doing business.

But if John Jones of the First Ward and Smith of the Tenth, on opposite sides of the city, have a window dresser between them they will both benefit because they are not competitors. It is on this basis that co-operation between tradesmen of the same kind of business can exist. Because he is a good salesman Wessels had little difficulty in showing these twenty grocers, none of them competitors of each other, what could be done if they would all get together.

Then he told them about his idea of helping the manufacturer. He said that they could all pay for the co-operative service which they had been discussing or else they could pay in service instead of in cash. This service would be merely the stocking of an occasional new product or a well-known and standard old one and giving it a place of prominence in the store to see whether or not it would sell. He pointed out that manufacturers would be willing to pay for such service. It costs a lot of money to go around selling new products to grocers, and if a manufacturer could be shown how this group would be sold as a unit in perhaps carload lots he would be willing to pay for the service and still come out way ahead on the deal.

Talking Out in Meeting

The grocers all thought this was a stunning idea—service for service They agreed. In a few months there were a hundred non-competitive grocers as members of the co-operators of Philadelphia.

It was fascinating to see this little plan work from the start and it is even more fascinating to realize that it has gone ahead providing service without difficulties, improving the business of its members, lowering overhead, raising profits and giving better service to the grocers' customers.

Twice a month they meet in their own club room for one purpose or another. These men attend almost en masse every time. In spite of their own long store hours they come early and stay late. They stand right up in meeting and tell their own difficulties of running their own stores, without shame and with only pardonable pride. You can be sure there is no boasting to speak of, because they want help, know they can get it and have nothing to be afraid of.

They discuss prices, not only to the consumer but from the wholesale house and the manufacturer. If one of them has had a bad check passed he is quick to describe the system the crook used as well as what he looked like. One member will stand up and say that he sold bones, fat and suet last week at 5, 15 and 18 cents respectively, and ask what the others got. Some got more and some less. They quickly learn who is paying the best price for these waste

THINGS THAT SPELL SUCCESS OF THIS ORGANIZATION

These are some of the things which make this organization helpful to the grocer, as related by one member.

An experienced staff of advertising men to guide us in preparing and issuing our publicity.

Experienced sign writers. The right kind of signs are of the greatest importance to retail grocers.

Experienced window dressers to tend to this important thing for us.

Taking unsaleable goods off our hands and helping us to dispose of them.

Protecting our credits. I personally subscribed to a commercial agency and gave a great deal of time to this department. The result was that on a business of $1,800,000 in the past three years, I have lost only five hundred and forty dollars. My system was adopted by the Co-operators so that all the other members can use it without cost.

Speakers who address us at our club on meeting nights and give us information of the greatest importance to us.

We have an attorney at our disposal whom it would be a hardship to retain individually.

We buy, through the Co-operators, accident, liability, hold-up and other types of insurance in a group, saving fifty per cent.

We have picnics, parties and other social features for ourselves and our families.

products and the next week they all do better and the firm which is doing the buying gets the credit and the stuff which it deserves. In addition to the round-table discussion at each of these meetings a speaker talks on some phase of the grocery business and often one of the manufacturers whose products are being handled by the co-operators gives a little talk about his goods.

As a supplement to this general meeting the clerks of these grocers have a Co-operators' Club which meets for instruction and recreation twice a month. Attendance is insured by giving prizes each month. At these meetings the clerks are taught how to sell and how to keep store and given lessons in accounting, price slip making and in many other branches of store practice.

The Service Car Lady

For instance when the window dresser comes around with a supply of display materials and begins to clean out his windows and to install a well-designed, sales-pulling setting, with cards and pictures to draw the crowds, Mr. Somewhat Indifferent Grocer cannot help but benefit and to feel grateful. He is getting something for nothing by the only means known which will work over a long period of time: co-operation.

The service car which is maintained by the organization is in charge of a progressive woman who knows the grocery business thoroughly. She spends all her time driving to the various stores and finding out things about them which the owner may not have realized were important. She also takes orders for price tickets and window cards to be made by the sign writer.

From these little things the Co-operators have progressed to the matter of advertising. There is a certain moment when it is time to can strawberries and still another when raspberries are cheapest. At that moment the grocer must buy in much larger quantities to meet the demand which will come to him the moment the housewives know that the time has come. If they fail to find out he is going to be most awfully stuck.

Among the Co-operators, before their association was formed it had been the custom of each one to have printed at least once a week a single sheet with the news of the store—prices and facts of interest to consumers. A weekly newspaper, called The Co-operators, is published. The first page has recipes and other household items. The back page carries advertisements paid for by manufacturers. The double page inside carries the advertising copy of the individual grocer. This copy is changed for each member. Only the two outside, or front and back pages, are the same. The grocer gets his advertising for nothing.

CROPS IN ALBERTA FAIR TO EXCELLENT

Calgary, Alta., Aug. 22.—Crops in Alberta this season will range from fair to excellent, the latter variety more prevalent in the southern part of the province. A fair average yield is predicted in most of the northern districts, where for some time it was feared there would be a partial, if not a complete, crop failure.

Wheat cutting in the south is under way in certain areas, with the probability that it will be general next week. Rye is practically all cut. The hay crop in the south is heavy, and it is estimated that there will be a considerable surplus after all needs of that section of Alberta are met.

Displaying Goods is of Paramount Importance in This Grocery



Silent salesmen for the display of candies are used in this store, it will be seen, as well as attractively arranged tables for showing other lines.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada

Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

Vol. XXXVI AUGUST 25, 1922 No. 34

Vinegar and the Law

A NUMBER of prosecutions have recently been instituted against retail grocers throughout the Dominion of Canada, for selling blended cider vinegar for cider vinegar, the standards of which are defined in this issue. Carelessness or negligence of the infraction is undoubtedly the cause of issuing summonses under the Food and Drug Act.

The merchant can do a great deal to educate the consumer as to the different vinegars, and if a customer desires a certain vinegar, he should either give it to her, or, in the event of substituting something else, he should explain the fact to her, informing the customer exactly as to what she is receiving. There is no doubt about it, the consuming public does not know the various standards of vinegar, as now established, and it devolves upon the merchant to educate them.

An inspector under the Food and Drug Act recently informed the Canadian Grocer that, after careful investigation, he had found carelessness among retail grocers in conveying information of this kind to their patrons. The manufacturer brands on the end of the barrel in good large letters the kind of vinegar contained within the barrel for the benefit of the grocer, that he may know the kind being delivered to him is in conformity with the law.

There is a certain responsibility resting upon the grocer in this regard, and it is up to him to be well informed as to government standards.

More Attractive Stores

ATTAINING to a higher degree of efficiency, and a greater carefulness in making one's store attractive, appears to be the ambition of the merchant in the country these days as compared with a few years ago. Neat, clean stores seem to have replaced the former ill-kept and unadorned ones in the villages and country places. Nowadays many of these country businesses rival their fellow merchants in the larger towns, and by keeping abreast of the times, by way of improving their stores, they are holding trade that otherwise might go to nearby towns, or to the mail order houses. In other words business comes to those who make the proper bid for it, while those who are indifferent have a patronage in sympathy.

Going through the country one has been impressed with the number of up-to-the-minute stores that are to be found, stores with splendid fronts, excellent window displays and interiors, comparing, as has already been said, very favorably with many of the best equipped stores in much larger centres.

On the other hand there are still merchants who are indifferent to the sickly and unappetizing appearance that their stores present. Fruits and vegetables are displayed in a haphazard mass. The stock on display has the appearance of being run down in anticipation of selling out. A customer naturally forms the opinion that such stores are listlessly conducted, and would not be inclined to trade in such surroundings, except as a matter of necessity. A showcase that is more or less topsy turvey is unsightly.

The merchant who is going after business in the right way will always pay particular attention to this important matter, that of making his store attractive at all times.

Making Use of New Ideas

FROM REGINA, Sask., comes news of a merchant who has called on the public for suggestions. This is not done as frequently as should be the case. The public likes to know that its opinion is valuable and the man who seeks this opinion is sure to benefit. One of the best ways to increase sales and speed up turnover is to make use of every new idea or plan you can obtain that good judgment tells you is worth the time, effort, or money involved. It is no difficult matter to secure these new ideas if you make it a point to be on the look-out for them. Sometimes it is the most simple and least costly of plans that produces the best results. A merchant some months ago organized in his store what he terms an Idea Club. This plan is conducted in the nature of a monthly contest, and every employee of the store, from the lowest clerk to the department manager, takes some part in the activities of the club. Each employee is expected to submit as many ideas as possible every month. These are to be written out in as detailed a manner as necessary, and then turned over to the head of the firm. Out of the ideas submitted the merchant selects those that are best and most practical. These are then mimeographed and submitted to all the employees of the store, who act as the final judges in the contest each month. Each plan is briefly titled, and the employee is expected to select the five which he or she, as the case may be, considers the best. In this way the winners of the contest are decided and the five prizes are then distributed. Ideas from members of the sales force and customers are often valuable and should be sought always.

The Other Fellow's Angle

IF YOU WILL put on your hat and coat, go out and walk two blocks to your right, then to the rear march and pass your store, you will have the opportunity to see it as your customers and prospective customers see it.

That's worth while, occasionally. None of us looks enough at the business from the standpoint of the outsider. We see it from behind the stage and we are very likely to forget what counts is the way the show looks from the seats. Behind the stage we shift the scenes and we tear around putting on the show, while we ought, occasionally, to view the performance from the gallery.

And while you're out walking, look over the other fellow's place. It will pay you to know what he is doing.

Editorials in Brief

A SERVICE that falls short of the customer's expectation is much worse than no service.

THE fundamental purpose of a draft or bill of exchange is to settle debts and avoid the necessity of shipping gold.

YOUR REAL business man, if he is in good health, gets as much pleasure out of his day's "work" as he ever did out of any game.

What is Good Will Worth in Money?

Good Will of Any Business Is Equal to the Total Net Earnings for the Last Three Years—Important to Know on What Good Will Is Based

By HENRY JOHNSON, Jr.

THE QUESTION what should be paid for good will in any going business is brought up in a letter I have just received. This is from a young man who contemplates going into the grocery business in a town of 55,000 which has grown rapidly.

He plans to establish a chain of stores, for he says that a single store proposition would not interest him. He remarks on the apparent fear of many grocers that the chain stores will wipe them out, but he says: "My idea is to pursue the same policy as the large chain stores—a cash and carry proposition. By doing so, how am I going to be affected?

"I know a good location here," he continues, "that I thought of buying. The proprietor is not very active. Besides himself, he has one clerk and butcher. I believe it could be made a splendid establishment. I do not know what his business amounts to annually, as I do not want to approach him before knowing definitely what I shall do. Suppose he does $30,000, $40,000 or $50,000, what is the good will worth, and what would be the approximate price exclusive of stock and equipment?"

My answer covers this as fully as I can do it:

"Dear Sir:—Yours addressed to Canadian Grocer received. You seem to have studied and analyzed local conditions intelligently. That is the main thing because it is really impossible for me to advise whether you should enter the grocery business. It is the best business in the world if you succeed and the worst if you do not. Successes are made everywhere and so are failures. It depends on the man—not on the town.

"Your analysis of chains as compared with individual stores is perfectly sound. Chains are only aggregations of single stores and most depends on the organiz-telligently. That is the main thing be-Every day in every section, new chains spring up, beginning with one or two and extending to ten or twelve, or more, in anywhere from three to six years.

Good Will and Earnings

"Your principal question centers around the value of good will. The rule generally recognized by accountants and other authorities, I believe, is that the good will of any business is equal to the total net earnings for the last three years. This means absolute net earnings. If the owner of the store you have in mind has paid himself no salary, has charged himself no rent, has figured no depreciation or interest on investment, but has taken all earnings of every character, figured without these deductions, and regarded the total thus obtained as the net profits, you cannot afford to buy on any such basis.

"Net earnings, properly regarded, is what is left after all charges of all kinds are deducted and allowed for. So, in computing net earnings, you must be mighty careful to know what you are figuring on. And after you have those figures have the inventory taken carefully and buy just as closely as possible."

It is mighty important for any purchaser, where the question of good will is involved, to know on what it is based. A grocer might run a store for years and show by his books a net profit, say, $2,000 a year who yet might not only have made nothing but have been running behind.

Certain Charges Cannot be Avoided

Where a man owns his own building, works in his store himself and gets assistance from his wife or other member of his family, he is usually found to make no charges for any of those items or for rent. Naturally, too, any such thing as interest on investment is never thought of in such circumstances.

So a grocer who shows, with perfect sincerity in most cases, annual earnings of $2,000 may readily be entitled to include sundry charges which will wipe out all earnings—or worse. Taking rent, fair salary for himself and others, depreciation and interest, a total of $2,000 to $3,000 might easily be made, and such figures would then show either no earnings at all, or a deficit of from $500 to $1,000 a year.

It is for these reasons that the item of good will usually is disregarded when small businesses are bought and sold. Usually the hard stuff is all that is taken into account. In the case before us, the new man would simply inventory the stock, estimate the fixtures and make his deal on that basis. He would purchase purely on his estimate of the potentialities of the store and location under his own management—which might easily be something very different from what had gone before.

Clearly, this shows that good will is an intangible, elusive thing—unless it be very solidly established on the basis of previous performance, and it is worth while to remember that, when so established, the business is not usually available for purchase.

Why Reluctant to Consult Your Wholesalers

A west coast merchant writes that he has been in business something over two years, is not satisfied with his figures, wants facts and information so he can decide "whether to sell out or dig in." When he bought his store, in April 1920 he knew nothing of the biz—"did not even know how to read his scale." He includes figures from January to May inclusive.

These show that he has sold $10,245 of groceries and $5,035 of meat, total, $15,280, or at the rate of approximately $36,000 a year. His cost, including merchandise and all other outgo, runs $14,150, so his apparent earnings run $1,130, at rate of $2,700 a year, assuming stock has been maintained. That would show net profit of more than 7½ per cent. on sales. That is, this would be so had he charged all expenses, including his own salary—which does not seem to be so since he lists "personal" at $227.37 for cash and $150 for groceries. That is a total of only $377 for five months, around $65 per month, which seems little if that is all he has drawn.

Even so, if we allow a salary of $1,500 a year for himself and assume that all other items are properly included, also that the $377 may be disregarded, we shall still have $1,200 or 3 1-3 per cent. on sales.

May Have no Reason for Discouragement.

So I wrote him that, seeing how many old merchants had passed the last year or two with little or no net profits to show, perhaps he was unduly exercised. He said he was going to inventory again July 1st, so I suggested that he await the outcome of actual figures, and then write again. I suggested something else; that he consult with certain local wholesale grocers, and I named several whom I knew. This seems to me a course which, for some reason, seldom suggests itself to retailers, and I often wonder why. Your local jobber is familiar with conditions, knows, or should know, all about your affairs, and is in position to give you brass tacks help out of his experience.

But also his figures showed the following: He was paying his butcher $38, a woman clerk $18 and a delivery boy $15 per week. Assume that he himself is worth $30 to the business, here are wages of just about $5,000 a year or very nearly 14 per cent. on sales. That is fully four per cent. too high, really about five per cent. On top of that he was allowing his help seven per cent. discount on their purchases—which is to my mind a ruinous percentage and a demoralizing practice.

Discounts on Purchases Not Correctly Estimated

Discounts of this character are usually not estimated at their value by the re-

(Continued on page 24)

Guelph Grocers Enjoy Annual Outing

Retail Grocers' Association of Royal City Hold Picnic at Puslinch Lake, When Retailers Win From Wholesalers and Travellers in Keenly Contested Ball Game—Races Provide Much Merriment Too

GUELPH, Aug. 18 (Special).—"Better than any previous picnic held under the auspices of the Guelph Retail Grocers' Association," was the verdict expressed in relation to the annual event held on Wednesday of this week at Puslinch lake. There was a record attendance. Retail grocers, wholesale grocers, and representatives from various manufacturing and wholesale houses from out of town were present. Meeting at the Y. M. C. A., the trip to the lake was made in motors, and here everyone entered into the baseball match and the various races, with the greatest enthusiasm.

Retailers Win at Ball

The question of supremacy at softball, which has been a topic of much debate between the retail grocers and the wholesale men and travelers for several weeks past, was decided, when the retail men decisively defeated their opponents by a score of 6 to 3. In Scott and Benallick, the retailers had a nifty battery, and the former only allowed four scratchy hits in a six-inning game. The retail men also proved to be sluggers, and E. J. C. Walker, who essayed to do the twirling for the wealthier team, was touched upon for 14 clouts, which included a circuit smash by Roy Elsley, and a double by Archie Benallick.

In an effort to pull out the game the wholesalers and travelers used Howard Simpson, George Walker and Bert Hewer in the pinches, and they were a big improvement over the regulars. Lloyd Taylor, of the retailers, had the distinction of making the only error in the game, but being that he was captain of his team, he escaped getting a calling-down for it.

The only drawback to an interesting game was the work of the umps, Mark Dulmage, and at the finish a resolution was unanimously passed by both teams that never again will he be asked to officiate. At one stage of the proceedings, however, the umps gave a remarkable exhibition of dexterity, when he handled an ice cream cone, a California pear and a bottle of pop, and gave his decisions through a megaphone, all at the same time without wasting a bite of the food or a drop of the liquid. This was the only time he was applauded during the game.

Races Keenly Contested

The prizes were numerous and attractive. This fact made the competition in the various events decidedly keen. In fact some of the contestants resorted to all sorts of unfair means, in order to get a slice of the awards. They were foiled, however, on every occasion by the eagle-eyed judges, J. H. Simpson and G. Walker, ably assisted by A. J. Hewer and George Williams, and, as a result, every winner was a legitimate one. Because of their good work as judges, Mr. Simpson and Mr. Walker were allowed to go in the Mystery Race, where each contestant was given a spoon and an empty bag. He then had to go 50 yards to a sandpile, and fill the bag with exactly three pounds. Further credit was reflected on Mr. Simpson, when he was the only one to return with the exact amount, and he was awarded first money. J. C. Hadden, who is an ex-retailer and still remembers some of the tricks of the trade, was first home in this event, but was disqualified because his bag was eight ounces short. Mr. Walker made two trips to the sand pile before he had the exact amount, and for his perseverance he was awarded third prize, Sam Wiggins beating him home for second money by returning with a neatly-tied package that was only one ounce short. G. K. Readwin, an added starter, got fourth money, his package being 10 ounces overweight.

During the races the fact was brought out that there are some very fine athletes among the grocers, travelers and wholesalers. Special mention should be made of H. J. Chappel, Howard Todd, Roy Elsley and W. Thatcher, of Guelph, and J. Copeland and A. E. Robinson, of the travelers. A star athlete of former years, Charlie Hicks, failed to do very much this year, and many expressions of regret were heard that he is going back. Archie Groom took part in every event, and in some manner or other managed to get in the prize money on a couple of occasions. G. F. Bibby surprised everybody by getting fourth prize in the egg race. He won first prize at the dinner table, however, when he consumed eight cups of tea.

Committee in Charge

Dinner was served at 6.30 at tables on the hotel lawn, and after full justice had been done to a splendid repast, A. Benallick, president of the Retail Grocers' Association, extended a hearty welcome to the guests, and thanked them for their presence. Short addresses were also delivered by J. H. Simpson, G. Walker, R. Young, Hamilton; G. Williams and G. K. Readwin. During the dinner and at intervals during the afternoon music was supplied by Robinson's orchestra.

The committee in charge of the picnic was composed of, A. Benallick, chairman; E. J. Drake, secretary; G. K. Readwin, H. H. Todd, H. Chappel, L. Taylor, S. Tovell, C. C. Borden, F. Stout and S. E. Wiggins.

WHAT IS GOOD WILL WORTH IN MONEY

(Continued from page 23)

cipients. They are apt to think that "seven per cent. is not much"—but it is, as any thoughtful food merchant knows well enough. So I wrote him further as follows:

The papers you have sent me seem to indicate:

1—You are selling goods too cheap.

2—You are operating under too heavy expense, or

3—You are making more money than you think you are.

This last is not likely, because a man usually knows when he is making money. Still I have known cases where a merchant purchased too much stock, thereby keeping himself poor, and all he had to do was unload to show a profit. But never under any circumstances should you give a discount on groceries to your people. That is really an addition to the salary account which is already too high and seven per cent. is an awful discount to give on foods.

I told him to face the facts as they might be revealed by his inventory figures and then write to me again; but I have heard nothing further from him. I conclude, therefore, either that I cured him or that he is not satisfied with what I wrote on the basis of my limited information. It seemed the best I could do, however.

Canadian Section is Suggested at British Industries' Fair

London, Aug. 23.—The organizers of the British Industries Fair have asked the Canadian Chamber of Commerce in London to co-operate in the establishment of a Canadian section of next year's fair. This fair is conducted on a very large scale, and is attended by buyers from all parts of the world. The invitation to the Canadian Chamber is another step in the promotion of the inter-imperial trade to which men are more and more turning their minds in this country. Concentration on inter-imperial commerce is opposed by the British shipping interests, which aspire to carry all the world's goods, but is being championed in other powerful quarters.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

The office and warehouse staffs of the T. H. Estabrooks Co. Ltd. held a picnic recently at Crystal Beach on the St. John River. A baseball game between the office and the warehouse men was played, followed by swimming, foot races, and dancing, the whole party returning in the evening to the city on the boat after a thoroughly enjoyable affair.

Potatoes grown on the farm of T. H. Estabrooks of St. John, N. B., at Belmont, Sunbury County, have been declared, by Dr. Wm. Stewart of Washington, representing the U. S. department of agriculture, and Dr. T. C. Johnston of Norfolk, Va., director of the Virginia experimental station, to be the finest they have seen. These experts looked particularly for disease among the plants, as they are seeking seed potatoes insisting upon inspecting the growing plants before selecting. Mr. Estabrooks has thirty acres under this exceptionally good crop. These potatoes are Green Mountains and Irish Cobblers, and have been free from disease within one-tenth of one per cent.

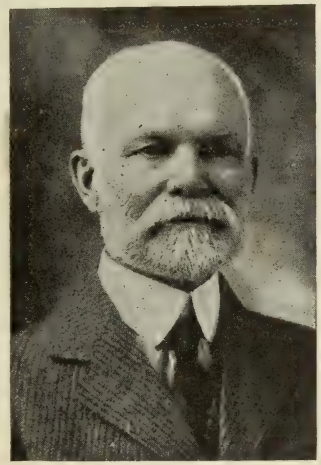
Quebec

W. H. Love, local sales manager of Leonard Fisheries, is away on his holidays, which he is spending at Hudson Heights, Que.

J. Shroeder, secretary-treasurer of Amoroso & Malagodi Co. Ltd. Montreal, is spending his vacation in New York.

J. Barrow Cadbury, a member of the Cadbury firm of cocoa and chocolate manufacturers of Birmingham, England, and Mrs. Cadbury and their two daughters arrived in Quebec on Thursday of last week by the "Empress of Scotland" and spent a few days in Montreal before going on to the United States. Like other members of the Cadbury family, Mr. and Mrs. Cadbury belong to the Society of Friends and they are on their way to attend a Quaker convention in Richmond, Indiana. Both Mr. and Mrs. Cadbury are magistrates in their own city and they are interested especially in work among children. Their trip has a three-fold object, to attend the convention, study the work and methods of juvenile and childrens' courts in America and to enjoy a holiday on this side of the Atlantic.

V. S. Perry, sec-tres. of the J. W. Windsor C., Ltd., Montreal, is on a business trip down the Saguenay River to the "Blue Berry Country." He is attending to his firm's canning interests in that district.



HENRY WATTERS

Treasurer of the Dominion Board, R. M. A., and Ottawa retailer, who will be the special speaker at the directors' luncheon on Merchants' Day next Wednesday at the Canadian National Exhibition.

Retailers' Day At The Exhibition Is Next Wednesday

Retailers' Day at the Canadian National Exhibition is next Wednesday. The Retail Merchants' Association have sent out from their Toronto office, invitations to all their members to attend the big Fair on this day, and it is expected that the attendance will be very large. Manufacturers and the officials of the exhibition are co-operating to make this day one of the great features of the two weeks' Fair, and merchants contemplating coming to the exhibition will do well to so arrange their visit as to be present on Merchants' Day. The noon day luncheon given by the directors each day, will on this occasion be especially devoted to retail interests, and the speaker this year will be Henry Watters of Ottawa, treasurer of the Dominion Board of the Retail Merchants' Association.

Business Changes

N. Barsellino is now in business at 12 Stewart St., Hamilton.

A. H. Laws has commenced business at John and Burlington Sts., Hamilton.

H. L. Jones is now open for business at Elizabeth St., Barrie, Ont.

Rhodes & Ashworth have commenced business at John & McCanley Sts., Hamilton.

A new pickle factory has been opened in St. Catharines under the management of Roy Hodgins and Ernest Gauley of that town.

President of the F. W. Fearman Co. Passes Away

Hamilton, Aug. 19.—The news of the death of Robt. C. Fearman, president of the F. W. Fearman Co., Ltd., which occurred here a few days ago, following an operation, was received with general regret. The late Mr. Fearman had been unwell for some time, and an operation was resorted to, in an effort to allay his trouble. He was 61 years of age, and all his life he had been a resident of Hamilton. On leaving college he became associated with his father who founded the F. W. Fearman business in 1854, and on the death of the latter, Robt. C. Fearman was appointed president.

The late Mr. Fearman was prominently identified with the Masonic order in Hamilton, being treasurer of Barton Lodge for a number of years, and also a member of the Scottish Rite. He was a member of the school board at one time, and afterwards chairman of the public library board. He is survived by his wife and five brothers.

New Goods

A New Package of Ginger

The Saxonia Fruit Preserving Co. Ltd., of Montreal, is this year putting up a new package of crystallized ginger which is packed in one pound, one-half pound and one-quarter pound cardboard drums. These drums are attractively labelled in gold and red on a white background. They are also packing sliced and fingered candied pineapple in the same type of drums. Assorted candied and glace fruits are being packed for the trade in 13-oz. packages and drums.

Nova Scotia and P.E.I. Retailers Hold Convention

Charlottetown, P.E.I., Aug. 23.—The first annual meeting of the provincial Association of Retail Merchants of Nova Scotia and Prince Edward Island, was held here last week. A large number of merchants from both provinces were in attendance. The opening address was delivered by the president, A. J. Reid, and addresses of welcome were given by Lieut. Gov. McKinnon on behalf of the province, and by Mayor R. H. Jenkins on behalf of the city. Addresses were also given by C. H. Chandler and E. M. Trowern.

In his report the secretary of the N. S. and P. E. Island Board, J. Cuthbertson Doyle says the decrease in membership has not been what some might have expected due to the serious conditions. The actual paid membership list last year was on the 31st of August, 1921, 918 members, and on July 31st, 1922, it was 768, showing a decrease of one hundred and fifty members, which speaks well for the confidence the retail trade has in the organization.

"As we grow in years we are growing in usefulness and importance," he continued. "I believe the Retail Class of Nova Scotia and Prince Edward Island are realizing more and more the importance of our organization which is reflected in the large amount of correspondence which we are called upon to answer on matters of vital importance to the retail trade. The amount of letters which have been sent out by our office here for the last eleven months has reached the large amount of 21,195. With the small staff we have in our office it would give you some idea of the large amount of work we are called upon to do. All correspondence receives prompt attention and our work is done in as efficient a way as possible and our system calls for the greatest possible confidence in our members. We have a monthly audit made of our books by a competent chartered accountant so that all receipts and disbursements are properly accounted for and reports made to our members which are verified. Our books are open for inspection to our members at any time. The present year has been one of the worst years the retail merchant class has been called upon to face, with the decline in the value of stock, the decline in buying as well as reducing over-head expenses in order that they might weather the squall."

Auto drives to points of interest including experimental farm, fox ranches, etc., and an afternoon at the north shore returning to Beech Grove Inn on Victoria Farm where dinner was served, speeches, instrumental and vocal music, etc., were features of the entertainment program.

Letters To The Editor

Saskatoon, Aug. 15, '22.

Editor Canadian Grocer:

Referring to the sales tax would you kindly give me the following information?

Is a retailer obliged to take out a manufacturer's license, who sells in his store home made candies, jams, marmalade, pastry or any other such articles, to the consumer?

Is a retailer obliged to keep a record of these sales?

When did this Act come into force?

Subscriber.

Editor's note.—At the present time you are obliged to take out a manufacturer's license of $2 if you are making candy for resale in your store. The Retail Merchants' Association is fighting this ruling of declaring a retailer who makes candy for sale in his own store, a manufacturer, and just recently had two test cases before the courts. In Kitchener, Ont., the magistrate dismissed the case against two confectioners who had been summonsed to appear for failing to take out a manufacturer's license. The magistrate found that the firms concerned were not manufacturers within the scope of the law. However in the meantime you are advised to take out the license, keep account of sales, but do not remit amount of tax to the government, until such time as a decision is reached. This act as amended became effective when the budget was brought down, May 24 last.

Is General-Manager of Piggly-Wiggly Co. of Canada

Montreal.—John G. Gowans has been appointed general-manager of the Piggly Wiggly Company of Canada with head office in the Merchant's Bank Building, St. James St., Montreal. Mr. Gowans, who has spent the last twenty years with the S. H. Knox and Woolworth Company, has had a wide experience in the management of the chain store system. He also has had experience in the grocery business, for some years ago he owned his own business in Toronto. He is a Canadian and was educated in Toronto, where his residence is at present although he came from Buffalo to Montreal.

Mr. Gowans tells of his experience with the S. H. Knox 5, 10 and 15 cent stores while they grew from 55 stores to the present chain of 1,100, known as the Woolworth stores. The Piggly Wiggly Co. is now operating two stores in Montreal but hope to have several new stores opened in the next few months.

Kingston Grocers And Butchers Hold Successful Picnic

Kingston, Aug. 23.—The annual picnic of the grocers and butchers of this city was held here on Wednesday last. The Fair Grounds, where the big event was held, was thronged throughout the afternoon with crowds of people who were enjoying the many events.

The list of events included many amusing features such as the potato race, egg and spoon race and other well-known races such as accompany every picnic but some new ones were introduced such as the baking powder race which required that the runners pick up packages of baking powder on their way to the wire. This was a very funny event and caused many a laugh as did also the balloon race in which toy balloons had to be juggled along to the wire by the lady contestants in the race. The small boy had his fun in the bun-eating contest and the onlookers enjoyed the fun no less than he. The buns were spread on a railing and soaked in molasses. The boys were required to stand at the far end of the stand and when the signal was given, run and grab the bun allotted to him and run back to his original position and eat it as fast as he could.

A tug of war is a rather common affair at a picnic but not the kind that the grocers and butchers served up to the crowd yesterday afternoon. The grocers won but before they did they had one grand time pulling the hash artists over the line. The meat vendors hung on for dear life and almost had their opponents across the border to victory, but alas! the grocers had as their end man a heavy-weight of the strength of one Samson and he heaved and heaved until it seemed as though he pulled the whole butcher aggregation over the line himself. It certainly was one exciting tug of war.

The Kingston Gentlemen's Driving and Matinee Club co-operated with the Grocers' and Butchers' Association for the day and put on a very fine program of races that was keenly enjoyed by all at the grounds.

The officials for the day are to be congratulated upon the manner in which they fulfilled their various duties. The starters, judges, etc., in the races were on their jobs all the time and kept things going, thus contributing largely to the success of the picnic. The officers were: President, J. Stuart Crawford; Treasurer, J. M. Gordon; Secretary, J. Cullen; Manager, W. H. Dalby; Assistant-Manager, J. Marshall.

Gordon Aird, managing director of D. M. & G. A. Aird Co. Ltd., bakers, of Montreal, was married on Tuesday of this week.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE sugar market does not present any new features as compared with a week ago. The situation is still unsettled, and while refiners' quotations are unchanged on the basis of $7.50, Montreal, it is reported that there is considerable selling under this figure. The market for refined sugar appears to be somewhat demoralized across the line, and transactions from second hands are reported at $6.80, less 2 per cent., as against refiners' prices of $7. to $7.10. The raw market is strong, and there does not appear to be any particular reason for the cutting of prices on spot, that is taking place.

The canned goods market is fairly active. Lower prices are again quoted on standard peas. Other brands are unchanged. New prices are quoted on canned cherries, pineapple, strawberries and raspberries. Wholesalers are quoting the new crop seedless raisins to arrive November first. Prices are a little lower than last year. New Grecian currants will cost around 14c per lb. They are due to arrive about the last of October. The coffee market is strong. Teas continue their upward trend, and a strong market is reported on practically all grades. The market for spices is active, the preserving and pickling season stimulating the demand. Rice is quiet. Cereals are inclined to be easier, and package goods are unchanged. Fruits and vegetables particularly of the domestic kind, continue to arrive freely at the various market centres, and prices are lower, with the demand active.

QUEBEC MARKETS

MONTREAL, Aug. 24.—The grocery market as a whole shows much more activity and interest. Retailers report better business in the last few weeks and all are looking forward to a good fall and winter. Sugar, that has stood firm in the last few months and has enjoyed much activity, is beginning to show weakness starting from the outside and working in. The refiners are standing firm, apparently, and primary markets are steady but both in the United States and Canada holders are liquidating stocks of refined sugar and prices are cut. Wholesalers are doing the cutting here. Canned goods are quiet and higher prices on pink salmon and on sardines are expected. The new pack of red raspberries will be higher in price but blue berries will be lower. Nuts and dried fruits are more active with lower prices ahead in many lines. Coffee is dull but there are interesting features to the market. Japan teas are strong and black teas are firm. The cereal and rice markets are steady with only a limited demand.

DULLNESS IN COFFEE

Montreal.

COFFEE.—There is much difference of opinion as to the true condition of the coffee market. Those dealers trading solely with Brazil note a bullish feeling in the market, but others report a dullness, yet a steady tone. Brazil is attempting to create an artificial condition in the market which will boost prices, but so far this has been unsuccessful on account of the increased production of other coffee growing countries. As far as can be seen at present, prices will stand steady at present levels which are said to be a fair value.

COFFEE—		
Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound	....	0 35

CEREALS ARE STEADY

Montreal.

CEREALS.—There is no change in the cereal market. Buying is limited just now, but millers are looking forward to a particularly good season in the fall with perhaps lower prices. The tendency at any rate is in that direction.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 50
Do., Can.	....	3 30
Lima Beans	....	0 06
White beans	....	0 07½
Green peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

CANNED FISH IS HIGHER

Montreal.

CANNED GOODS.—In general canned products of the soil are easier for the fall but canned fish, such as sardines, lobsters and salmon promise to be higher. A report from Norway dated Aug. 8 claims that the sardine harvest this season has been a total failure so far, and higher prices may be looked for. There is also a scarcity of pink salmon and some packers are not able to fill completely the orders they have on hand. The crop of blue berries in Quebec has been good but the pack is not as good as the crop might warrant, since canners state that there is a shortage of pickers and equipment for packing. Nevertheless prices have been reduced as compared with last year so that the retail price per can can be reduced 5c. a tin. The opening price on red raspberries is higher and in sympathy, the old pack has advanced 15c. a dozen.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 50
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 85
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 87½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 82½
Early June, choice	....	2 05
Do., standard	....	2 00
Fine French, 2-lb.	....	2 80
CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 25	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	15 50
Blueberries,	1 75	1 80

Cherries, red, pitted, heavy syrup, doz. 1		3 20
Do., 2½		3 50
Do., 2		3 30
Gooseberries, 2s, heavy syrup, doz.		2 75
Raspberries 2's		3 75
California Peaches—		
1s		2 90
2s		3 25
2½s		4 20
Pears, 1s, Keiffer		4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves		2 60
Yellow cling, sliced		2 60
2's		2 80
2½s		4 40
Strawberries, 2's		3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s		4 20
Bartlett Pears		3 40
Greengage Plums, heavy syrup, 2 lb.	2 20	2 90
Lombard plums, heavy syrup, 2-lb.		2 40

EVAPORATED PEACHES HIGHER

Montreal.

DRIED FRUITS.—There is an advance in evaporated peaches of 2 cents, making the price 23 cents per pound in twenty-five pound boxes. Raisins both from the East and from the West are lower in price and an easier feeling is noted in currants. Figs are also lower, but the prune market stands firm. Citron peel is higher in price and wholesalers are now quoting 55 cents per pound. On the other hand lemon and orange peel are easier and balance up the price in cut mixed peel.

Apricots, fancy		0 33
Do., choice		0 33
Do., slabs		0 30
Apples (evaporated) 25 lbs.		0 26
Do., 50 lbs.,		0 25
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed		0 31
Lemon		0 25
Orange		0 25
Citron		0 55
Raisins		
Valencias		0 19
Muscatels, 2 Crown, spot		0 17½
Do., 3 Crown, spot		0 18
Do., 4 Crown, spot		0 18½
Turkish Sultana, 5 Crown	0 26	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.		0 21
Do., 16 oz.		0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.		7 25
Currants, loose		0 13½
Dates, extrior, (36 10s), pkg.		4 50
Dromedary, (36-10 oz.)		7 20
Loose	0 19	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 32
40-50s		0 10½
50-60s		0 15
60-70s		0 14½
70-80s		0 14
80-90s		0 12½
90-100s		12½

NUT MARKET IS ACTIVE

Montreal.

NUTS.—Dealers report more activity in the nut market as the fall season approaches. Walnuts stand strong but there are lower prices on almonds, filberts and Brazils.

NUTS—		
Almonds, Tarragona, per lb.		0 19
Valencia shelled almonds 3 crown		0 44
Pecans, new Jumbo, per lb.		0 60
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled		0 50
Peanuts, Jumbo		0 15½
Filberts (Sicily,) per lb.		0 16
Do. shelled No. 1 Spanish		0 10½
Do., salted red		0 17
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell		0 30
Walnuts, Marbot	0 26	0 28
Do., new Naples		0 28
Do., Bordeaux, shelled	0 58	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Do., shelled, No. 1 Virginia		0 12
Peanuts (salted)—		
Fancy wholes, per lb.		0 34
Fancy wholes, 10 lb. tins		2 10
Do., 10 lb. boxes		1 80
Do., 25 lb. boxes, per lb.		0 17

PACKAGE GOODS ARE STEADY

Montreal.

PACKAGE GOODS.—There is no change in the quotations on package goods. Prices run steady but in package cut peels there is a particularly strong tone in view of the high cost of citron peel.

PACKAGE GOODS—		
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 3 doz.		3 00
Scotch Health Bran (20 pkgs.) case		3 50
Pancake Flour, case		7 1
Pancake flour, self-raising, do.		1 50
Wheat Food, 18-1½s		3 25
Porridge wheat, 36s, case		6 40
Do., 20s case		50
Self-raising flour, 2-lb. bags, doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 40
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		3 00
Celluloid starch, 45 pkgs. case		3 80
Malt Breakfast Food, (36 pkgs.)		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian Cheese loaf, lb.		0 30
Pimento loaf		0 32
Fancy splits, per lb.		0 29
Swiss cheez loaf		0 44
Glace Cherries, per doz.		5 25
Do., 1 lb. pack. per doz.		3 40
Cut Mixed Peel, ½-lb. pack. per doz.		1 80

RICES ARE QUIET

Montreal.

RICE.—The rice market shows no change. The market is quiet and prices are steady, but a good fall season is looked forward to.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Tapioca, per lb. (seed)		0 09
Do., (pearl)		0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

UNEASINESS IN SUGAR

Montreal.

SUGAR.—While the nominal price on sugar remains unchanged and a firm tone is evident in primary markets and among the refiners, there is a weakness developing in the wholesale trade for which the wholesalers alone are responsible. Second-hand sugars are selling as low as $7.05 on this market and run as high as $7.25 a hundred, but there are few quotations higher than that. Consequently the retail trade feels suspicious of the market and everywhere one hears whisperings of lower prices on refined sugar, yet without any foundation in the refining trade. Grocers therefore, who have large stocks of sugar on hand are beginning to feel panicky and are anxious to liquidate stocks as quickly as possible. The result is that some sugar is now being retailed at ten pounds for 69 cents in this city.

SUGAR—	
Granulated, per cwt.	7 50
Do., barrels	7 55
Granulated, gunnies, 5-20	7 70
Do., cases, 20 5-lb. cartons	7 90
Do., gunnies, 10-10	7 80
Do., cases, 50 2-lb. cartons	8 00

MORE SPICE ACTIVITY

Montreal.

SPICES.—The tone of the primary market is irregular although there is no change in wholesale conditions. There is considerable absorption of spot stuff and in a quiet way grinders supplies are being cut down. In the initial stages peppers are a little easier. Red peppers also show the same easiness. Cloves are the most active of all and are getting scarce with an exceedingly strong tone reported in New York.

SPICES—		
Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Caraway seed, Dutch		0 20
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened, lb. packages		0 34
Chicory, (Canadian), lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves		0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.		1 16
Nutmegs, whole—		
Do., 64, lb.		0 30
Do., 80 lb.		0 28
Do., 100 lb.		0 30
Do., ground, 1 lb. tins		0 35
Pepper, black		0 24
Do., white		0 32
Do., white, compound		0 18
Do., cayenne	0 32	0 34
Do., tins, 2's		0 36
Do., black, compound		0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 25	0 28

JAPAN TEAS STRONG

Montreal.

TEAS.—Tea prices stand steady with buying limited to supplies to meet immediate requirements. Japan teas feature with a strong tone throughout and higher prices on the late crops.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 60	0 70
Broken orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Above retail prices range of quotations to the		
Japan Teas (new crop)—		
Choice (to medium)	0 57	0 62
Early picking	0 62	0 82
Finest grades	0 77	1 00

FRUITS IN ABUNDANT SUPPLY

Montreal.

FRUITS.—Apples, peaches, pears, plums and melons feature the local fruit market. Apples are very low in price this year and the initial high prices quoted a month ago have attracted particularly large quantities with the result that prices are running low and will likely go still lower. The only hope for the farmers and growers is that the public will create such a de-

mand at the low level that it will be profitable to farmers to bring their crop to the market. Plums are running low in price and quotations fluctuate so rapidly that a stable price can hardly be quoted. Last week plums were selling as low as 40 and 50 cents a six-quart basket on this market. Peaches are very low in price but are expected to go still lower and there is a good demand. Many dealers were surprised to see a later supply of red cherries on the market at a lower price than has been quoted in the last three years. This is unusual for so late in the season. Montreal melons are in good supply, but prices run high from $16 to $18 per dozen.

FRUIT—

Apples, local, per bushel	0 60	0 75
Bananas (as to grade) bunch	**6 00**	**7 00**
Lemons, California	**7 00**	**8 00**
Lemons, 300s-360s, Messina	....	4 50
Limes, per 100	....	1 00
Florida, grape fruit	**8 00**	**9 00**
California Valencias	9 50	10 00
Oranges, late Valencias	10 50	11 50
California Pears, per case	....	7 00
Watermelons	0 50	0 65
Canteloupes, crate, 16 qt.	....	1 25
Cherries, Red, 11 qt.	....	1 00
11 qt. baskets, black	1 25	1 35
Honey Dew Melons 6-8	5 00	6 00
Cherries, sour, 11 qt.	1 00	1 10
Plums, basket, qt.	....	0 35
Do., 11 qt.	....	0 60
Pears	0 75	0 90
Peaches, 6 qt.	0 50	0 60
Do., 11 qt.	0 60	0 75
Montreal melons, per doz.	....	1 80
Blueberries, 1 qt.	0 09	0 11

TOMATOES MORE PLENTIFUL

Montreal.

VEGETABLES.—New low prices feature on local vegetables. Tomatoes although late and slow in ripening are plentiful and are selling at $1.00 and $1.25 a box. New potatoes are lower and promise to be plentiful. Local farmers speak well of the crop.

VEGETABLES—

Cabbages, per doz.	0 35	0 50
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.	....	2 40
Parsnips, bag	**2 00**	**2 50**
Peppers, green, per crate	5 25	5 75
New potatoes, local, per bag	1 25	1 50
Bermuda onions, crate	**....**	**3 50**
Egyptian onions, per 100 lb.	**....**	**5 00**
Spinach, barrel, local	0 40	0 50
Cucumbers, local, per doz.	....	0 40
New turnips, per doz.	**....**	**1 50**
Parsley, per doz.	**....**	**2 00**
Radishes, per doz.	**0 10**	**0 15**
Tomatoes, per box	1 00	1 25

ONTARIO MARKETS

TORONTO, Aug. 23.—The sugar market is in a more or less unsettled condition, although prices on spot show no change as compared with a week ago, the price being on the basis of $7.50 per cwt. Montreal basis. There is selling reported from second hands under this price. The tendency in the market for bulk cereals is towards lower levels and some wholesalers are quoting easier prices this week, on some lines. The package goods are firm and unchanged. There is an active inquiry, dealers state, for spices, the pickling and preserving season now being in full swing, stimulating the demand. Prices are at firm levels. Easier prices are ruling on standard peas this week, some dealers quoting them on the basis of $1.47½ per doz. The tea and coffee markets are very strong. Dried fruits are moderately active. Wholesale prices on new California raisins to arrive November first are quoted this week. Fruits and vegetables continue to arrive in plentiful supply and are quoted at fairly easy levels.

BEANS ARE UNCHANGED

Toronto.

BEANS—The market for beans is steady and unchanged, with wholesalers quoting Canadian hand-picked beans at $4.40 per bushel, number 1 lb. pickers being from $3.90 to $4. California limas are quoted at from 11 to 11½ cents per lb.

BEANS—

Candian hand picked, per bu.	....	4 40
Do., No. 1 lb. pickers, per bu.	**3 90**	**4 00**
Cal. Limas, per lb.	**0 11**	**0 11½**

COFFEE TENDS HIGHER

Toronto.

COFFEES—The coffee market is very strong with the situation at primary points indicating higher quotations. Advices point to a strong situation, and prices on spot while showing no change this week are firm at present levels.

COFFEE—

Java, Private Estate	**0 51**	**0 53**
Begotas, lb.	**....**	**0 43**
Guatemala, lb.	**0 45**	**0 52**
Mexican, lb.	**....**	**0 55**
Maracaibo, lb.	**0 47**	**0 48**
Jamaica, lb.	**....**	**0 35**
Rio, lb.	**0 23**	**0 25**
Santos	**....**	**0 35**
Mocha, lb.	**0 52**	**0 55**

CEREALS ARE EASIER

Toronto.

CEREALS—The market for cereals tends to lower levels, and wholesalers state that the situation in a number of lines is very much easier. The prospect of generous crops in the majority of grains has eased the market. Wholesalers quote pearl barley in 98's at $4.75, with the pot barley offered at $4. Rolled wheat in the barrel is quoted at from $5 to $5.75 and cracked wheat is $5 per bag. Split peas are easier at $6.50 per bag.

CEREALS—

Barley, pearl, 98s	....	4 75
Barley, pot, 98s	....	4 00
Cornmeal, golden, 98s	....	2 50
Oatmeal, 98s	....	3 75
Corn flour, 98s	....	2 80
Rye flour	....	4 40
Rolled oats, 90s	3 15	3 25
Rolled wheat, barrel	....	5 00
Cracked wheat, bag	....	5 00
Breakfast food, 98s	....	4 45
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Peas, split, per bag	....	6 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	4 00
Whole Wheat Flour	....	4 10
Wheat Kernels	....	5 25

STANDARD PEAS ARE LOWER

Toronto.

CANNED GOODS—Lower prices are ruling again this week on standard peas, wholesalers quoting them at $1.47½ per doz. Sockeye salmon ones are quoted at from $5.50 to $5.75 per doz. The halves are offered at from $2.90 to $2.95 per doz. Prices on the new pack of early fruits, two brands, are announced, that is on the cost basis, laid down in Toronto. They are as follows:

2's Cherries, Black, Not Pitted, Heavy Syrup, per doz.		3 20
2's Cherries, Red, Ptd., Heavy Syrup		3 33
2's Cherries, Red, Not Ptd., Heavy Syrup		3 20
2's Cherries, Red, in Natural Juice, 23 oz. Net		3 31
2's Cherries, White Pitted, Heavy Syrup		3 31
2's Cherries, White, Not Ptd., Heavy Syrup		3 20
2's Pineapple, Sliced		3 37
2's Pineapple, Titbits		3 25
2's Pineapple, Shredded		3 25
2's Strawberries, Heavy Syrup		3 90
2's Raspberries, Red, Heavy Syrup		4 31
2's Raspberries, Black, Heavy Syrup		4 92
CANNED GOODS—		
Shrimps	2 85	....
Salmon—		
Sockeye 1s, doz.	5 50	5 75
Do., ½s, doz.	2 90	2 95
Alaska red, 1s.	**....**	**4 25**
Cohoe 1s, doz.	**....**	**2 90**
Do., ½s, doz.	**....**	**1 45**
Pinks, 1s, doz.	**....**	**1 50**
Lobster, ½-lb. doz.	....	5 25
Do. ¼-lb. tins	2 90	3 25
Whale steak, 1s, flat, doz.	**1 75**	**1 90**
Pilchards, 1-lb. talls, doz.	**1 75**	**1 80**
Herrings in Tomato Sauce—		
Ovals 1s per doz.	**1 75**	**2 15**
Ovals ½s, per doz.	**....**	**1 30**
Kippered Herrings—		
Ovals 1s, per doz.	**1 75**	**2 00**
Ovals, ½s, per doz.	**....**	**1 30**
Canned Vegetables		
Peas, extra sifted, doz.		2 80
Sweet wrinkle, doz.		2 85
Early June, doz.		1 87
Peas, standard, doz.		1 47½
Beets, 2s doz.	**1 45**	**2 45**
Beans, golden wax, doz.	**....**	**2 15**
Do., Golden wax, fancy, doz.	**....**	**2 25**
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	**1 20**	**1 50**
Tomatoes, 2½s doz.	1 70	1 80
Pumpkins, 2½s	**1 90**	**1 80**
Spinach, 2½s doz.	**....**	**2 95**
Do., 2s	....	2 25
Pineapples, sliced, 2½s doz.	**....**	**2 75**
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	**....**	**1 60**
Do., gal. steam pack. doz.	**....**	**6 80**
Do., 2½s, doz.	**....**	**1 75**
Pears, 2s, doz.	....	2 90
Peaches, 2s, doz., H. S.	**....**	**3 25**
Plums, Lombard, 2s, doz.	**2 40**	**3 10**
Blueberries, 2s	**2 35**	**2 45**
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	**3 00**	**3 25**
Do., 16 oz. doz.	**3 50**	**3 90**
Do., 4s, each	**0 85**	**1 07**
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	**0 92**	**0 98**
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90
Marmalade—		
12 oz., glass, doz.	**2 25**	**2 45**
16 oz., glass, doz.	**2 75**	**2 90**
No. 4 tins, each	**0 53**	**0 95**

NEW RAISINS ARE EASIER

Toronto.

DRIED FRUITS — Wholesalers are quoting new seedless raisins to arrive November first. 15-oz. pkgs. seedless are quoted at 15c. each. Thompson's bulk seedless in 25 lb. boxes are quoted at 14½c.; 11-oz. pkgs. are 11½c each. California sultanas in bulk, 25's are 13½c. Ten-box lots Thompson's seedless, also of California sultanas, are quoted a quarter cent per lb. less.

New Grecian currants are likely to cost laid down in Toronto 14 cents per lb. The average price last year was a

little lower than 14 cents. Shipments are due to arrive about the last of October. Spot prices of dried fruits in wholesalers' hands are unchanged as compared with a year ago, and demand is moderately active.

DRIED FRUITS—

Citron caps, 12-lb. boxes, lb.		0 49
Lemon caps, 12-lb. boxes, lb.		0 31
Orange caps, 12-lb. boxes, lb.		0 32
Mixed containing 4½ lb. lemon per lb.		0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 8 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15
Do., Patras	0 15	0 15½
Dates—		
Excelsior, pkgs., 3 doz., in case		4 00
Dromedary, 3 doz. to case		7 50
Do., 4 doz. to case		3 90
Fard, per lb.		0 26
Hallowee dates, per lb.		0 12½
Do., Sair		0 07½
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 17
60-70s, 25s		0 16
70-80s, 25s		0 14
80-90s		0 12½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California Sultanas, lb.		0 14½
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.		0 14½
Seedless, 15-oz. pkts.		0 17½
Do., 8 oz. pkt.		0 10½
Do., 11 oz.		0 14½
Thompson's seedless, 25s		0 16
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.		0 10½
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.		0 34
Pulled, 1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

PEANUTS VERY STRONG

Toronto.

NUTS—Price changes in the market for nuts this week are few. Peanuts are holding at firm prices and there does not appear to be any tendency towards lower levels. Unsweetened cocoanut, strip, this week is quoted slightly easier at 20c per lb. The sweetened is the same figure and the cocoanut shreds are 18c per lb. Crops of nuts, generally speaking, look very good, according to advices from primary markets, and while dealers here are not anticipating much lower prices, values should remain fairly easy.

NUTS—

Almonds, Tarragonas, lb.	**0 23**	**0 24**
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.		0 20
Do., sweetened, lb.		0 20
Do., shred		0 18
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.		0 13
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans		0 27
Shelled—		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 2[illegible]	0 37
Walnuts, Bordeaux, lb.	0 62	0 65
Do., Manchurian, lb.	0 62	
Do., broken	0 40	0 50
Jordan Almonds	0 70	0 75
Brazils, lb.		0 55

PACKAGE GOODS STEADY

Toronto.

PACKAGE GOODS—No change is reported in the market for package lines this week. There is a very good demand, wholesalers state, with prices holding steady.

Rolled Oats, 20s, round case		**5 00**
Do., 18s, case		**2 00**
Do., 20s, square case		**5 00**
Do., Aluminum Prem., 20s		**6 15**
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case		**6 00**
Do., 20s, family, case		**6 80**
Package Peas, per doz.		**0 90**
Cornstarch, No. 1, lb. carton		0 09½
Do., No. 2, lb. cartons		0 07¾
Laundry Starch		0 07½
Do., in 1-lb. cartons		0 08
Do., in 6 lb. wood boxes		0 11
Do., in 6 lb. tin cannisters		0 11¾
Celluloid starch, case		**3 80**
Potato flour, 1-lb.		0 [illegible]½
Fine Oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 25
Barley, 24s		2 75
Self-rising Pancake Flour, 24s	2 70	4 75
Buckwheat Flour, 24s		2 70
Self-rising Pancake Flour, 18s		3 85
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Puffed rice pancake flour, 24s		2 90
Macaroni 20-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

RICES HOLD STEADY

Toronto.

RICES—Rices are unchanged on spot but the market is strong. Demand is inclined to be a little quiet at the present time, but buying at primary points is at fairly strong levels.

RICE—

Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 11½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	**0 7¼**	**0 08**
White Sago	0 08	0 08½
Do., fancy	0 09½	0 10

SUGAR MARKET IS UNSETTLED

Toronto.

SUGAR—The market for raws is affected by the weakness in the option market on the sugar exchange. Septembers are quoted at 3.47c to 3.48c. This weakness has influenced the attitude of holders of sugar in store which were offered at 5.20c ex-store, and since sold at 5.15c for one lot of 16,000 bags of Cubas. Holders of Cubas for shipment were very unwilling to admit weakness, and for a time held out for the last previous basis of 3¾c c. & f. New York, equal to 5.36c duty paid. Since then, however, they seemed to have modified their ideas and are now offering second half August shipments at 3 11-16c equal to 5.30c duty paid.

A cable from the island reports scattered rains. Only 5 Centrals are in operation, 182 Centrals having been closed down to date. The market for refined sugar appears to be badly demoralized across the line. New business is practically nil, and the only transactions passing appear to be from second hands at 6.80c, less 2 per cent, as against refiners' prices of 7c to 7.10c. the higher figure being quoted by Atkins. Since then Federal has reduced its price to 6.75c to meet the competition from Arbuckle, who announced that they would sell at that figure, less 2 per cent.

In Canada there is little of interest. The price is still $7.50 per cwt., Montreal basis, but quite a little selling is reported from second hands below this price.

Acadia Sugar Refinery, ex. gran.	7 84
Dom. Sugar Refinery, ex. gran.	7 78
Canada Refinery, gran.	7 84
St. Lawrence Refinery, gran.	7 84
Atlantic Refinery, gran.	7 84

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

INQUIRY FOR SYRUPS LIGHT

Toronto.

SYRUPS—No change is reported in the market for syrups and molasses this week. The demand is inclined to be slow.

SYRUPS—

Corn Syrup—		
Barrels, about 700 lbs., yellow		0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case		4 50
Cases, 2-lb. tins, yellow, 2 doz. in case		3 75
Cases, 5-lb. tins, yellow, 1 doz. in case		4 20
Cases, 10-lb. tins, yellow, ½ doz.		4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case		4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case		14 50
2½ lb. tins, 24 to case, per case		13 25
10 lb. tins, 6 to case, per case		11 50
5 gal. cans		11 00
1½ lb. tins, 24 to case, per case		7 50
5 lb. tins, 12 to case, per case		12 25
1 gal. tins, 6 to case, per case		13 20
Maple sugar, 1 lb. blocks, per lb.		0 18
Molasses, baking grade—		
No. 2 tins, 2-doz. case		4 00
No. 3 tins, 2-doz. case		5 20
No. 5 tins, 1-doz. case		4 40
No. 10 tins, ½-doz. case		4 05
Pails—No. 1		1 15
Pails—No. 2		1 70
West India, gal.		0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case		6 25
Pails No. 5		3 35

SPICE MARKET IS ACTIVE

Toronto.

SPICES—There is a very active inquiry for spices at the present time. With the pickling and preserving season now in full swing, there is quite a heavy demand for most lines. Prices are steady at the changes announced last week.

SPICES—

Cassia	**0 22**	**0 24**
Cinnamon	**0 35**	**0 40**
Cloves	**0 50**	**0 60**
Cayenne	**0 35**	**0 37**
Ginger, Cochin		**0 30**
Do., Jamaica		**0 55**
Mustard, pure		**0 45**
Pastry		**0 25**
Pickling spices	0 18	0 20
Mace	0 55	0 65
Pepers, black	0 18	0 20
Do., white	0 28	0 30
Paprika, lb.		**0 45**
Chillies, lb.		**0 50**
Nutmegs, selects, whole	**0 30**	**0 40**
Do., ground		0 30
Mustard seed, whole		**0 25**
Celery seed, whole		**0 45**
Coriander seed		**0 18**
Carraway seed, whole	0 20	0 25
Curry Powder		**0 35**
Cream of Tartar—		
French, pure	**0 35**	**0 40**
4-oz. packages, doz.		**1 75**
2-oz. pkgs., doz.		**0 90**

TEA PRICES ARE STRONG

Toronto.

TEAS — All reports point to very strong markets in teas. The situation is generally very strong. Information from Japan indicates that the second crop teas are nearly exhausted, and the demands for home consumption would take very large quantities of 3rd crop teas. There is still a scarcity of low grade Japan teas. Ceylons, Indias and Javas are all at high levels. Prices on spots are strong.

TEAS—

Pekoe Souchongs	0 40	0 45
Pekoes	**0 42**	**0 58**
Broken Pekoes	0 45	0 66
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	**0 66**
Do., seconds	0 50	0 55
Hyson thirds	**0 32**	**0 40**
Do., points	0 45	0 57
Do., sifted	0 55	0 65

FLOUR STEADY AND STRONG

Toronto

FLOUR — The market for flour is steady and unchanged with prices to the trade quoted on the basis of $7.90 per bbl. for first patents, and at $7.40 for seconds.

FLOUR—

First Patents, in cotton bags, bbl.	7 90
Second Patents, in jute bags, bbl.	7 40

NO CHANGE IN MILLFEEDS

Toronto.

MILLFEEDS—The market for millfeeds is holding at steady prices. There is a very good inquiry, with bran at $25.25 per ton, and shorts $27.25 per ton.

MILLFEEDS—

Bran, per ton	25 25
Shorts, per ton	27 25

FRUITS ARE EASIER

Toronto.

FRUITS—There continues to be the usual midsummer activity to the fruit market, with receipts very heavy. California fruits are also arriving in good supply. Dealers are this week quoting California Malaga grapes at $4.50 per box. California Elberta peaches are offered in 10-box lots at $1.75 each, single boxes being $1.85. Domestic peaches in 11-qt. baskets are quoted at from 75c to $1 each, and in 6-qt. baskets at from 40 to 60 cents each. Plums are from 35 to 50c for the large basRets and at from 20 to 30 cents for the small ones. Duchess and Astrachan apples in boxes are quoted at $1.75 each. Large baskets of pears are from 60 to 75 cents each, and small baskets at from 40 to 50 cents.

FRUITS—

Oranges, Cal. Val.	7 50	10 00
Lemons, Verdellis, 300s, per box	5 00	....
Bananas, per lb.	..	0 07
Blueberries, 11 qts.	2 00	2 50
Grapefruits, 64s, 80s, 100s, and 126s	6 50	7 00
Watermelons, ea.	0 90	1 00
Grapes, Cal. Malagas, box, ea.	....	4 50
Cantaloupes, standards	5 00	5 50
Do., flats	....	2 00
Peaches, Elbertas, 10 box lots	....	1 75
Do., single box	....	1 85
Apples, Duchess and Astrachan in boxes, each	....	$ 1 75
Pears, 11 qt. baskets, ea.	0 60	0 75
Do., 6 qt. baskets lenos	0 40	0 50
Do., 11 qt. basket	0 30	0 50
Black Currants, 11 qts.	....	3 00
Do., 6 qts.	....	1 75
Red Currants, 11 qt.	1 25	1 50
Lawtonberries, box, each	....	0 25
Pears, Cal. Bartlett, box	....	4 00
Plums, local, 6s	0 20	0 30
Do., 11s	0 35	0 50
Peaches, 6 qts.	0 40	0 60
Do., 11 qts.	0 75	1 00

POTATOES ARE LOWER

Toronto.

VEGETABLES — Prices are inclined to be easier this week on potatoes, wholesalers quoting them at $1 per bag. Onions in 100-lb. sacks are selling at $3 per bag. Large cases of Spanish onions are $4.75 each, and the half cases are $2.50 each. Supplies arriving on the Toronto market are very heavy, but there is a good demand. Large baskets of green peppers are from 40 to 50 cents and cauliflower is quoted at from $2 to $2.50 per doz. Large baskets of parsley are offered at 50c each.

VEGETABLES—

Potatoes, local, new, bag	....	1 00
Onions, per bag, 100 lbs.	....	3 00
Do., Spanish, large cases	....	4 75
Do., Spanish, half cases	....	2 50
Green Onions, local, doz.	0 25	0 30
Beets, local, do. bun.	0 20	0 25
Carrots, doz. bun.	0 20	0 25
New cabbage, per doz.	....	0 50
Radish, per doz.	....	0 25
Green peppers, 11 qt.	0 40	0 50
		0 40
Cucumbers, per basket	0 15	0 25
Cauliflower, doz.	2 00	2 50
Parsley, 11 qt. bkt.	....	0 50
Vegetable marrow, doz.	0 90	1 00
Celery, doz.	0 75	1 00
Corn, doz.	0 15	0 20
Do., Golden Bantam, 10 doz.	....	2 00
Tomatoes, 11 qt. baskets	0 40	0 50

MANITOBA MARKETS

WINNIPEG.—Markets in grocery commodities are more or less without feature this week. The primary coffee market is dull and inactive and indications are that the present crop will not be up to expectations. Western packers have named prices on canned cherries and peas but it is the opinion of the trade that their quotations are too high to compete on the prairie provinces with Eastern quotations. Dried fruits are moving in moderate volume. Cereals are unchanged. The sugar market holds firm with no change in quotations. Some American companies have advanced their prices on molasses. Teas continue to show strength and the market in rice is also firm. There is a moderate demand for fruits and vegetables at lower quotations. Salt is in a strong position.

COFFEE MARKET DULL

Winnipeg.

COFFEE.—Reports from Brazil indicate that the present Rio crop will probably not exceed two million bags and the Santos crop at about six million bags. The market is dull and inactive and grinders are adopting buying on a hand to mouth policy.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 28	0 30
Bogotas, roasted, best grade, lb...	0 40	0 43
Mocha (types), best grade, lb....	0 51	0 53
Bourbon, best grade, per lb.....	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb	0 38	0 44

CEREALS REMAIN STEADY

Winnipeg.

CEREALS.—The market for cereals is moderately active and with the approach of cooler weather an improvement in the demand is expected by the trade. Quotations are ruling steady.

PACKAGE CEREALS—

Rolled Oats, 20s, Rd. Ct.	3 85	4 25
Do., 36s, case, square pkts.	....	4 00
Do., 18s, case	....	1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case	....	2 85
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed Rice, 3 doz. case, per case	....	5 70
Cream of Wheat, 3 doz. case per case	....	7 50
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case	....	3 00

BULK CEREALS—

Rolled Oats, 80s, per bag	....	2 65
Do., 40s, per bag	....	1 40
Do., 20s, per bag	....	0 75
Do., 10-8s, per bale	....	3 40
Oatmeal, 98s, gran. for stand bag	....	3 60
Wheat granules, 98s, per bag	....	4 70
Do., 16-6s, per bale	....	5 90
Peas, whole green, 100 lb. bag, per bushel	....	4 75
Peas, split, yellow, 98s, per bag	....	8 00
Do., split, yellow, 49s, per bag	....	4 10
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Beans, Lima, 100 lb. bag, per lb.	0 13½	0 14½
Barley, pot, 98s, per bag	....	3 20
Do., pot, 49s, per bag	....	1 65
Do., pot, 24s, per bag	....	0 84
Barley, pearl, 98s, per bag	....	4 35
Do., pearl, 24s, per bag	....	1 15
Cornmeal, 98s per bag	....	2 75
Do., 49s, per bag	....	1 45
Do., 24s, per bag	....	0 75
Do., 10-lbs. per bal.	....	3 35
Buckwheat, Gritz, 98s, whole, per bag		6 00

WESTERN PRICES ON CANNED GOODS

Winnipeg.

CANNED GOODS.—Opening prices have been named by Western packers on canned cherries and canned peas with the opinion of the trade in general that quotations are too high when compared with Eastern quotations. Reports from British Columbia state that the tomato pack is favorable. New prices have been named by Western packers on Canadian apricots and they are quoted at slightly lower levels than last year. The market in canned goods is steady under a moderate enquiry.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, ½s, 8 doz. case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.	....	3 00
Do., ½s, 4 doz. case, case	....	5 00
Oysters, 1s, 4 oz. 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case.	....	7 50
Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	8 50
Salmons—		**Per case**
Sockeye, 1s, tall, 4 doz. case.	....	20 00
Do., ½s, flat, 8 doz. case	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	14 00
Do., ½s, flat, 8 doz. case	....	15 00
Coho, 1s, tall, 4 doz. case	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case	....	8 00

CANNED FRUITS (Canadian)—

		Per case
Apples, 6 tins, in case	....	5 00
Blueberries, 2s, 2 doz. case	....	6 00
Cherries, 2s, 2 doz. case	....	6 70

Gooseberries, 2s, 2 doz. case		7 50
Lawtonberries, 2s, 2 doz. case		8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case		6 00
Plums, Lombard, H.S. 2s, doz. case		5 95
Plums, Lombard, L. S., 2s, 2 doz. case		4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case		10 60
Peaches, 2½s, 2 doz. case		9 15
Peaches, sliced, 1s, 4 doz. case		10 35
Do., Halves, 1s, 4 doz. case		10
Do., 2s, 2 doz. case		6 50
Pears, 1s, 4 doz. case		13 25
Pineapple, sliced, 2s, 2 doz. case		7 50
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.		4 40
Beans, Golden Wax, 2s, 2 doz. case, per case		4 70
Beans, Refugee, 2s, 2 doz. case		4 75
Corns, 2s, 2 doz. case	3 85	4 10
Peas, standard, 2s, 2 doz. case	3 25	4 10
Peas, Early June, 2s, 2 doz. case	4 65	4 80
Sweet Potatoes, 2½s, 2 doz. case		5 60
Pumpkin, 2½s, 2 doz. case	3 80	4 85
Sauer Kraut, 2½s, 2 doz. case	3 80	3 90
Tomatoes, 2½s, 2 doz case	4 05	4 35
Spinach, 2½s, 2 doz. case		5 80

NO CHANGE IN DRIED FRUITS

Winnipeg.

DRIED FRUITS.—The trade report that the demand for dried fruits is fairly active with prices holding steady. Prices on new crop prunes have been again deferred.

DRIED FRUITS		
Evaporated apples, per lb.		0 25
Currants, 90 lb., per lb.		0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.		0 12
Dates, Hallowee, bulk, lb.		0 13
Do., pkgs., 8 doz. case, lb.		0 09
Figs, Smyrna, per lb.		0 14½
Loganberries, 8 oz., 4 doz. case, pk.		0 27½
Peaches, standard, per lb.		0 21
Do., choice, per lb.		0 22
Do., fancy, per lb.		0 25
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.		0 24
40-50s, 25s, per lb.		0 20
50-60s, 25s, per lb.		0 17½
60-70s, 25s, per lb.		0 16
70-80s, 25s, per lb.		0 14½
90-100s, 25s, per lb.		0 12½
In 5-lb. cartons, carton	0 73	0 80
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		0 21½
Do., pkg., 12 oz., fancy, per pkg.		0 17½
Do., 16 oz., choice, per pkg.		0 21
Do., 12 oz., choice, per pkg.		0 16
Cal., 5 lb. cartons, per carton		1 15
Do., bulk, 25-lb. boxes, per lb.		0 20
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.		0 20
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 15
Do., Cal. Muscatels, 5 lb. carton, per		
Apricots—		
carton		1 15
Do., Standard, 10s, per lb.		0 32
Do., 25s, per lb.		0 30
Do., Choice, 10s, per lb.		0 34
Do., 25s, per lb.		0 32
Do., Fancy, 10s, per lb.		0 36

FIRM TONE TO JAMS

Winnipeg.

JAMS.—There is a steady tone to the jam market as manufacturers are maintaining their present prices. Within the next few weeks the demand for the better grade is expected to show an improvement.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80
Peach, 4s, per tin	0 70	0 80
Compound (all flavors) 4s tin		0 45

SHELLED NUTS FIRM

Winnipeg.

NUTS.—The market in shelled nuts is ruling firm. No change however is reported at present. There is a good enquiry for shelled varieties.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 26
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

RICE IS STRONGER

Winnipeg.

RICE.—Conditions at primary markets are showing a firmer tone and while no changes are reported on spot quotations a stronger tone is reflected.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08½
Do., 50-lb. sacks, lb.	0 08¾
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

STEADY TONE TO STARCH

Winnipeg.

STARCH.—The market is holding steady with a fair demand and no change in quotations.

SUGAR SHOWS NO CHANGE

Winnipeg.

SUGAR.—There is no change in the Canadian refined sugar market but the raw market is reported quiet. The situation is unsettled and very difficult to form an opinion as to the immediate future of the market.

SUGAR—	
Extra gran., bags, 100 lbs.	8 50
Do. gunnies, 5-20 lbs.	8 90
Do., cartons, 20-5 lbs.	9 10
Do., gunies, 10-10 lbs.	9 00
Yellow, No. 1, lt. bags, 100 lbs.	8 10
Do., golden bags, 100 lbs.	8 00
Powdered sugar, bbls.	8 90
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 30
Icing, barrels	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	9 40
Soft lumps, boxes, 100 lbs.	9 30
Do., boxes, 50 lbs.	9 60
Do., cases, 20 cartons	10 35
Do., cases, 40½ lbs.	11 10
Small lump boxes, 100 lbs.	9 20
Do., boxes, 50 lbs.	9 30
Do., boxes, 25 lbs.	9 50
Do., cartons, 50 2-lb.	10 60
Do., boxes, 25 lbs.	9 30
Hard lump boxes, 10 lbs	9 45
Do, boxes, 50 lbs	9 60

MOLASSES ADVANCE

Winnipeg.

SYRUPS.—Some molasses companies have advanced their prices 10c. per case. The market is firm irrespective of strike and fuel conditions in the States and it is quite possible that further advances will follow shortly.

CANE SYRUP—	
No. 2s, 2 doz. case	5 30
No. 5s, 1 doz. case	6 15
No. 10s, ½ doz. case	5 70
No. 20s, ¼ doz. case	5 55
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-ib. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz. in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	17 80
Pure, 5s, per case of 1 doz.	16 20
Pure, 10s, per case of ½ doz.	15 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 90
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½s, tins, 4 doz. case	4 15
2s, tins, 3 doz. case	3 40
2½s, tins, 2 doz. case	3 25
5s, tins, 1 doz. case	3 00
10s, tins, ½ doz. case	2 90

SPICE SITUATION STRONG

Winnipeg.

SPICES.—Spices are moving in good volume and prices are holding at firm levels. Some seasonable lines such as celery seed, carraway seed and pickling spice have firmed up considerably while peppers show no change.

SPICES—	
Allspice, Jamaica, best qual., lb.	0 18
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 58
Cinnamon, Ceylon, per lb.	0 50
Do., No. 10, carton, doz.	0 75
Do., Zanzibar, per lb.	0 60
Ginger, washed, Jamaica, No. 1	0 55
Do., Jamaica, No. 2	0 50
Do., Japan or Africa, lb.	0 20
Mace, extra bright Penang, lb.	0 65
per lb.	0 35
Do., Amboyna, per lb.	0 90
NUTMEGS—	
Nutmegs, extra large brown, 70 lb., per lb.	0 55
Do., large brown, 85 lb., per lb.	0 40
Do., med. brown, 110 to lb., per lb.	0 35
Do., carton of six, per doz.	0 80
Do., carton of six, per doz.	0 90
Pepper, blk., Singore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz.	0 90
Do., bulk, No. 1, per lb.	0 22
Do., No. 2, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18
Do., No. 2, per lb.	0 16
Do., No. 1 4 oz. cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Cloves, bulk, per lb.	0 63
Do., 2 oz. cartons	1 45
Do., 4 oz. cartons	2 75

STRONG MARKET IN TEAS

Winnipeg.

TEAS.—Importers report all tea markets in strong position with the better grades showing advancing tendencies. Lower grades are also inclined towards higher levels. The demand for teas locally is well up to normal.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

FLOUR IS UNCHANGED

Winnipeg.

FLOUR.—The flour market is steady and unchanged with quotations on 98 pound sacks ranging at $3.90.

FLOUR—	
98 lb. sacks	3 90
Two 49 lb. sacks	3 97½
Four 24 lb. sacks	4 07½

(Continued on page 33)

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Aug. 23.—Flour is quoted lower here, a reduction of 30 cents per bbl. being announced. The quotation is now $7.60 per bbl. Tomatoes, 2½s, are now quoted at $4 per case. Corn flour is a little easier in price.

Beans, Kotenash, per cwt.	6 25	....
Rolled oats 80s	....	3 00
Rice, Siam	**5 90**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.	....	7 60
Sugar, pure cane, gran., cwt.	....	8 84
Cheese, No. 1, Ont., large	....	0 20½
Alberta cheese, twins	....	**0 20**
Do., large	....	**0 22**
Butter, Creamery, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 8s	....	**10 80**
Eggs, new laid, local, case	....	**7 00**
Tomatoes, 2½s	....	4 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Aug. 23.—Prices in grocery commodities here this week are for the most part unchanged. Pork clear, is quoted on the basis of $34.50 per bbl. Butter is offered at 38c. per lb. Oranges are $10 and $12 per case. Dealers are quoting onions at $3 per 100 lbs.

Rolled oats, bag	....	3 75
Do., bbls.	....	8 50
Cornmeal, gran., bags	....	2 75
Rice, Siam, per cwt.	....	**6 60**
Tapioca, per 100 lbs.	....	**9 50**
Molasses, gal.	....	0 70
Tomatoes, cans, doz.	....	1 90
Raisins, Valencia layers	**0 24**	**0 30**
Currants, cleaned	....	**0 20**
Prunes, 90-100, 25-lb. boxes	....	**0 14**
Lemon peel	....	**0 34**
Orange peel	....	**0 34**
Citron peel	....	**0 46**
Walnuts	....	**0 23**
Almonds	....	**0 22**
Brazils	....	**0 20**
Peanuts	....	**0 18**
Filberts	....	**0 16**
Cocoanuts, bag	....	**6 00**
Potatoes, per bushel	0 80	0 90
Onions, 100 lbs.	....	3 00
Pork, clear, bbls.	....	33 50
Oranges, per case	10 00	12 00
Bananas, per lb.	....	0 08
Lemons, case	....	6 00
Grapefruit, case	9 00	....
Pigs' feet, per 20-lb. pail	....	**2 25**
Hams, shoulder, per lb.	....	**0 22**
Bacon, side per lb.	....	**0 33**
Bacon roll, per lb.	....	**0 62**
Lard, pure, in pails, lb.	....	0 17
Lard, pure, in tubs, lb.	....	0 16½
Shortening, in pails, lb.	....	0 16
Shortening, in tubs, lb.	....	0 15½
Butter, creamery prints, lbs.	....	0 38

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, Aug. 23.—Grocery markets here remain firm, with the exception of a few minor changes. Hams have declined one cent per lb., and cheese has declined two cents: Canned peas, standard, are down 10 cents per doz. at $1.75.

Flour, No. 1 patents, bbl.	....	10 00
Cornmeal, bags	....	**2 50**
Rolled oats, per bag	....	**4 00**
Rice, Siam, per 100 lbs.	0 08½	....
Tapioca, 100 lbs.	....	7 50
Sugar, standard, gran.	....	7 75
Do., No. 1, yellow	....	7 25
Molasses, gal.	....	0 70
Cheese, Ont., twins	....	0 18
Eggs, fresh, doz.	....	0 32
Lard, compound	....	0 16½
Do., pure, lb.	....	0 18
American clear pork, bbl.	....	33 00
Tomatoes, 2½s., stan., doz.	....	**2 00**
Hams, aver., 25-35 lbs.	....	0 30
Do., aver., 18-25 lbs.	....	0 32
Hams, aver., 12-18 lbs.	....	0 35
Roll Bacon	....	0 23
Breakfast Bacon	....	0 32
Butter, creamery, prints, lb.	....	0 37
Do., creamery, solids	....	0 35
Raspberries, 2s Ont., doz.	....	**4 00**
Peaches, 2s, standard, doz.	....	**2 90**
Corn, 2s, standard, doz.	....	**1 60**
Peas, standard, doz.	....	1 75
Strawberries, 2s, Ont., doz.	....	3 90
Do., pinks	....	**7 00**
Do., Cohoes	....	**14 60**

WINNIPEG MARKETS

(Continued from page 32)

MALAGA GRAPES ARRIVE

Winnipeg.

FRUITS.—The first shipment of California Malaga grapes has arrived on the market and is meeting with ready sales at $4.25 per case. Good shipments of Ontario garden grapes are arriving and are quoted at 55c. per basket. There is little change in quotations on fruits with the movement along fairly active lines, and quantities arriving are enough to meet the retailers' requirements.

FRUITS—		
Peaches, per case	2 25	....
Plums, per case	....	2 50
Pears, per case	....	4 50
Apples, per box	....	2 25
Apples, per basket	....	2 25
Cantaloupes, per case (Flats)	2 00	....
Cantaloupes, (Standards) per case	5 00	....

GOOD SUPPLY OF CORN

Winnipeg.

VEGETABLES.—Large quantities of local corn are arriving daily and are quoted at 20c. per doz. Vegetable marrow is in good demand at 75c. per dozen and hubbard squash at 4c. per lb. New potatoes are quoted at 60c. per bushel. Cabbages are slightly lower and they are selling at 1c. per lb. Ontario tomatoes are in good demand at $1.25 per basket with local tomatoes quoted at 12c. and hot-house at 20c. per lb. Cauliflower is selling at $1 per dozen.

Cabbage, per lb.	0 01
Leaf lettuce, per doz.	0 25
Head Lettuce, per doz.	0 60
Green onions, per doz.	0 15
Cucumbers, per doz.	0 50
Tomatoes, per basket	1 25
Celery, per lb.	0 08
Onions, per sack	3 50
Rhubarb, per lb.	0 02

STRONG SALT MARKET

Winnipeg.

SALT.—Reports from salt concerns state that the market is in a strong position but they will not advance their prices unless they are absolutely forced to. Many are in a position that they cannot guarantee present prices as with the present fuel supplies only lasting for one month to six weeks it entirely depends on the strike and fuel situation. Under these conditions it would be well to anticipate future requirements.

WESTERN NEWS

H. G. Dowell, of Tees & Persse Limited, Winnipeg, is away on his vacation.

John Dodds, of the W. L. MacKenzie Company, Limited, Winnipeg, is spending his holidays on a motor trip to Detroit Lakes and American cities.

W. S. Graham of the Western Grocers' Limited, Winnipeg, is spending a twe weeks' vacation at Winnipeg Beach.

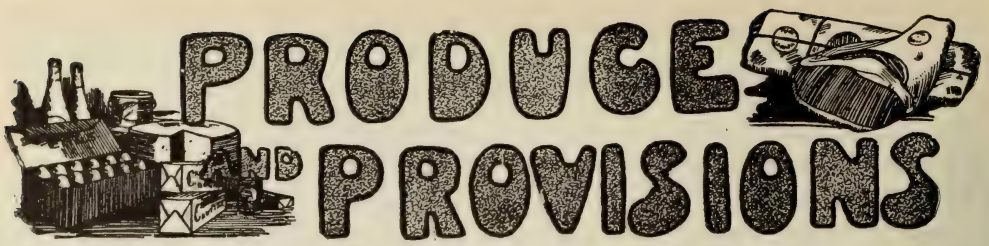
G. D. Olds, sales manager of Hills Bros., Limited, New York, accompanied by Mrs. Olds, who has been visiting Winnipeg for the past week, has returned home. This was Mr. and Mrs. Olds' first trip to Winnipeg and both were very favorably impressed with the city.

F. K. Keogh of Hills Bros., Limited, New York, accompanied by Mrs. Keogh, spent last week in Winnipeg on a business trip.

ARE PLANNING TO HOLD WINNIPEG EXHIBITION AGAIN

Winnipeg, Aug. 23.—A movement for reviving the Winnipeg exhibition is now underway. In compliance with the wishes of the council of the board of trade, a special committee will discuss the matter with the civic finance committee. As the board of trade has gone on record as being unanimously in favor of re-establishment of the exhibition, it may be taken for granted that the movement will get a decided boost from the board's representative.

W. E. Milner, secretary and general manager of the board, has been collecting exhibition data for the past year and a half, and this will be placed at the disposal of the conference if required. "We will do all in our power to get the exhibition going again, believing as we do that it will be a splendid thing for the city," said Mr. Milner.



Says Proper Refrigeration Saves Money

Grocer in Grimsby, Ont., Has Had Installed a System of Cold Storage in His Place, That He Claims is an Economical Piece of Equipment—Also Has Meat Slicer That He Declares is Worth the Price of a Clerk to Him in the Summer

INSTALLING a system of refrigeration in which he has disposed of the use of ice, J. P. Robertson, grocer of Grimsby, Ont., declares that in the year and a half in which he has had it, he has saved money. "The fact that I can keep produce and perishable foods for such a long period, and then sell them in a perfectly wholesome state, has saved me a good deal," Mr. Robertson told a representative of Canadian Grocer recently. "When the berry season is at its height, a merchant very often has a few crates or possibly only boxes of berries left on Saturday night. Before I installed this system of refrigeration, I either had to take these berries home and use them, or let them spoil, whereas now they can be conveniently placed in cold storage, and sold the following week. I have kept fruit in that refrigerator for over a week and when I have taken it out, I had no difficulty in disposing of it at equally as good a price as that obtained for fresh stuff. It is a clean and sanitary method and we have had a great deal of satisfaction with it. It maintains a uniform degree of frost at all times."

Heavy Sales of Meats

Mr. Robertson does a very fine business in smoked and cooked meats, and particularly in the summer months. He caters to a large summer resort trade at Grimsby Beach, and while he states that this trade is not as good this summer as in other years, he has had a very fair business. These people are big buyers of smoked and cooked meats. "Last summer my account for these meats ran over three hundred dollars monthly," he remarked. "This year it has not been quite so heavy. The condition of the road through here has been such as to divert traffic in another way, and there has not been the number of people who otherwise would come this way. Consequently I have lost some of my good summer trade."

Saves the Price of a Clerk

While it has not been so heavy as previously, sales of cooked ham in this store average about one ham a day in the summer, and in the extreme hot weather sometimes there are two and three hams cut up. A slicer is situated on one end of the provision counter. This counter is situated just in front of the large refrigerator, and is set apart from the regular counter for groceries. "That slicer saves me the price of a clerk in the summer," Mr. Robertson remarked when commenting on the value of a meat slicer. "We could not get along without it in our business. I have had that one for a long time, and it has never given any trouble."

Only One Brand of Bacon

Only one brand of bacon and cooked ham is carried in this store. Mr. Robertson believes in choosing a good bacon of reputable quality and concentrating selling effort on it. That is what he has done, and he declares that in a large measure this fact is responsible for his big turnover in these lines. "I think the bacon I am stocking is the best that can be bought, and I never have any complaints in regard to the same. I believe in aiming to handle only top quality goods whether it be bacon or general grocery commodities. I buy only the best and I have built up a reputation for quality that is constantly bringing business to my store."

Speaking of the competition of chain and cash and carry stores, Mr. Robertson did not think that the presence of a couple of this class of store had affected his business to any extent. His customers wanted the service of credit and delivery, and were not attracted sufficiently by the lower prices of the cash and carry stores to give up the convenience and advantages of the service grocery.

Two U. S. Packers Plan Big Merger of Their Concerns

Chicago, Aug. 22.—It is learned here that Armour & Co. and Wilson & Co., packers, would merge as soon as the legal differences surrounding such a deal could be surmounted. One of the provisions of the merger will be the assumption of the Presidency of the new firm, which will be known as Armour & Co., by Thomas E. Wilson, present head of Wilson & Co. He will succeed J. Ogden Armour, who will become Chairman of the Board of Directors.

The differences confronting the proposed merger centre around a mass of Federal laws. In addition to these laws, the attorneys working on the merger are confronted with an agreement signed by the five big packers in which they pledge themselves never to effect a combine. In addition to this, the two companies must obtain the consent of the Secretary of Agriculture to the merger. It is said Mr. Armour wished to absorb Wilson & Co. principally to obtain the services of Mr. Wilson as President of the company.

WANT TREATY RATIFIED

Seattle, Aug. 23.—A special to Washington says:

"Unless the senate will ratify the sockeye salmon treaty, affecting salmon native to the Frazer river, and unless it withdraws its standing objections to the halibut and lobster treaty, the Canadian and British governments will not enter into negotiations with the United States for a treaty of protection of salmon and other fish in the waters of the Pacific ocean beyond the three-mile limit. This in substance is the report which Secretary Hughes, of the department of state, has submitted to the senate. This report is in response to a senate resolution, introduced by Senator McNary, of Oregon, and adopted more than a year ago, asking the president to negotiate a treaty between the United States and Canada for the protection of salmon in the Pacific beyond the limits of the territorial waters of the two countries."

Retailers Are Not Profiteering In Fresh Meats In Spite of Accusations

Article in Daily Press on the Subject of "Peace Profiteering in Beef," Lays Blame at the Door of the Retail Butcher, But the Latter Has Something to Say in Reply

MONTREAL, Aug. 23. (Special).—According to an article published on "Peace Profiteering in Beef" by one of the local newspapers, "the retail butcher should conduct his business upon sound lines and not compel the luckless consumer to bear the burden of the merchant's incompetence and ignorance."

In this series of articles that revealed the story of beef marketing, the farmers, the cattlemen, the commission agents and the abattoirs all received a share of the blame for the evident wide margin between the price paid to the farmer for the cattle and the price paid by the consumer for the cuts of beef. But the retailer came in for the most severe criticism, as will be seen by the closing lines of the last paragraph of one of the articles, as noted above.

Farmers Are To Blame

The farmers share the blame, according to this article, in that they do not raise the right kind of cattle for the butcher and what they do raise is not taken care of or properly bred. In other words they take no interest in raising beef cattle and therefore western and Ontario cattle must be brought into Quebec increasing the cost by the heavy freight rates and because the west has practically control of the market. But in this instance the blame is shifted to the cattle brokers, for, it is said, they have so manipulated the market that the farmer even loses several cents a pound on the cattle between time of shipment and arrival at the abattoirs. This has so disheartened the cattle raiser that he has turned his attention in other directions. And so the blame is shifted from one to the other, until it is left at the door of the retail butcher and in its shifts it has lost nothing. Apparently a serious case of profiteering is set against the butcher, but perhaps the butcher has some evidence to give which may give a different aspect to the case.

Extravagant Distribution

A Canadian Grocer representative interviewed a number of retail butchers who had read with interest the articles mentioned above. Each butcher strongly denied the charge and willingly discussed the evidence laid against him. As one butcher said, "Things have not been very rosy in this business during the last year and do you think that if it were at all possible for one butcher among so many to cut the prices in order to compete more energetically for the trade in his district, he would not do so? I for one would if I thought that I had sufficient margin on which to do it and thereby get a bigger turnover.

No Economy In Marketing

"I think that that is proof that in the gross sales there is no profiteering. True enough there is apparently a wide margin between the price we pay for a side of beef and the price we sell the sirloin and other choice parts, but that is necessitated by the supply and demand."

Another retail butcher said, "The trouble is that every beef has four quarters. If they could breed cattle that had only hind quarters there would not be the apparent profiteering. In this district, for instance, I cannot sell a fore quarter. I must buy all hind quarters and to do that I must pay a higher price than I would if I were buying the whole side. I have tried hard to educate some of my customers to the fact that the fore quarter is good although the price

(Continued on Page 38)



Here is a meat department in a Western Ontario grocery store that is replete with equipment that makes for attractive displays and an improved service.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 24.—The produce market is quiet with little feature of note except the advance in the price of butter which is well maintained. Cheese, however, is steady with no sign of a change. Eggs are unchanged but the supply is expected to drop off shortly. Hogs are steady at the lower level but beef shows weakness. Lard prices are steady. Smoked and cooked meats hold their prices with some improvement in the demand as compared with last week. This is mid-season for fish and the market is quiet with no change in prices.

BUTTER PRICES HIGHER

Montreal.

BUTTER.—Late last week the butter market showed an advance of one and two cents a pound which, despite reports to the contrary, seems to be well maintained and backed by a good export market and a scarcity of butter abroad. There is a probability however that in this province the wide margin between butter and cheese values may induce many factories to make butter in place of cheese and so swell the supply of butter. This would not in any case show any effects until late in September.

BUTTER—		
Creamery prints, finest	0 37	0 38
Creamery solids	0 36	0 37
Dairy solids		0 30
Dairy Prints		0 28

CHEESE MARKET STEADY

Montreal.

CHEESE.—Although the cheese market holds steady with a fair movement abroad, it does not reflect the advance in the price of butter. The striking feature is the wide margin between butter and cheese values and this may affect the make of cheese for the fall.

CHEESE—		
Old colored, twins		**0 23**
Old White		0 23
New Large, per lb.	0 15	0 16
New Twins, per lb.	0 15	0 16
Fancy Old Cheese, per lb.	**0 28**	**0 30**
Triplets, per lb.	0 15	0 16
Stilton, per lb.		0 28
Quebec	0 15	0 16

EGG MARKET IS STEADY

Montreal.

EGGS.—The egg market holds steady with an improvement in the demand shown in the past week. Dealers predict a shortage of new laid eggs in the near future with consequent higher prices but as yet the supply keeps up. Storage supplies are well up and no change in that line is anticipated at the present.

EGGS—		
Specials	0 35	0 36
Selects	0 32	0 33
No. 1		0 28
Storage		0 26

LARD PRICES STEADY

Montreal.

LARD—Lard prices are steady with a fair movement of supply but no indication of a change of price in either direction.

Tierces, 350 lb.	0 15½	0 16½
Tubs, 20 lbs.	0 16	0 17
Pails, 20 lbs.	0 16½	0 17½
1 lb. bricks	0 17	0 18½

HOG PRICES STEADY

Montreal.

FRESH MEATS—There is no change in the quotations on live hogs. The market is steady with a fair demand all around. Beef prices vary considerably and there is a weak tone to the market. Select light weight hogs are bringing 13c a pound weighed off cars at this market.

cars)		13 00
Fresh killed		19 00
Legs of pork, (foot on)	0 20	0 21
Loins (trimmed)	0 27	0 28
Trimmed shoulders	0 19	0 20
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20

Fresh Beef—

	(Cows)		(Steers)	
Hind quarters	0 15	0 18	0 12	0 16
Front quarters	0 10	0 12	0 05	0 08
Loins		0 23		0 28
Chucks		0 10	0 11	0 12

SMOKED MEATS UNCHANGED

Montreal.

SMOKED MEATS—There is no change in the market for smoked meats. Prices are steady and the demand, both here and abroad, shows an improvement. With the lower prices on hogs holding there is a weaker tendency if anything in this market.

BACON—		
Breakfast, best	0 37	0 38
Smoked breakfast	0 30	0 32
Cottage rolls		0 30
Picnic smoked Hams		**0 23**
Wiltshire	**0 30**	**0 34**
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 36	0 38
Do., 12-14	0 32	0 34
Do., 20-25	0 31	0 33
Do., 25-30	0 30	0 31
Over 35 lbs.	0 27	0 30

COOKED MEATS FIRM

Montreal.

COOKED MEATS—The cooked meat market is steady with a firm tone. Over the last week-end there was a dullness but the more seasonable weather has improved this. Prices are expected to hold despite the lower values for hogs.

COOKED MEATS—		
Hams, cooked		0 50
Sandwich	0 564	0 55
Square hams		0 55
Smoked shoulders		**0 22**
Bologna	**0 10**	**0 21**
Corned Beef 1's, per doz.		**3 25**
Per doz. 2's		**5 75**

FISH MARKET UNCHANGED

Montreal.

FISH—There is no new feature of note in the fish market. The demand is fair being just between seasons and the call is principally for lake fish.

FRESH FISH—		
Herring		**0 06**
Market cod, fresh		0 06
Steak cod		0 08
Haddock		0 07
Halibut		0 22
Lake Trout		**0 17**
Flounders		**0 08**
Mackerel		0 12
Brook trout		**0 50**
Spring salmon		0 25
Dressed pike		**0 12**
FROZEN FISH—		
Haddock		0 05
Halibut		0 18
Chicken halibut		0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Dores	**0 13**	**0 14**
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21

TORONTO MARKETS

TORONTO, August 23.—The tendency in the markets for this week is towards higher levels, with wholesalers quoting butter at an advance of one cent per lb. Cheese is unchanged, but dealers declare that higher prices are likely in view of the increased demand. There is some improvement noted in the egg situation. Receipts are lighter, and the quality is said to be better. Live hogs are a little firmer this week, but prices of smoked and cooked meats are inclined to be easy. Inquiry for both fish and poultry is a little slow, with prices for the most part at unchanged levels.

BUTTER IS HIGHER

Toronto.

BUTTER.—The market for butter is gaining strength. Wholesalers report a much better inquiry for the same, and prices are marked up a cent per pound. Creamery prints No. 1 are offered at 41, while creamery prints No. 2 are quoted at 37c.

BUTTER—		
Creamery prints, No. 1	0 38	0 41
Creamery prints, No. 2	0 35	0 37

CHEESE IS FIRMER

Toronto.

CHEESE.—While wholesalers report no changes in quotations this week, they express the opinion that new and higher prices are likely in the near future.

There is a very much firmer and stronger situation prevailing, and advances are inevitable with an increased demand. Large, new cheese are quoted at from 19 to 20c per lb. and September cheese are 22 and 23c, with new Stiltons offered at 22c.

CHEESE—

Large, new	0 19	0 20
Do., Sept.	0 22	0 23
Stilton, new	0 22	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGGS SHOW UPWARD TENDENCY

Toronto.

EGGS.—The market has taken an upward turn, and some wholesalers are quoting higher prices this week. Number one eggs are quoted at 29c per doz., while selects are offered at 34c. Selects in cartons are offered at 37c per doz.

EGGS—

No. 1, per dozen	0 29
Selects, per doz.	0 34
Selects, per dozen in cartons	0 37

LARD IS UNCHANGED

Toronto.

LARD.—The market for lard is steady and unchanged. There is a good inquiry for the same, 1 lb. prints being quoted at 19c and on the tierce basis, 400 lbs. to the tierce at 16c.

LARD—

1-lb. prints	0 19
Tierces, 400 lbs.	0 16

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE IS STEADY

Toronto.

MARGARINE.—No change is reported in this market this week. Prices are firm, with dealers quoting number one margarine at from 20 to 21c per lb., and number two quality at 16c per lb.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

LIVE HOGS A LITTLE FIRMER

Toronto.

FRESH MEATS.—The market for live hogs is inclined to be a little firmer this week, with packers paying $13.75 per cwt. for them on the fed and watered basis. Wholesalers are quoting legs of pork, up to 15 lbs. at 27c and loins of pork at 33c. Fresh hams are quoted by some wholesalers this week at a little lower figure, being offered at 28c per lb. Tenderloins are steady at 45c, and picnics are unchanged at 19c. Fresh meats are moving a little more freely. Prices are steady and unchanged.

FRESH MEAT—

Hogs—		
Live, fed and watered, cwt.	13 50	13 75
Live, f.o.b.	12 75	13 00
Live, off cars	13 75	14 00
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 15 lbs.	....	0 27
Loins	....	0 33
Fresh hams, lb.	....	0 28
Tenderloins, lb.	0 45	....
Picnics, lb.	....	0 19
Montreal shoulders	....	0 20
Boston butts, lb.	....	0 24
New York shoulders	....	0 20
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	**0 18**	**0 22**
Ribs, lb.	**0 16**	**0 20**
Chucks, lb.	**0 07**	**0 09**
Loins, whole, lb.	0 28	0 30
Hips, lb.	0 14	0 16

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Do., medium	0 09	0 10
Sheep, whole, lb.	0 08	0 15
Lamb, Spring, lb.	0 22	0 24

Above prices subject to daily fluctuations of the market.

SMOKED MEATS ARE EASIER

Toronto

PROVISIONS.—Easier prices are named this week on certain lines of provisions, while on others the market is steady and unchanged. Small hams, from 6 to 12 lbs. are quoted at from 34 to 35c, while the medium hams from 12 to 20 lbs. are 34 and 35c. The large hams, 20 to 35 lbs. are from 28 to 31c. The heavy hams are 24c. Bacon is steady, and dealers state that there is a good inquiry for the same.

Hams—		
Small 6 to 12 lbs.	0 34	0 35
Medium, 12 to 20 lbs.	0 34	0 35
Large, 20 to 35 lbs., lb.	0 28	0 31
Heavy, 35 lbs. and upward	....	0 24
Backs—		
Boneless, per lb.	0 43	0 45
Rolled, per lb.	....	0 51
Peameal	0 38	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 35
Do., special trim	0 38	0 40
Cottage rolls in casing	....	**0 38**
Cottage rolls	....	**0 37**
Rol., per lb.	....	0 34
Wiltshire (smoked boneless), lb.	....	0 30½
Do., three-quarter cut	....	0 33
Do., middle	....	0 34½
Dry Salt Meats—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.		0 20
Clear bellies, 15-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.		**0 19**

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Barrel Pork—	
Mess pork	36 00
Short cut backs, 200 lbs.	41 00
PICKLED ROLLS—	
Lightweight	47 00
Heavy	36 00

Above prices subject to daily fluctuations of the market.

COOKED MEATS A LITTLE QUIET

Toronto.

COOKED MEATS.—Cooked meats are inclined to be a little easier, with boiled ham quoted at 48c per lb., and boiled ham, square pressed, offered at 50c per lb. Boiled shoulders are quoted at 44c per lb.

COOKED MEATS—

Boiled ham, lb.	....	0 48
Do., square pressed	....	0 50
Boiled shoulders	....	0 44
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue	....	0 33

Above prices subject to daily fluctuations of the market.

SHORTENING IS FIRM

Toronto.

SHORTENING.—Shortening is quoted in 1 lb. prints at from 17 to 18c per lb., and on the tierce basis, 400 lbs., at 15c. There is a good inquiry for the same.

SHORTENING—

1-lb. prints	**0 17**	**0 19**
Tierces, 400 lbs.	....	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

POULTRY TRADE IS SLOW

Toronto

POULTRY.—Trade in poultry is inclined to be quiet. Receipts arriving are very limited, and demand is met chiefly with cold storage supplies. It will be another fortnight before receipts become at all heavy. Spring chickens over 2 lbs. are quoted at 30c to 35c per lb.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	**0 25**	**0 30**
Chickens, spring, over 2 lbs.	0 22	0 30
Roosters	**0 14**	**0 20**
Fowl, 4 to 5 lbs.	**0 20**	**0 25**
Fowl, over 5 lbs.	0 22	0 25
Fowl, under 4 lbs.	0 14	0 20
Guineau hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 20	0 28
Prices to retail trade—		
Turkeys dressed		0 35
Chickens, spring	0 30	0 35
Ducklings		0 35
Fowl, 4 to 5 lbs.		**0 30**

FISH INCLINED TO BE SLOW

Toron'o.

FISH.—No change is reported in prices of fish this week. Trade was inclined to be a little slow during the recent hot spell, but with the return of cooler weather demand has picked up very considerably. Receipts are ample for all inquiry. Wholesalers are quoting chicken halibut at from 16 to 17c per lb., and the medium halibut at from 18 to 19c per lb. Whitefish is offered at from 14 to 15c.

FRESH SEA AND LAKE FISH—

Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Halibut, Med. lb.	0 18	0 19
Do., Chick, lb.,	0 16	0 17
Whitefish, lb.	0 14	0 15
Trout, lb.	0 15	0 16
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
Salmon Red Spring	0 24	0 25

FROZEN FISH—

Halibut, medium	0 17	0 18
Do., chicken	0 16	0 17
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	0 12	0 13
Do., Qualla	0 09	....
Sea Herring	0 07½	0 08
White Fish	0 10	0 11

SMOKED AND SALT FISH—

Fillets, lb.	0 14	0 16
Kippers, box	3 00	....
Haddies, lb.	0 12	0 13
Skrimps, No. 6 can		13 00
Do., milkers, 10 lb. keg.		0 95
Holland Herrings, mixed, 10-lb. keg		0 85

SPEAKING OF THE WEATHER

"I'm going to comfort Mrs. Brown," said Mrs. Jackson to her daughter, Mary. "Mr. Brown hanged himself in their attic a few weeks ago."

"O mother, don't go; you always say the wrong thing."

"Yes, I'm going. I'll just talk about the weather. That's a safe enough subject."

Mrs. Jackson went over on her visit of condolence.

"We have had very rainy weather lately, haven't we, Mrs. Brown?" she said.

"Yes," replied the widow. "I haven't been able to get the week's washing dried."

"Oh," said Mrs. Jackson, "I shouldn't think you would have any trouble. You have such a nice attic to hang things in."—Exchange.

WINNIPEG MARKETS

WINNIPEG.—There are few changes in the produce, provision and fish markets this week. Butter and cheese show no change. Egg receipts are light under a moderate demand. The demand for cooked meats is active and jellied ox tongues have advanced 3c per lb. Ham and bacon show no change. A few broilers are arriving and the demand for same is light. Hog quotations are steady. Fish shows no change.

NO CHANGE IN BUTTER

Winnipeg.

BUTTER.—There is no change in quotations on butter. No. 1 creamery is quoted at 38 cents per lb. with solids at 35c.

BUTTER—

Creamery, best table grade	0 38
Creamery, solids	0 35

CHEESE MARKET QUIET

Winnipeg.

CHEESE.—The cheese market is quiet under a light demand. Stilton is quoted at 23½c. per lb., with Ontario large at 20c.

CHEESE—

Stilton cheese, large, lbs.	$ 23½
Ont., large, lb.	0 20
Ont. twins, lb.	0 20½
Ont. triplets lb.	0 21

NO CHANGE IN EGGS

Winnipeg.

EGGS.—There is no change in the egg situation. Receipts are light with only a moderate demand. Cartons are quoted at 35c. per doz. with No. 1 candled at 25c.

LARD SHOWS NO CHANGE

Winnipeg.

LARD.—The lard market is steady under a moderate demand. There is no change in prices.

LARD—

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 16½
Do., per pail, 20 lbs.	3 50

OX TONGUES ADVANCE

Winnipeg.

COOKED MEATS.—The feature of the meat situation has been the advance of 3c. per lb. on jellied ox tongues bringing quotations to 53c. per lb. Other lines of cooked meats show no change under a heavy demand.

COOKED MEATS—

Hams, best quality, skinned 8-14 lbs.	0 50
Do., 13-1 lbs.	0 51
Roast ham, lb.	0 52
Roast shoulders, lb.	0 41
Jellied ox tongues, lb.	0 53
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lb.	0 15

PROVISIONS ARE UNCHANGED

Winnipeg.

PROVISIONS.—The market for provisions is much the same this week as far as prices are concerned. There is a steady demand for most lines. Smoked hams and bacon are selling particularly well.

SMOKED MEATS—

8 to 16 lbs., per lb.	0 37
16 to 20 lbs., per lb.	0 37
Boneless, 8-14 lbs., per lb.	0 42
Skinned, 18 to 22 lbs., per lb.	0 42
Good veal, 40 to 80 lbs., hind quarters	0 25
Do., 14 to 18 lbs., per lb.	0 35
Bacon, to 10 lbs., per lb.	0 45
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 34

POULTRY IS STEADY

Winnipeg.

POULTRY.—Poultry receipts are light and the demand for same is quiet. Dealers report no change in quotations.

POULTRY—

Broilers, 1½ to 2 lbs., per lb.	0 40
Do., 2 to 2½ lbs., per lb.	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42

NO CHANGE IN FISH PRICES

Winnipeg.

FISH.—There is a good enquiry for all lines of fresh fish. Supplies are arriving in good quantity and prices show little change.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15
Salmon, Cohoe, in full boxes, 800 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 15
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Haddies, in 30-lb. cases, per lb.	0 12

HOG MARKET UNCHANGED

Winnipeg.

FRESH MEATS.—There is practically no change in quotations on hogs. Live selects are selling at $11 to $11.50 per cwt. Trading on the cattle market is reported active with a good demand for steers and heifers. Good steers are reported scarce and are quoted at $5.50. Choice veal calves range from $5.50 to $6.50 with the medium kind at $3.50 to $4.50. Lambs are in scant supply with best quality quoted at $8. Sheep of the better quality are selling at $4 to $5.

HOGS—

Selected, live, cwt.	11 00	11 50
Heavier	5 00	8 50
Light	10 00	11 00
Sows	5 00	7 00
Fresh Pork—		
Legs of pork, lb.	0 22	0 28
Spare ribs	....	0 15
Loins of pork, lb.	0 28	0 32
Fresh hams, lb.	0 26	0 30
Shoulders	0 18	0 21
Fresh beef—from steers and heifers—		
Hind quarters	0 15	0 20
Front quarters	0 06	0 10
Whole carcass, good grade, lb.	0 10	0 15
Mutton—		
Choice, lb.		0 19
Lambs—		
Choice		0 30
Veal—		
Skinned, 18 to 32 lbs., per lb.		0 26

RETAILERS ARE NOT PROFITEERING

(Continued from Page 35)

is low. So I must go on buying the choice parts and pay the price in order to give the public what they want. If I had two stores, one in one part of the city where I could sell the fore quarters, and one where the choice cuts were in demand, I could sell all of the meat at an average lower price."

The Art of Butchering

The local men in the trade admit that the butcher's margin of profit depends largely upon his ability as a butcher. One butcher might lose money on a certain piece of meat while another would show a profit on the same piece. One would be acquainted with the art of the trade and the other would be less expert. All contend that in no retail business is there such an opportunity for waste and loss by deterioration as in the trade in question. And so it is that the percentage of profit depends solely upon the man's ability first as a salesman and secondly as a butcher.

A Point of Distinction

One butcher in this city pointed out that there is a big difference between a meat vendor and a butcher and upon this distinction depends the price at which the meat must be sold in order to show a fair profit. Wholesale meat dealers and abattoir officials, when asked by a representative for an expression of opinion with regard to the accusations made against the trade, said that two things should be done to help reduce the retail price. The first is to convince the retailers that a bigger turnover with a smaller margin of profit is more profitable to them than a larger percentage of profit on a smaller turnover.

The occupants of the parlor car of the Limited were startled by the abrupt entrance of two masked bandits.

"T'row up yer hands!" demanded the bigger of the two. "We're goin' to rob all the gents and kiss all the gals."

"No, pardner," remonstrated the smaller one gallantly. "We'll rob the gents but we'll leave the ladies alone."

"Mind yer own business, young fellow," snapped a female passenger of uncertain age. "The big man is robbing the train."

Two old settlers sat smoking in a cabin far away in the backwoods. No feminine presence ever graced that settlement, and domestic arrangements were primitive and rude.

The conversation drifted from politics to cooking, and one of the confirmed bachelors said: "I got one o' them there cookery books once, but I never could do nothin' with it."

"Too much fancy work about it?" asked the other.

"You've 'it it. Every one o' them recipes begun in the same way, 'Take a clean dish—and that settled me at once."

LIPTON'S

HIGH-CLASS JAMS, JELLIES, Etc.

Made in our own Preserve Works from Finest Fruits

JAMS and MARMALADE

Awarded Grand Prize, Liege Exhibition, 1905; Gold Medal, Paris Exhibition, 1900

HIGH-CLASS PICKLES
IN PURE VINEGAR

Awarded Gold Medal, Liege Exhibition, 1905

Agents for Canada:

Harris Abattoir Co., Limited, Toronto



Also—Maple Leaf Hams and Bacon

Yes, sir!

Gunns' Maple Leaf Pork Sausage sells! It sells quickly because it is well advertised, but more especially because it is made only from the best quality pork and your customers like it. They come back for more.

Customers bringing repeat orders mean many sales for you. Be ready for them. Order your supply of Maple Leaf Pork Sausage now.

Phone Junction 3400

Gunns LIMITED West Toronto

We offer for direct importation—

from the manufacturers to the wholesale trade

Delory's

New pack of FRENCH PEAS, and all kinds of VEGETABLES, in tins and bottles, also FRENCH SARDINES whole and boneless.

Genuine

French Castille Soap "La Grappe D'or"

Guaranteed 72%

From 3 1-2 oz. Cakes up to 11 lbs. Blocks the finest made.

The FAMOUS

Strasbourg Pates de Foies Gras Ls. Henry

All sizes, in tins and Terrines.

Bertrand's Celebrated French Macaroni

Vermicelli, Spaghetti, Alphabets, Noodles, etc., in 1 pound sealed packets.

Genuine Bar-Le-Duc *Jelly*

Bears the stamp of the Union of the Manufacturers of Bar-Le-Duc.
BEWARE OF IMITATIONS
MAYEUR & VAUQUELIN
Manufacturers
Individual and full size Pots

French Chicory

in packets and loose
Arlatte & Co., of Cambrai, France

Sole Agents for Canada:

HENRI JONAS & COMPANY

173-177 St. Paul Street West - - Montreal

It's easy to make



Real Beer

--the kind that's good to drink--with

CREAM OF MALT & HOPS

--a profitable line to handle

The Inland Revenue Act permits brewing for home consumption.

CANADIAN MALT EXTRACT CO. LIMITED, 44-46 PEARL STREET, TORONTO
Telephone--Adelaide 3304

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in

Canadian Grocer

It reaches the Buyers It's a Business-Getter

Rates and Information on Request

CLASSIFIED ADVERTISING

MR. MOORBY, of Newmarket, who ran a small Advertisement on price tickets, writes:—
"The last advertisement you inserted for me more than paid for itself."

Do you need a clerk?
Do you need a salesman?
Do you need a bookkeeper?

Do you want a position?
Do you want to buy a business?
Do you want to sell a business?

Do you want to change your present position?

Any of these needs can be supplied if you go about it the right way. The cost is so small—only 3 cents per word for the first insertion—2 cents per word for each subsequent insertion—5 cents extra per insertion for replies to be placed under box number.

PAYABLE IN ADVANCE.

CANADIAN GROCER - 143 University Ave., TORONTO.



Bacon Looks Best in a "Riteshape"

AND so does butter, lard, fruit, fish—in fact most every food product you sell in bulk looks its very best when served in a Riteshape. But it not only looks better—it KEEPS better. No odor, no contamination, no waste. And here's another thing—you can do up average quantities—such as half-pounds, pounds and two pounds all ready for serving quickly when the rush comes. The Riteshape certainly does save your goods, your time and your money besides giving you the best opportunity for tasty displays. The Riteshape is made in all sizes from ½ lb. to 10 lbs. Each dish carefully examined and warranted perfect.

Write for samples and prices.

Victoria Paper and Twine Co., Limited

439-441 Wellington St. W., Toronto **382 Notre Dame St. W., Montreal**

Sole Canadian distributors for the OVAL WOOD DISH CORPORATION, New York

57

A Half Century of Popularity

Two years ago H. J. Heinz Company celebrated its fiftieth anniversary—the completion of fifty years of growth and development. During the trying time which has elapsed since that anniversary the company has continued its prosperous progress.

Fifty-two years of continued use have not dulled the appetite of the consuming public for these foods in which quality has always been the first consideration. That is why retailers still find that the 57 Varieties are in constant demand and that the rapid turnover brings a steady flow of profit and an increasing list of satisfied customers.

H. J. Heinz Company

57 Varieties



Safety — Service — System

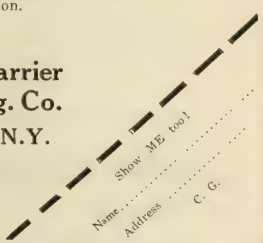
The STAR System for egg handling prevents breakage—makes new friends and pleases old friends of the grocer. Saves time and money and adds at least

25% More Profit on Eggs

Write for story of grocer handling 10,000 dozen eggs annually who added a profit of $440 on his egg business—a remarkably interesting document. FREE. Mail the coupon.

Star Egg Carrier & Tray Mfg. Co.

Rochester, N.Y.





Now Is The Time

TO SELL VINEGAR

LION BRAND

Will please your trade and satisfy your particular customers.

Order from your wholesaler or jobber.

Manufacturers of high grade Vinegars in bond.

THE LION VINEGAR CO. LTD.

Importers and bottlers of pure English Malt Vinegars

661 Drolet St. **Montreal**

CANNON'S GELATINES

Have you tested the product of the new plant?
They are justly acclaimed

THE WORLD'S PREMIER GELATINES

Samples gladly sent on request.

CANNON CANADIAN CO. LTD.

Toronto **Montreal**



As good as can be packed

Let the fact sink deep. If your customers want freshness and flavor, sell them Thistle Brand. It helps to build good will for you.

THISTLE BRAND FINNAN HADDIE

General Sales Agents

Tippet & Co., Ltd. - Montreal





They cannot depend on the milkman— But they can depend on you!

IF you are watching for every chance to increase your trade—build up new business on new products. The chance comes to you every now and then. Take milk for instance.

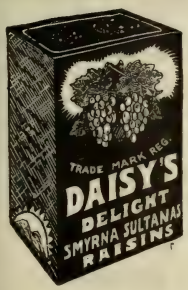
KLIM

gives you a chance to be a dependable milkman to your customers. KLIM on their pantry shelves solves their milk problem, and KLIM on your shelves makes certain their supply. Your wholesale grocer can supply your needs.

CANADIAN MILK PRODUCTS LIMITED
10-12 St. Patrick Street, Toronto, Ont.

319 Craig St., W **Montreal, Que.**
438 Main Street **Winnipeg, Man.**

British Columbia Distributors: **Kirkland & Rose, 130 Water St., Vancouver**



Book Your Orders "NOW" For New Crop



SMYRNA SULTANAS, ELEME & BLACK RAISINS, also SMYRNA FIGS

Shipments August, September, October, November, December

ORDERS PLACED DURING AUGUST SUBJECT TO SPECIAL PRICES

Hold your Orders until you compare our Prices.
Get in touch with our Representatives or write direct to

A. JOHNSON

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VANCOUVER REP.—C. E. Jarvis & Co., Duncan Bld., Vancouver.



Two Economical Desserts That Are Unusually Profitable Sellers

Junket
MADE *with* MILK

If you are not selling this delightful and nutritious dessert you are missing "out-of-the-ordinary" profits and your customers a wholesome and economical treat. **Junket** is made with milk and is highly recommended by physicians. With it the housewife can make an almost unlimited variety of tempting desserts at small cost. **Junket** comes in 10-tablet packages that retail at 15c.

JUNKET POWDER

This is Junket in powdered form. Just the thing for quickly made desserts. Retails at 15c with an excellent profit margin. Attractively packaged and comes in four different flavors. Include these two live sellers in your window displays.

Chr. Hansen's
Canadian Laboratory
Toronto - Canada
SELLING AGENTS FOR CANADA
LOGGIE, SONS & CO.,
32 FRONT ST. WEST, TORONTO



EASY PROFITS

Many sales—repeat orders and quick turnover of your money are certain when you carry

O'Keefe's

BREWS AND CARBONATED BEVERAGES

Good Sellers are:



O'Keefe's Imperial Ale, Lager & Stout, O'Keefe's Special Pale Dry Ginger, Cola, Sarsaparilla, Ginger Beer, Orangeade, Cream Soda, Lemon Sour, Special Soda.



O'Keefe's - Toronto

Phone Main 4202

HIAWATHA

The name "Hiawatha" on a tin of apples means it contains only sound, selected fruit from the great orchards of Nova Scotia. We take special care in packing. This is indicated by the favor Hiawatha Brand gallon apples have met with in the critical Old Country market.

Pure Cider Vinegar

The same careful attention is given the manufacture of our high standard Pure Cider Vinegar. No fruit that has a blemish is used—only clean, sound apples are permitted to go through the cider mill. These two products will be found good money-makers by the Canadian grocery trade.

United Fruit Companies of Nova Scotia

Kentville **N. S.**

Canadian Peaches

Finest Quality for Preserving

The season will be in full swing in **two or three weeks.** We have the marketing for some of the largest growers (one shipper alone will have upwards of 100 cars for us to market). Will specialize in car-lots, shipped direct from the orchard and are anxious to get in touch with car lot buyers so we can quote when the season is on. If car lots too many—by two or three dealers combining—could take straight cars. Cars can also be iced for distant points. Let us hear from you.

WHITE & CO., LTD.
Toronto

"GEORGIAN" BRAND BUTTER AND EGGS.

Foreign and Domestic Fruit and Vegetables

LEMON BROS.
OWEN SOUND, ONT.

Say to Your Jobber STICKNEY & POOR'S RAPID COOKING TAPIOCA

A Healthful Nutritious Food

It needs no soaking, for this reason the housewife prefers it. Better order your supply now.

It's a popular seller.

ORDER BY NAME.



Your Co-operating Servant
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

IT'S NEVER TOO LATE TO INSTALL Eureka Refrigerators

or EUREKA FREEZER COUNTER CASES
and COLD STORAGE EQUIPMENTS



We have the facilities for turning out the best constructed and finished Refrigeration Equipment of all kinds.

And we do it!!

For Simplicity, Efficiency, Economy, Durability, Service and Appearance in Refrigeration Equipment you

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Write for free illustrated literature and prices. We have designs for every purpose and our aim is always to please YOU.

Eureka Refrigerator Co., Ltd.
Head Office and Factory: OWEN SOUND, Ont.



Personal Contact Gets More Trade

The best way you can make your business grow steadily is to meet and talk to passing motorists, and sell them on the service you can give them with a Bowser Chief Sentry. Then you can increase sales in your other departments.

The Chief Sentry not only saves time for the customer, but it enables you to handle more trade per hour.

The automatic features of the Chief Sentry, liberally advertised in the Saturday Evening Post and Literary Digest, reassure your trade that they will get full measure for their money. The sight glass on the discharge arm shows the customer that the measure is full. The tally bell announces the completion of each gallon of gasoline delivered. The Bowser centrifugal water separator insures as dry and pure gasoline as when first from the refinery. The recording meter acts as a perpetual sales register.

The Bowser Chief Sentry is high enough and big enough to make an impressive appearance and attract trade; it is low enough to go under any filling station canopy. It is unusually attractive in design. Bowser service combined with your personality, will attract more motorists and **bring them back.** Ask for booklet C-11, which describes the Chief Sentry money-making possibilities.

Bowser Equipment is MADE IN CANADA by

S. F. BOWSER & CO., LTD.
TORONTO - CANADA

Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER
ESTABLISHED 1885
ACCURATE MEASURING PUMPS

BOWSER PRODUCTS
For Handling Gasoline or Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
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OAKEY'S
"Wellington"
KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
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BUYERS' MARKET GUIDE
Latest Editorial Market News



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QUALITY VINEGAR
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BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
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CANADIAN GROCER
it will help to identify you

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A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

EGG IMPORTS IN GREAT BRITAIN

The total imports of eggs in the shell by the United Kingdom during the first half of 1922 amounted to 57,875,240 dozen, compared with 43,403,210 dozen during the corresponding period of 1921. The United Kingdom is without doubt the largest egg market in the world. This does not mean that more eggs are consumed in Great Britain than in any other country, but merely that more eggs are imported by that country than by any other. Denmark supplied 24,611,520 dozen of the imports during the first half of the current year. Next in importance to Denmark as a source of supply during the first half of 1922 was Egypt, which furnished 9,697,550 dozen of the British imports during the period mentioned. China was also an important source, 5,081,740 dozen having been received from that country. Imports from the United States amounted to only 30,450 dozen.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
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Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
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Your Sales Tax at a Glance
Save time and errors making up or checking invoices with the
MACK INSTANT CALCULATOR
(Copyrighted.)
2¼% Sales Tax $1.00 to $50,000.
Indispensable to every business office.
PRICE $1.00 DESK SIZE.
J. McCririck, Collingwood, Ont.
Representatives wanted in all cities and towns.

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Please Mention
CANADIAN GROCER

Opportunities
are Offered
Every Week
On This Page.
Are you making
use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

FOR SALE

POSITION WANTED BY YOUNG MARRIED man thoroughly experienced clerk in Hardware, Grocery or General Store. Apply to Box 234, Canadian Grocer, 153 University Ave., Toronto, Ont.

DOR YOU WANT A GROCERY OR FOOD specialty salesman thoroughly experienced? Salary or commission. At liberty September 30. Reason for change, wish to locate in Ontario. Write Box 242, Canadian Grocer, 153 University Avenue, Toronto, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is not worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, 113 Sumach St., Toronto.

Good papers furnish A.B.C. reports to their advertisers.

Canadian Grocer is a member of the Audit Bureau of Circulation.

WANTED

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

AGENCIES WANTED—An aggressive agent in Quebec City desires to connect up with other lines. Visits every grocery store and restaurant. Address No. 585 St. Valier St., Quebec, P.Q.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

When Writing To Advertisers Kindly Mention This Paper

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MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Money Order for $4 Cheque (four dollars) for 52 copies, one each week.

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West I ndies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.

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Wonderful results accrue from intelligent use of the Trade and Technical Press.

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British and Colonial Pharmacist (London).
British Baker (London).
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Electrical Industries and Investments (London).
Electricity (London).
Electrics (London).
Empire Mail and Overseas Trade (London).
Engineering Production (London).
Engineering Review (London).
Engineering World (London and Manchester).
Fancy Goods Record (London).
Fertiliser and Feeding Stuffs Journal (London).
Flight and The Aircraft Engineer (London).
Footwear Organiser (London).
Freemason and Masonic Illustrated (London).
Furnishing Trades' Organizer (London).
Furniture Record and the Furnisher (London).
Games and Toys (London).
Gas and Oil Power (London).

Here is one example out of many :

A London manufacturer recently inserted in a trade paper a "want" advertisement for traveller to sell his product in a stated area. In addition to securing the man, he received more than thirty enquiries for his product from wholesale houses and builders' merchants. This manufacturer is now converted to the regular use of trade and technical papers.

THE BRITISH ASSOCIATION OF TRADE & TECHNICAL JOURNALS LTD. FOR THE BUSINESS PRESS OF THE EMPIRE

Hardwareman and Ironmonger's Chronicle (London).
Hotel Review London).
Ice and Cold Storage (London).
India Rubber Journal (London).
Indian Industries and Power (Bombay and Calcutta).
Indian Mo o News (Bombay & Calcutta).
Indian and Eastern Engineer (Calcutta).
Journal of Decorative Art (Manchester).
Licensing World (London).
Locomotive & Railway Carriage and Wagon Review (London).
Managing Engineer (London).
Marine Engineer and Naval Architect (London).
Mechanical World (Manchester and London).
Milling (Liverpool).
Model Engineer and Electrician (London).
Motor Cycle and Cycle Trader (London).
Motor Export Trader (London).
Motor in Australia (Sydney).
Motor Trade of Canada (Toronto).
Motor Trader and Review (London).
Motoring in South Africa (Cape Town).
Motorist and Wheelman (Perth, W.A.).
Music Trades Review (London).
National Builder (London).
N.Z. Motor Journal (Auckland, N.Z.).
Optician and Scientific Instrument Maker (London).
Organiser (London).
Outfitter (London).
Paper Box and Bag Maker (London).
Paper Container (London).
Paper Maker and British Paper Trade Journal (London).
Photographic Dealer (London).
Power Laundry (London).
Sales Management (London).
South African Motorist (Johannesburg).
South Australian Motor (Adelaide, S. Australia).
Sports Trades' Journal (London).
Stationery World and Fancy Goods Review (London).
Steering Wheel (Brisbane).
Stone Trades' Journal (London).
Sugar Journal, International (London).
Talking Machine News (London)
Textile Manufacturer (Manchester).
Textile Mercury (Manchester).
Textile Recorder (Manchester).
Toyshop & Fancy Goods Journal (London).
Waste Trade World (London).
W.A. Motorist (Perth, W.A.).
Wireless World (London).
World's Carriers and Carrying Trades' Review (London).

Use the trade press to create or expand your market; to procure your supplies; to get new business ideas; to get modern information as to methods and machinery. These progressive journals offer you valuable service; your enquiries on any business within their scope will be answered with pleasure.

The address of any Paper in this list may be obtained from the Secretary of the

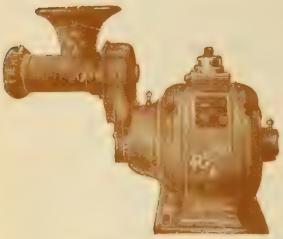
British Association of Trade & Technical Journals, Ltd.,

Sicilian House
Southampton Row

London, W.C.1.

Telephone No :
Holborn 395

Added to the Dayton line



Royal Meat Chopper

ROYAL

Electrically Operated

MEAT CHOPPERS
COFFEE MILLS
COFFEE ROASTERS



Royal Coffee Mill



Dayton Meat Slicer

This makes the International Dayton line complete, and ensures to the trade the same good service in Royal equipment that we now extend on Dayton goods.

Royal Meat Choppers have patented improvements whereby the meat is actually cut twice while passing through the machine, ensuring a perfect mince.

Royal Coffee Mills provide a new system of steel knives whereby the coffee beans are cut, instead of being crushed and bruised into "flour" coffee which rapidly loses its flavour.

Royal machines are sold on convenient monthly instalments without interest. Discount for cash. Same as all Dayton products. Write for price lists on the machines that interest you.



New Greater Dayton Scale

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON, Vice-President and General Manager.
Head Office and Factory: 300 Campbell Ave., Toronto.

Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N.B., Halifax, St. John's, Nfld.

THE DAYTON IS MADE IN CANADA

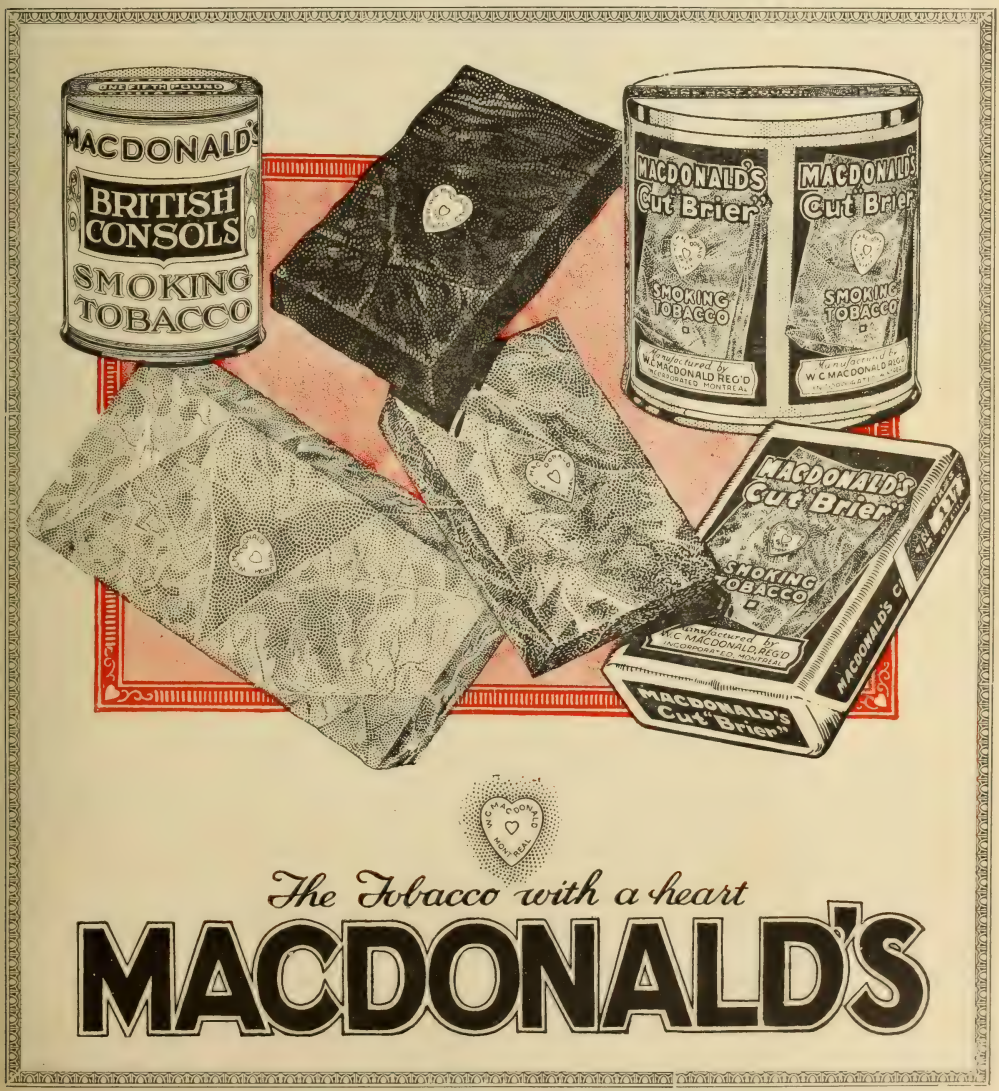
The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., SEPTEMBER 1, 1922 No. 35



Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.

To Holders of Five Year 5½ per cent. Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

(a) Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.

(b) Ten year bonds, dated 1st November, 1922, to mature 1st November, 1932.

While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Dated at Ottawa, 8th August, 1922.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

W. S. FIELDING,
Minister of Finance.



The

"ARK CARTON"

for

THE CHILDREN

Christie's Animal Biscuits are prepared especially for the children. They are a real delight to the youngsters both in appearance and taste. They are an absolutely plain biscuit with a pure sugar icing and as easily digested as "Christie's Arrow-root." Children can eat them freely without injurious effect.

A display of the **"ARK CARTON"** on your counters will attract the attention of the children—also the mothers—and will add materially to your sales.

CHRISTIE, BROWN & CO.

LIMITED

TORONTO, CANADA



"The Biscuit with a flavour"

OUR Snow-White Sunshine Factory is the Mecca for thousands of people who visit this part of Ontario each year. We conduct these visitors through the most modern and scientific baking plant in all Canada—the factory where delicious Biscuits and Candies are made by the cleanly methods that have built the McCormick reputation.

We spare no effort to keep McCormick's products in the minds of the public. Newspapers and magazines throughout Canada carry our advertising — continuously. **Your** customers prefer McCormick's because of their quality and purity.

McCormick Manufacturing Co., Limited, London, Canada

MONTREAL OTTAWA HAMILTON KINGSTON CALGARY PORT ARTHUR ST. JOHN, N.B.
WINNIPEG VANCOUVER EDMONTON HALIFAX

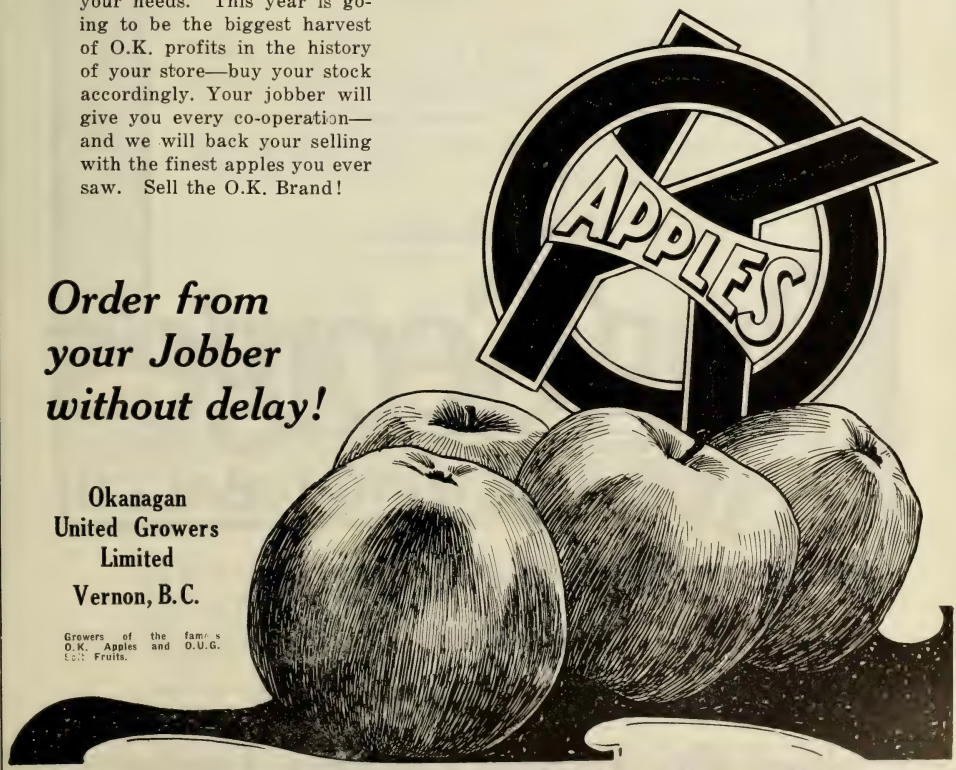
large Profits certain—bigger Sales assured!

IF IT IS not too much trouble for you to sell more O.K. Apples this year than you have ever sold before—then, be ready for the rush!

If it is not too much trouble for you to "ring up" unceasing O.K. Apple Sales—then, order a supply that will meet your needs. This year is going to be the biggest harvest of O.K. profits in the history of your store—buy your stock accordingly. Your jobber will give you every co-operation—and we will back your selling with the finest apples you ever saw. Sell the O.K. Brand!

Let your window tell the story!

Apply your window dressing art to O.K. Apples occasionally. It will help tremendously to invite new business as well as confirming O.K. Advertising and influencing your customers.



Order from your Jobber without delay!

Okanagan United Growers Limited

Vernon, B.C.

Growers of the famous O.K. Apples and O.U.G. Soft Fruits.

2 for 25¢ now!



Two plugs for 25 cts! That's setting the pace! Without a doubt the greatest chewing tobacco value on the market! And for real quality—King George's got the world beat! Just try it—for the treat of your life!

Rock City Tobacco Co. Limited

King George's Navy CHEWING TOBACCO

STRIKING PAY DIRT! That's what KING GEORGE'S NAVY advertising is doing! You'll see it everywhere in farm publications, daily and weekly newspapers. So will the Public! This is but one of the many striking, compelling advertisements that will MAKE SURE of a steadily increasing business in KING GEORGE'S NAVY—the best chewing tobacco a man can buy. Tie up to it! You'll get good business and good profits if you do.

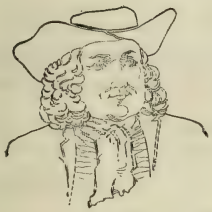
Rock City Tobacco Company, Limited

QUEBEC, P.Q.

Quaker Talks

Working for You—

1,300,000 Newspaper "Sales Clerks"



JUST think what this means to you. About the middle of September we are going to start over a million and a quarter newspaper "clerks" making sales for you—and they will be on the job continuously all of the year.

These clerks include all the large dailies throughout Canada, with a combined circulation of 1,300,000 every day.

The message of these "clerks" is in the form of a series of large attractive advertisements, whose objective is **to move Quaker Oats more quickly.**

This advertising campaign will be read by every one of your customers—they will want more Quaker Oats. Over a million and a quarter families in Canada are going to order Quaker Oats more freely than ever.

It Means—

That every grocer will be able to make more sales, a quicker turnover and bigger profits. **BUT—**

To get these advertisements **working for you,** to get the maximum of the increased sales they will create, and to get the highest possible profits you should link up closely with them. Let the public know yours is a "Quaker" store. Get plenty of Quaker Oats on to your shelves at once—in advance of coming demands—and keep a liberal stock on hand. Don't take the chance of being unable to supply even one single customer.

To take complete advantage of your opportunities, you only have to back this up by a window display of Quaker Oats when the advertisements appear in the dailies covering your territory. Get in touch with us or with any Quaker salesman, jobber or broker, and a list of insertion dates will be supplied.

Get your orders or your enquiries off to us to-day—and thus take the first step towards getting in line with the drive—

To move Quaker Oats more quickly

The Quaker Oats Company

Peterborough and Saskatoon

The Eureka Refrigerator
For
THE GROCER

is an investment that will return the money originally paid out for it, with interest a hundred times over.



If your present Refrigerator is not giving PERFECT results, then it is by far cheaper and better for you to

Install
A Eureka Now!

It is not an expense! It is an investment on which you will profit by eliminating practically all your waste through spoiled goods; by getting the full cooling power of your ice; by being able to keep your perishable foods longer and in better condition; by saving time, labor and worry.

Mr. Grocer—do it now! An Eureka Refrigerator will save you many dollars even for the rest of this season.

Write for catalogs and literature about Canada's Leading Refrigerator — The EUREKA.

Eureka Refrigerator Co., Ltd.

Head Office and Factory: **OWEN SOUND, Ont.**

REINDEER FLOUR



A Good Flour for Good Merchants to Sell

Reindeer Flour is milled by our unique process from the finest No. 1 Canadian Hard Wheat. This special process greatly enhances its food value above ordinary flours, and ensures it to be always uniform in quality, and unsurpassed in whiteness and purity.

Try Reindeer Flour next time you order. The superior baking results it makes possible will bring you new customers.

Peterboro Cereal Company, Ltd.

MILLS AT
PETERBORO CAMPBELLFORD

General Sales Office:
PETERBORO, ONT.

Good Sellers:-
Make Business Good
Stickney & Poor's Prepared Mustard

is recognized as the leader by the housewife



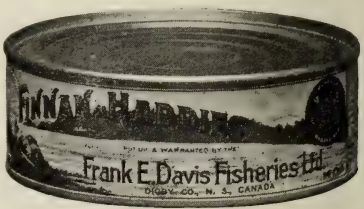
Its quality, flavor and good color make it a good seller. Order by name from your jobber.

Your co-operating servant,

"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

The Finest **FINNAN HADDIE**
sold in Canada to-day



Thistle Brand

Finnan Haddie has earned this strong statement. We won't qualify it in any way. Every can backs up the claim—is its own proof of unequalled goodness. Here is a product that helps to build business for the conscientious grocer—and allows him a good, fair profit while doing it. Ask us to prove it.

General Sales Agents

Tippett & Co., Limited
Montreal

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.
Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

This Space is Yours for $2.20 on Yearly Order

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
501 Confederation Life Bldg., Winnipeg
OFFICES:
St. John Montreal Toronto Vancouver



½ million buyers see an advertisement similar to this every week. Display the Tea. The Codville Company Ltd.

5

THE BEST IN 1750 STILL LEADING

PURNELL'S

Pure Malt VINEGAR

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

F. S. JARVIS & CO.
18 Toronto St. Toronto
MANUFACTURERS' AGENTS
Specializing in all Lines of Food Products

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

SAINSBURY BROS., LTD
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
Head Office 35 Front St., East, Toronto
OFFICES:
Vancouver Winnipeg Montreal St. John

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

When Answering Advertisements Mention Canadian Grocer

Kolacafé REG'D

Makes delicious coffee

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

Now is the Time to Buy—don't wait.
Consult these Advertising Pages.
Our Advertisers will *Save* You Money—buy now.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs
Importers & Exporters
Pois et Feves
Peas and Beans
Produits Alimentaires
Food Products
17 ST. PAUL EAST MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
Grocery Brokers
Manufacturers' Agents
11 St. Sacrament St., Montreal

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
116 St. Nicholas Bldg., Montreal.
OFFICES:
Vancouver Winnipeg St. John Toronto

LANGLOIS LIMITEE LIMITED
Wholesale Grocers & Manufacturers' Agents
Importers Teas & Coffees
SPECIALTY: FLOUR & GRAIN
113 Rue St-Paul, Quebec
We Solicit Your Representation

JONAS' Worcestershire SAUCES

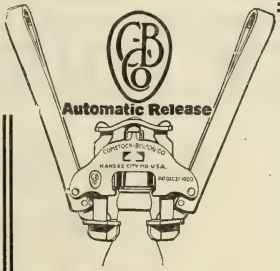


For Roast Meat, Chops, Steaks, Game, Fish, Curries, Soups, Salads, etc., etc.

They are absolutely pure, containing only the very best spices.



PERFECTION and CLUB BRANDS
HENRI JONAS & Co.
Manufacturers Montreal
Established 1870



"C-B-CO"
Bottle Cappers

Absolutely the best device on the market for Home Bottling

NO KEYS
NO SPRINGS
NO ADJUSTMENTS
NO STANDS
NO TROUBLE
NO BREAKAGES

Used with world famous crown cork caps available everywhere. Seals any sized bottle instantly and securely. Complete in itself. Attractive in appearance. Made of cold rolled steel. Nickel plated. Strong and sanitary.

C-B-CO. Bottle Cappers are "appreciated" wherever sold. The handiest kind of home bottling Capper. There is a demand NOW. Order at once from your jobber.

Stocked by
Old City Mfg. Co., Quebec.
Liberty Packing Co., Montreal.
Maple Leaf Malt Extract Co., Montreal.
Dominion Crown Cork Co., Toronto.
Freyseng Cork Co., Toronto.
J. H. Ashdown Hardware Co., Calgary.
Bradley, MacDonald Co., Edmonton.
R. W. Babbage, Vancouver.

CHARLES P. ARCHIBALD & CO.
Distributors for Canada
285 Beaver Hall Hill, Montreal



CHASE

AND

SANBORN

MONTREAL

for

QUALITY TEAS AND COFFEES

In Packages or in Bulk



Samples and quotations on request.

WHEN YOUR CUSTOMERS

ASK FOR SUGAR

RECOMMEND

ROYAL ACADIA SUGAR

Every grain Pure Cane

MONTREAL — Acadia Sugar Refining Co. Ltd. — HALIFAX



A BIG SELLER IN ALL PARTS OF CANADA

CHINESE STARCH

the favorite for

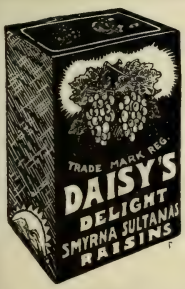
25 Years

HOW IS YOUR STOCK?

the profits are good

OCEAN MILLS LTD.

Montreal



Book Your Orders "NOW" For New Crop



SMYRNA SULTANAS, ELEME & BLACK RAISINS, also SMYRNA FIGS

Shipments August, September, October, November, December

ORDERS PLACED DURING AUGUST SUBJECT TO SPECIAL PRICES

Hold your Orders until you compare our Prices.
Get in touch with our Representatives or write direct to

A. JOHNSON

CANADIAN SELLING AGENT, P.O. Box 1089, MONTREAL

ONTARIO REP.—R. C. Blackburn & Co., 60 Front St. W., Toronto.
WINNIPEG REP.—Farley Meyers, Ltd., 57 Victoria St., Winnipeg.
VANCOUVER REP.—C. E. Jarvis & Co., Duncan Bld., Vancouver.

DOMINION BRAND

Red Cherries

The fine quality of this year's cherry crop makes the present pack of Dominion Brand Red Cherries unusually attractive. They are packed in heavy syrup and the fruit has been carefully graded and selected.

Order Dominion Brand Red Cherries from your jobber. You can be sure of fruit that will please your customers and establish your reputation for selling good merchandise.

Dominion Canners Limited
Hamilton, Canada

CARLING'S

"REDEMIXT"

MALT and HOP SYRUP

No Boiling — No Odor

GROCERS — DRUGGISTS

If you are looking for a line that will give a good repeat order business try Carling's.

CARLING DISTRIBUTING AGENCY, LONDON, CANADA

It's easy to make

Real Beer



--the kind that's good to drink--with

CREAM OF MALT & HOPS

--a profitable line to handle

The Inland Revenue Act permits brewing for home consumption.

CANADIAN MALT EXTRACT CO. LIMITED, 44-46 PEARL STREET, TORONTO
Telephone--Adelaide 3304

Mr. Merchant :



Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.

129 West 24th Street — New York City

N.D.G

Points that Help you Sell Grapes

From now on through October your customers want grapes. If you are selling N. D. G. grapes you have these points that help you make sales:

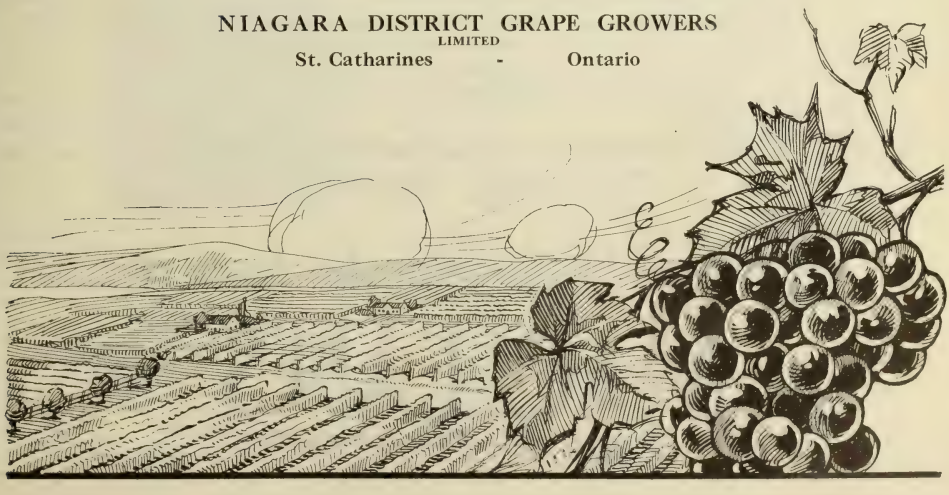
Grapes of first quality grown in the finest grape producing section of the continent.

The Niagara District Growers stamp on every basket is your customers' assurance of careful packing and grading.

An advertising campaign that tells your customers of N. D. G. quality and when they may expect the different varieties.

It pays to sell fruit of the first quality. Specify N. D. G. Grapes whenever you order.

NIAGARA DISTRICT GRAPE GROWERS
LIMITED
St. Catharines - Ontario



Our September First

issue will feature another complete novelette

"Lady of Ventures"

By ANN GAY

A vivid and charming young lady dances through a maze of mysteriously surprising adventures.

A mystery story without a crime. Montreal at its best by a lady who knows it well and who throws the fascinating glamor of a charming romance over scenes and locations familiar to many Canadians.

Lord Byron's Limp

By Tristram Tupper

As a stage for interesting, gripping fiction the modern newspaper offers unequalled opportunities and no one is better qualified to weave the myriad varied occurrences into an interesting tale than Tristram Tupper.

In "Lord Byron's Limp" the author offers in his most intriguing style a newspaper story with a distinctly unique plot.

Other fine features

J. K. Munro—Follows shrinking politicians to their vacation lairs.

Col. Geo. Ham—In another of his inimitable Western Reminiscences. Calgary from Tent to Ten Stories.

Mugsey—John Gowan has created a very human document featuring a canine hero.

Success—Beatrice Redpath builds us a fine story of the love of two men for one woman.

"Human Nature and the Postman," by Gertrude E. S. Pringle. More of the colorful "Merchantmen of the Seven Seas." The Woman's Department and the Scout's Page.

and another exciting section of the

"Timber Pirate"

All these in the Sept. 1st Issue of

September First Issue

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

September First Issue

Display RED ROSE ORANGE PEKOE TEA now when thousands are drinking it at the RED ROSE booth at the Canadian National Exhibition.

Widely known and used as RED ROSE ORANGE PEKOE TEA is now in Ontario, it is being more widely advertised at our new Indian Tea Booth in the Pure Food Building.

Many thousands of people daily are tasting it, many of them for the first time. They'll want to buy it, to judge from the complimentary remarks they make.

Display it in your windows and on the counters. The advertising is worth ten times as much to you right now as after the Exhibition.



T. H. Estabrooks Co., Limited

St. John, N.B. Montreal Toronto Winnipeg Calgary.

ACME PELLETS

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.



In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY
MONTREAL
—WE SELL THE WHOLESALE TRADE ONLY—

"Saxonia Brand Fruits"



Packed in half and one-pound packages

PRESERVERS OF

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C. J. BODLEY, LIMITED
TORONTO

CANADIAN GROCER

Vol. XXXVI TORONTO, SEPTEMBER 1, 1922 No. 35

Are Not Asking Retailer to Pay Tax

Question of Passing Stamp Tax on Drafts to the Retail Merchant is Again Discussed—These Wholesalers Think That on Renewal Drafts Customers Should Pay the Tax But Not on the Initial Ones

CONTINUING the discussion in last week's issue on the subject of the stamp tax on bank drafts and the attitude of wholesalers and manufacturers in the trade passing the same on to the retailer, it would seem that the practice of affixing the cost of the stamps to the drafts, is not being followed to any great extent in the grocery trade.

W. C. Miller, secretary of the Retail Merchants' Association of Ontario, expressed the opinion that it would be illegal for anyone but the drawer of the draft to pay this stamp tax. He did not think that a manufacturer or a wholesaler could, within the meaning of the act, legally charge the cost of the stamps in the draft to retailer. As for instance, on a draft of two hundred dollars, the stamp tax is eight cents. Mr. Miller did not think that the drawer of the draft could lawfully make it out for $200.08, thus making the drawee pay for the stamp tax.

Hugh Blain, president of Eby-Blain Co., wholesale grocers, Front Street East, Toronto, did not agree with Mr. Miller as to the legality of passing this stamp tax on drafts on to the retailer.

The government insisted on the tax being paid, but did not say that a manufacturer or wholesaler should not pass it on to the retailer, if such a policy was acceptable to both parties. As a matter of fact he did not think there were many manufacturers or wholesalers who were passing it on, but were paying it on all drafts issued by them. "We are paying it on first drafts issued, but we think that when the draft is sent back the second time, the customer should pay the stamp charges, providing of course that the draft was properly tendered in the first place," Mr. Blain remarked to a representative of Canadian Grocer.

T. H. Kinnear, president of the Ontario Wholesale Grocers' Association, stated that this matter of the payment of the stamp tax on drafts was discussed in a meeting of the association the other day, and it was decided that it was for each wholesaler to decide himself what was the best way of meeting it. "This tax is quite a heavy burden," Mr. Kinnear remarked, "but I do not know of any other way for the wholesaler to pay it. We have always encouraged payment of accounts with our firm by draft. Payment by draft is very extensively used by our customers. We will pay the tax on the initial draft, but I think that on renewal drafts the customer should pay the stamp charges. If every draft sent out was accepted the present legislation would not reach such serious proportions, but when a large number are returned, then the cost of stamps for renewal drafts would be an expenditure that would amount to a very considerable sum in the course of a year. In the case of a bad debt, it has often been necessary to issue a draft on several occasions, and each time it is sent out, it means an added expense to the wholesaler, should he pay for the stamps each time. If the draft is not accepted the first time, then I think the retailer should be responsible for the stamp tax on the succeeding drafts.

"The manufacturer in collecting his accounts from us is paying the stamp tax on all

Continued on next page

Receipt Tax Being Framed on Basis of English Act

"THERE isn't a chance in the world of the tax on receipts being modified or abolished before the next session of parliament, and it is doubtful if any attempt will be made even then to interfere with it," said a high official of the Department of Customs and Excise to the Ottawa representative of Canadian Grocer a few days ago.

The official's attention was drawn to the fact that retailers in convention in various parts of the Dominion were placing themselves on record as being strongly opposed to the new law, but he simply smiled a knowing smile and said it was only natural that men should kick over the traces when burdened with a new form of taxation.

"The country needs the money," he said, "and we are satisfied that quite a lot will be raised by means of the receipt tax."

"Well then what about the regulations that are to govern the new tax?" was the next question.

"They will be issued in plenty of time," replied the official. "I expect it will be about the middle of October before we have them ready. You know we are conducting a thorough investigation of the operation of the receipt tax in the old country, and it is more than likely that we will adopt regulations similar to those in existence there. The receipt tax has been in force in England for several years and has been working out very satisfactorily."

The official then switched the conversation to the stamp and sales tax and waxed enthusiastic over the results which have been secured of late. "The amendment to the stamp tax has only been in force a few days," he said, "but from the time it went into force on the first of August, until to-day (August 12) there has been a 400 per cent. increase in revenue, over the corresponding period in July. Taking the same periods for comparative purposes, there has been a fifty per cent. increase in the sales tax, while the revenue produced by the combined taxes (stamp and sales) has been exactly double that collected in the first ten days in July."

Seek to Retain Trade of Customers Moving From Their Districts

Following up the Moving Trade and Keeping in Close Touch With Customers Who Are Contemplating Making a Change of Residence is Good Business, Say Montreal Grocers

MONTREAL, Aug. 28. (Special)—On the first of October many families in this city particularly will change their places of residence, which is an important fact that every grocer must take into consideration. The moving of families often means the loss of a customer and at the same time it offers grocers in general new prospects. The wide-awake grocers are not only doing their best to hold the accounts of the movers, but trying to gain the business of the newcomers in their district.

There are districts in the city which are more affected by the migration than others and, therefore, the merchants in these districts have to lay plans to make the best of changes. One grocer for the last month back has been keeping track of all the customers who mention to him that they are going to move in October. Without letting the customer know what he is about, he makes a note of the fact and, if possible, gets the new address. His intention is to write these people about the second week in September and, in a well-worded letter, suggest that they still leave their grocery account with him although they are going to another district. He also points out that by a well-organized delivery system and special attention to the account he is in a position to give the same good service that he has endeavored to render in the past.

Gets Results

Although this grocer has not yet had the opportunity to actually test out his system, he is convinced that he can hold many of the accounts that he would otherwise lose. In other years he has simply spoken personally to each customer whom he knew was moving, yet he has held customers who have moved to another district. Such a plan must be carried out thoughtfully, for delivery to some sections of a big city would not be profitable. Yet some local grocers have held accounts which have moved as far as five miles away. One grocer in Point St. Charles has a daily delivery to residential districts five miles and more away from his store. Almost all of these customers are people who once lived in the vicinity of his store.

Getting New Trade

On the other hand there is an opportunity for every grocer to get new customers through this same process. A driver can prepare a list of changes in his route and an effort on the part of the grocer may establish a profitable connection with the new comers. A circular letter featuring the service of the store is a big attraction and people like to have their trade appreciated. Milk men are quick to pick up new accounts in this manner and there is no reason why the grocers should not do likewise. A short letter might be prepared a week or so ahead of time and mailed to the address of the new tenants as soon as they arrive.

Getting Acquainted

There is much, too, in the art of getting acquainted. A local grocer who does a large business in an apartment house district of this city boasts that he can tell the business of almost every customer he has. He makes his customers a study and he is particularly quick to grasp names and remember faces. The result is that there is an intimacy about the business that gives the grocer an opportunity to understand better his customers' likes and dislikes and also gives him the confidence of those whom he serves.

Amendments Are Made to the Meat and Canned Foods Act

Alaska Red Salmon Must Not Be Labelled Sockeye, But After Sept. 1 Must Be Marked "Alaska Red" Only

OTTAWA, Aug. 30 (Special)—Amendments to the Meat and Canned Foods Act respecting the marking of importations of fish or shellfish have been brought into effect, and a memorandum covering the terms of the amendment has been issued by the Department of Customs and Excise to officers of that department.

The amendment provides that canned fish or shellfish imported into Canada to be exported need only be labelled to show the country of origin, and also providing that no false or misleading mark or designation of the kind or variety of the contents shall be shown on any can of fish imported for sale in Canada.

It is also announced by the department that with reference to the importation of canned Alaska red salmon and the use of the word "Sockeye" on the labels thereof, all such salmon imported for sale in Canada after September 1 next must be labelled to show the name "Alaska Red" only. The name "Sockeye" must not be shown in addition thereto. Fish imported prior to that date may be sold as at present marked. Confiscation is provided in the case of any importations improperly labelled.

RUSSIAN CROP PROSPECTS FAR AHEAD OF LAST YEAR

The condition of farm crops in Russia as a whole up to July 1 is estimated to have been above average, and with a fair harvest the position of Russia will be better than it has been in the last two years, according to reports received by the United States Department of Agriculture.

The cities will have enough grain to meet food requirements, and the peasants will be in possession of enough seed for a considerable extension of the area to be sown for 1923, provided that the rights of internal free trade recently granted by the Soviet Government are not curtailed.

It is not expected that there will be a general surplus of grain for export. It is possible, however, that some quantities of grain will be sent to Italy and corresponding purchases made in England or America for import into the northern provinces of Russia—a roundabout method of sending grain from the producing regions of Russia to the consuming regions which is less expensive than the long railroad haul from south Russia to north Russia.

It is estimated that in 1922 Russia will have 5,000,000-12,000,000 long tons more of bread grains to supply the food requirements than in 1921 when the net harvest of bread grains amounted to 19,922,000 long tons after deductions had been made for livestock feed and seed requirements. The 1921 harvest was 4,352,000 tons under Russia's minimum requirements for human consumption. Therefore, this year, even with the minimum estimate of 5,000,000 tons more than last year, Russia ought to be able to feed herself.

ARE NOT ASKING RETAIL TO PAY TAX

(Continued from page 17)

drafts, and I think it is better for the wholesaler to do likewise in collecting from the retailer. I see no other way to meet it. It is a big item of taxation, and adds a heavy burden to the wholesaler, at a time when business is not as active as it might be, and when many forms of taxation are heavily assessing the resources of the jobber."

C. H. Howell, vice-president and manager of the Kraft Maclaren Cheese Co., Ltd., Montreal, who underwent an operation at one of the local hospitals a few weeks ago, is now quite recovered and back at his office. Mr. Howell has recently been on a business trip to Woodstock, Ont.

Finds the Grocer is Not a Profiteer

Commission Investigating Profits in Marketing and Distribution of Farm Products Entirely Exonerates the Grocer From Being Unduly Grasping in His Share of the Earnings From the Sale of Such—The Fault is Not With the Grocer

By EDWIN DAKIN in Commerce and Finance, New York

THE GROCERS are congratulating themselves. They have been given a rising vote of confidence.

The fourth part of the report of the Joint Commission of Agricultural Inquiry, made under a resolution of Congress authorizing an investigation of the marketing and distribution of agricultural products, has just been issued. And now it seems that one can no longer blame the grocer when he charges a quarter for three roasting ears or a head of lettuce.

The Commission has prepared a diagram showing the gross profit realized by each factor—from the miscellaneous handling costs to the price received by the shipper. The products considered include potatoes, watermelons, strawberries, spinach, prunes, onions, lettuce, celery, grapes, cauliflower, citrus fruits, canteloupe, asparagus and cabbage.

It has long been the popular conviction that in the marketing of such products the farmer was underpaid and the consumer was overcharged, and that the generous difference lying between these two extremes was being pocketed by the grocer as undue profit.

The report throws a different light on the whole situation. There is no doubt that the consumer is being charged exceedingly high prices for farm products sold at retail. But the fault does not lie with the groceryman.

Only 4 Per Cent. Profits

Of the proceeds from 9,476 carloads of agricultural products sold at wholesale from September, 1920, to July, 1921, in such representative cities as Boston, New York, Pittsburgh and Philadelphia, the report indicates that 60 per cent. went to the producer, while 31 per cent. was paid for transportation, 5 per cent. for miscellaneous handling charges, and only 4 per cent. profits. In several instances, as in the case of cabbage shipped from California, no profit was shown at all. The producer received 42 per cent., and transportation and handling charges not only ate up all the rest, but left a total loss of 17½ per cent. to boot. The conclusion is evident: It is the handling and transportation, not the grocer's greed, that stretches the bridge between producer and consumer.

Fourteen distinct transactions are indicated in getting the products from the farmer to the dinner table. These include transportation to the terminal, the terminal service, the terminal market, transportation again, the industrial converters such as canneries and mills, then marketing their products, transportation once more, then storage, then the journey to the retailer and his service in delivering the products to the consumer.

The distribution problem is admittedly fast becoming one of the most serious that our present industrial organization has to face. Costs of production, owing to the modern use of machinery, have been undergoing a steady and relative decline. Final cost to the consumer, on the other hand, has been undergoing a steady increase that has borne no relation to production cost. There is hardly a product or a commodity on the market of which this is not true. And the reason is—distribution.

Carrying Charges Heavy

As the congestion of population increases, the costs of commodities pyramid—in direct proportion to the pyramiding of transportation charges. It costs little more, for instance, to ship a barrel of potatoes half across the continent than it does to transport that same barrel from one end of New York City to the other. In this pyramiding there is not only the mere cost of freight and drayage to be considered. Every time the commodity is loaded or unloaded, every time it is put into storage and later pulled out, the cost of the labor involved mounts up. And labor is the most expensive commodity today. Combine its tax with that for transportation, and the total becomes appalling.

These facts are more or less obvious, and yet they have failed until now to receive from the general public the attention they deserve. It is to be hoped that

(Continued on page 33)



Tables for the convenience of customers are a feature in this store—Equipment of a character to assist sales is also to be found here.

Subject of Margins Again Comes Up

This Grocer Would Like to Know What is a Satisfactory Margin on a Certain Flour—"We Appreciate," He Writes, "If This Margin Is Made Too Large, Cut Prices Among Retailers Are Encouraged"

By HENRY JOHNSON, JR.

DEAR Mr. Johnson:—
I have read every article I have seen under your name in Canadian Grocer and gleaned some valuable merchandising information therefrom. I used to be a pretty good customer of yours. The background of your merchandising experience and what you have learned elsewhere has given you a grasp of merchandising principles which is rare. Because of this, we would like to have your opinion on what is a satisfactory margin for us to allow the retailers on a certain cake flour. We realize that many grocers' specialties give the retailer a profit of 25 per cent. on his selling price and that in general the average profit on his full line gives him 20 per cent. to 22 per cent. We have always wanted to allow him a fair profit, consistent with the character of our goods, his cost of handling and the type of service he delivers. We appreciate that **if this margin is made too large, cut prices among retailers are thereby encouraged.** We also appreciate that if this margin is not sufficient, we lose dealer interest and are even apt to encourage antagonism. Bread and pastry flours in bags usually yield the retailer from 12 per cent. to 15 per cent. and this cake flour has usually yielded him from 20 per cent. to 25 per cent., the margin varying with freight and price-making policies in some localities. When prices settle to a stabilized basis again, we shall probably do as we did for many years —keep it at the same price level throughout the year. At present, the price in the central west gives him slightly over 20 per cent. on his selling price. In making price revisions, we always try to consider the margin the grocer will get. He will probably price at regular figures—50c, 40c, 35c, etc., per package. It is unusual for it to be sold at odd cents. A suggestion from you will be appreciated.

This grocer's letter being entirely along right lines, I wrote thus:

The subject matter of your letter is something of perennial interest to the retail trade and, with your permission, I shall use it in the near future in Canadian Grocer. I am sure you will not object to such use because it shows that at least one manufacturer is trying to work with the grocer on an equitable basis. Of course I know your product well. I suppose we first handled it all of twenty-five years ago—I should say at least twenty-two years. Retail margin on your goods should be about 25 per cent. It is not necessary that it be much larger, and it should not be perceptibly smaller.

Retailers Usually Their Own Worst Enemies

This letter has been long delayed. There were too many letters ahead of it, but it is good stuff at any time. Their difficulty is emphasized in the lines I have run in bold faced type. It is much the same difficulty others have with grocers. Manufacturers often cannot be as liberal in their plans as they would like to be, because when the average grocer has the opportunity to get a fair margin, he thinks it a good chance to "get after" a neighbor with cut prices—and then the margin soon goes flooey!

This is due partly to the habit grocers have of computing margins carelessly on cost and even when in theory they know such is not sound practice. So a 25 per cent. margin is erroneously figured as 33 1/3 per cent. The grocer thinks that is too much to let his neighbor have, so he cuts the price. His neigbor goes him one or more better, the profit is all gone—and then the fun is that both the first mover in the cutting bee and his neighbors all together join in blaming the manufacturer—who had nothing whatever to do with it, except to be liberal in his figures.

Again, the trouble is partly due to ignorance on the part of grocers as to what margins different classes of goods should bear. Obviously, if a staple flour is to be held at a margin of 12%, a semi-luxury like cake flour, is justly held at 25%. And the best of it is that grocers can get correct margins, if they only have the good sense to do it. Few customers will ever kick against paying the necessary price for various kinds of articles, but grocers think they will—so they cut in advance. Or, if some one or two kick, they cut on all. So they keep their noses voluntarily to the grind stone —and blame the manufacturer.

We Must All Work With the Tools at Hand

But manufacturers want to play fairly with retailers. It is always my hope that eventually education will get in its work a bit, and grocers will cease to work free.

I know no better illustration that grocers do not need to work for nothing than the evidence in this letter that he traded with me. For he was buying for a "frat house". He could not have held his job if he had paid more than a fair price for his goods. Yet he was satisfied to trade at a store where service was given, goods were excellent, he could find anything he wanted, but he often paid more for many things than he could have bought them for elsewhere!

Why and how? O, well, try getting what your goods are worth, and you can do it provided you have the goods, and really deliver the service as well as charge for it.

But now, when you see a manufacturer approaching who wants to give you a square deal, see that you co-operate with him.

Several months ago I got a statement and letter from the manager of a co-operative store in Quebec, accompanied by the certificate of the auditor who had examined his accounts. The papers are illuminating. The auditor attached a schedule of insurance which he writes shows "the stock was over-insured about $1,000 and fixtures under-insured about $3,000" on January 1st, according to book values.

When I read that schedule, I thought such advice alone would go far to offset the cost of the auditor. It is worth something to know where your insurance is $4,000 wrong. Further, if one who keeps such careful accounts is thus wrong, what of the ordinary grocer?

These accounts are very fully kept. The expenses are subdivided so that one can see what really has happened.

Sales were $84,679.53 last year and the margin averaged 15.51%. Stock at close of year was nearly $14,000. Assuming that as the average, the turnover is seen to be over five. That is good, very good, for a general store.

Wages and salaries are not segregated altogether, but the figure of $2,691,-50 is given for selling salaries. That figures a little over three per cent. on sales and indicates that wages expense generally is low.

Delivery runs $1,807.34, or more than 2-12%. Rent is two-thirds per cent.—paid to themselves as owners of the buildings. That part of the accounting is probably not quite right, because value of buildings is given at $6,200 and, while rent earned from outside is some $77.00, the business should pay ten per cent. gross. But there is leeway enough in any case.

No Special Privileges or Advantages

You will note that there are no special advantages here over what any merchant may enjoy. The difference in favor of this man is that he faces all issues—knows where is going—does not fool himself.

In one place he seems a little wrong. He figures 10% annual depreciation on delivery equipment. That should be twice as much. Ten per cent. is correct on inside equipment, but outside equipment wears out twice as fast. You cannot count on more than five years life on wagons, horses, trucks. Inside the store, fixtures may last forever. Therefore, ten per cent. annually is regarded as ample for conservative management.

Another item puzzles me. That is the "freight and express, $417.86." This is included in expenses. Yet I hardly think those charges have not been added to cost—and if added to cost, why are they put into expense? I can never see the reasoning, from any standpoint, whereby such items are put into expenses. If it is desirable to segregate those charges just for information or for the satisfaction of knowing what is being paid for transportation—and no merchant ever can know too much about such items from all angles—the end can be accomplished by opening an account which periodically, is carried into merchandise. But certainly, it is misleading ever to run such things into expense even temporarily.

Transportation is part of the cost of merchandise. It is just as much a part of such cost as the invoice prices of the goods. It should be recovered immediately and directly through the cost. There is no good sense in doing such a thing indirectly when the direct course is before us—logical, conclusive and final.

This business operated on a gross average margin of 13% in 1921. The expenses were 12%. The net profit was one per cent. on sales. In 1922, the average cost of merchandise was 84.49c for each dollar of sales. That left a margin of 15.51%. Expenses were 13.65%. Net profit was 1.86% on sales. That is a good record. It is somewhat remarkable in that few grocers did better in '22 than in '21; but this one did.

The showing is good. My strictures are incidental, but I know they will be well received. And I should like to know about that "freight"!

WANT MORE CO-OPERATION BETWEEN GROWERS AND RETAILERS

Farmers and fruit growers on the Montreal market complain that the retailers are hindering them in marketing their crop of apples this year. The supply of apples is abundant. The crop is a record one and the early apples are a feature of the market. Yet there is not, according to the farmers, the demand that might be expected. Their claim is that with the big crop the prices will naturally be low and in order to make marketing of the crop profitable the demand must be greater than in other years. The only hope to create this demand is to make the price so attractive that the supply will move freely to the consumer. Co-operation between the growers and the retailers is essential in encouraging the production. In some instances the farmers are right in their complaint. This week yellow transparents were sold on the market at 60c. and 70c. for 11 quart basket or $5.00 a barrel while two or three retail grocers were asking 25 and 30 cents a dozen for the same apples.

ROLLING STORE FAILS

"The Store at Your Door," grocery in San Francisco, says the New York Journal of Commerce, has gone into bankruptcy. Gay Lombard, president of the "Store at Your Door" Company, launched the project a few months ago. He was formerly a large grain operator in Portland and later the executive head of the Yosemite Flour Mills and the California Macaroni Company. Through liquidation brought by other stockholders he was forced out of these companies and sought to establish this new method of selling food products at retail, depending on the sale of stock in the concern to the prospective customers in order to put it over.



Showing a well-equipped and a well-arranged store. Equipment for convenient and rapid service is a feature of this store. Interior displays are attractive.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada

Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI. SEPTEMBER 1, 1922 No. 35

Another Co-Operative Failure

THE FAILURE of a wholesale and retail co-operative society in the State of Illinois, as announced recently, adds another to the long list of failures of similar organizations. This particular scheme was more enterprising than others of its kind, in that it involved a wholesale house and 67 branch stores. $80,000, it appears, was paid in as capital, and $385,000 is represented as borrowed money from the various coal miners' unions, which means that the society has lost $185,000 or a fraction more than $5,000 a month.

Whether the coal strike has anything to do with increasing the loss recently is not stated, yet it is apparent, says a U. S. exchange, that when the coal miners could not succeed with an evident plentiful supply of money, it is plain to be seen that other attempts with less resources could not hope to get away with it. This has been the history of a great many co-operative grocery stores started in various parts of both Canada and the United States, that have resulted in failures.

Organizations of consumers bent upon reducing the cost of living, who have attempted similar co-operative societies must now be impressed with the success, or rather the lack of it, that attends such ventures. Labor organizations have been especially prone to such attempts to reduce living expenses. It is evident that co-operatives cannot run a store any cheaper than any individual running on the same basis, and the fact that many of these co-operatives are headed by inexperienced managers, makes the likelihood of success even more remote. Members soon learn that prices as between co-operatives and independents do not vary so much, and the latter giving first-class service usually get the greater patronage.

Big Future for Rural Trade

FINAL FIGURES governing the sixth census of Canada shows population on June 1 of 8,788,483, being an increase of 1,581,840 over the population recorded in 1911. The percentage of increase is about 21.95 per cent. It would seem by a perusal of the reports that the claims of agriculturists that the farming industry is the basic industry from certain standpoints, are borne out. Of the total population, 4,439,505 reside in rural districts compared with 4,348,978 living in urban centres. Alberta leads the way in so far as increase in population is concerned, the percentage being 57, with Saskatchewan second with a 53 per cent. increase. Yukon shows a decrease, British Columbia gained 33 per cent., Manitoba gained 32 per cent., Nova Scotia gained 6 per cent., New Brunswick 10 per cent.; Prince Edward declined 5 per cent.

Further evidences of the growing importance of the agricultural districts of Canada is found in the fact that settlers arriving in the three Western prairie provinces during the month of May numbered 1,020. They brought with them $227,000 in cash, and effects valued at about $100,000. This is bringing a relatively high proportion of wealth to the country and indicates that these are the type of settlers who are wanted to form community centres in the vast prairie lands of Canada.

Retailers and other business men in other branches of trade will realize, from such statistics, the fact that the agricultural districts of Canada are of a growing importance, that their special needs must be taken care of and that they offer wonderful business opportunities for those who study their requirements.

Too Much in a Window

A RECENT letter to the editor of this paper comments on a window display that was seen in a store handling groceries and drygoods. He describes it as a conglomeration of merchandise, without any particular effect being aimed at. More than forty different articles were thrust into the window, it would seem, giving the onlooker the idea of a sort of "hit and miss" collection of things. The wide variety of lines shown impressed the passerby, but the point is raised as to whether the best results are obtained from a display of so many lines, or from a few articles bearing some relation to each other.

Grocers and merchants generally are strongly convinced of the effectiveness of window displays as a means of stimulating sales and drawing people into the store. Some retailers claim that their windows pay their rent, and are always the means of increasing business. However, a window to do this must be attractive and sufficiently outstanding to catch and arrest the attention of the passerby. It is doubtful if a window showing as wide a variety as forty different articles would indicate, is as valuable an aid to sales as concentration on a few lines, each having some bearing on the other. The greatest success it would appear has been gained in this way. A large number of articles put into a window without any special idea of securing a particular effect can have little value, as a means of increasing sales of any one of the many lines shown.

Editorials in Brief

COUNT THAT day lost on which you have learned nothing about the business in which you are engaged, about the goods you sell.

QUALITY IS something everyone of your customers prefers, though they may often find it desirable to buy on price instead.

WATCH FOR business getting plans that have been used successfully by men in your line in other towns, or by men in other lines in your town.

A DIRTY show card or price tag or sign is an advertisement that there is something slovenly about the management of your store.

PEOPLE WHO buy goods and leave them for delivery like and appreciate quick delivery, even when they have said they are in no hurry for the goods. Make is as snappy as you can.

WHEN THE consumer persists in haggling over the price, use all your tact and persuasiveness to lead the conversation into a consideration of quality and desirable attributes of the goods.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Quebec

Percy Roberts, of the J. T. McBride Co., Ltd., of Montreal, is away on his vacation.

The city council of Montreal has finally decided to extend the period of daylight saving until October 1.

J. N. Duncan, proprietor of the Westminster Provision Co., Ltd., left this week for Vancouver where he will spend a few weeks.

The Roy C. Lewis Sales Co., 425 Phillips Place, Montreal, have been appointed exclusive Canadian sales agents for Smith Bros. Cough Drops, manufactured at Poughkeepsie, N. Y., and which are well known in Canada.

Hitherto Smith Bros. have confined themselves to the manufacture of their black cough drop only, which has been on the market for 75 years. Recently they embarked on the manufacture of a menthol cough drop and this is to be marketed in Canada shortly for the first time.

The J. L. Freeman Co., grocery brokers of Montreal, have secured the agency for the province of Quebec for Keepsweet Cream and Milk prepared by the Dominion Milk Corporation, Toronto, Ont. They also have secured the Quebec agency for Gorman Eckert Co., Ltd., of London, Ont.

Ontario

Work has commenced on a new evaporator in the town of Goderich. It will be ready for operation this season.

W. B. Campbell, of the T. Kinnear Co., wholesale grocers, Toronto, is enjoying a holiday this week, fishing near Peterborough.

A. H. Mealing of Toronto was in Orillia for old home week. Mr. Mealing has disposed of his number two store to M. J. Nicholson, 79 Atlas avenue, Toronto.

The Danforth Business Men's Association of Toronto held its annual picnic this week. The party motored to Oshawa where luncheon was served and entertainment provided.

The inaugural meeting of the Business Men's Association of Fairbank, a suburb of Toronto, was held last week. The new officers are: honorary president, W. Wicks; president, R. Millard, secretary, W. E. Little.

G. F. Bibby, is the manager of the Guelph Co-Operative Association Ltd. J.H. Fielding, who, it was stated, in a recent issue was the new manager, is chief clerk in the grocery department at the main store and has been for the past ten months.

Many Attend Opening of New Food Building

Toronto, Aug. 26.—The new Pure Food Building at the Canadian National Exhibition was formally opened last evening, when a large number of people, at the invitation of the Pure Food Association, attended. The new building, which has previously been described in this paper, is, without a doubt, the finest of its kind on this continent. It is located north of the main grand stand. It is beautiful in its architecture, and serves to concentrate public attention on the fact that Canada is a leader in the world production of food. Some two hundred exhibits are shown in this building. People in great numbers walked through the aisles viewing with most evident interest the displays and artistic arrangements of the various booths. Exhibitors were generous in their donations of samples, and guests of the evening were everywhere tendered a splendid recognition. People marvelled at the number of food products shown and remarked that, in the Pure Food Building alone, apart altogether from the remainder of the great fair, there is an exhibition on a scale unrivalled on this continent.

There were really no opening proceedings, the same being better described as informal rather than formal. Geo. T. Irving, second vice-president of the National Exhibition, was present and opened the building. An orchestra played delightfully during the entire evening.

Business Changes

H. Haggan is managing the Dominion Store at 581 Richmond St., London, Ont.

L. A. Minns is now in business at 95 Greenlaw Ave., Toronto, Ont.

Gibson & Elliott have opened for business at 694 Dundas St., London, Ont.

The Community Grocery is now operating at 1765 Danforth Ave., Toronto.

Lawson and Sheets, have sold their grocery store to V. B. Terry.

Janet A. McQuaig, Port Arthur, has sold her store to T. E. Hancock.

Adam Byers, Sarnia, has been succeeded in business by F. C. Watcher.

Fred Laflamme has opened a general store at St. Rose du Lac, Man.

W. H. Botting is managing the Rolling grocery store at Market St., London, Ont.

Will Be Judge At The Imperial Fruit Show In London

Ottawa, Aug. 28. (Special)—P. J. Carey, of Toronto, fruit packing and orchard specialist of the fruit branch of the Department of Agriculture, has been appointed Canadian representative on the board of judges in connection with the Imperial Fruit Show to be held at the Crystal Palace, London, Eng., from October 27 to November 4.

The board of judges will be composed of three persons, one representing the Imperial authorities, one the Canadian fruit growers and the third will sit as a neutral. It is generally conceded that Mr. Carey's appointment will receive unanimous endorsation from all parts of Canada as he has had wide experience and enjoys the confidence of growers and shippers from coast to coast.

The indications are that there will be a very good entry list from Canada this year. The Canadian fruit commissioner has had many enquiries from each of the provinces and it is expected the entries will be fairly representative of all parts of the country. All entries for the competitive British Empire and Overseas classes, together with the entry fees, will be received at the fruit branch, Department of Agriculture, Ottawa. These will have to be in the hands of the fruit branch on or before Sept. 25 in order that they may arrive in England not later than October 2.

New Goods

An Automatic Bottle Capper

A new automatic bottle capper is being placed on the market that is designed to help domestic canning, in that the ordinary small-necked bottle may be used for preserving catchup, fruit juices and sauces. This small machine by the pressure of the hand upon two levers secures the ordinary crown cap to the bottle without any hammering. The machine has no springs or mechanism, the principle being simply leverage. It is made by the Comstock Bolton Co., and will be distributed through the Charles P. Archibald Co., 285 Beaver Hall Hill, Montreal, to the grocery trade.

Seeing



is believing

YOU KNOW that O-Cedar Products give complete satisfaction—your daily contact with hundreds of women who regularly buy these goods must have convinced you that O-Cedar is the quality Polish and the O-Cedar Polish Mop an absolute necessity in the modern home.

You have faith in O-Cedar—
How do your customers know you have?
Seeing is believing.

If they can see O-Cedar Products displayed on your counter, they will realize that you are a believer in O-Cedar—and having confidence in your judgment, they will readily buy these goods which yield so fair a profit to you.

O-Cedar Polish

One Step Further

When a woman does buy O-Cedar Polish, it is worth your while to go a step beyond merely handing it to her and taking her money.

Say to her:

1st. **Be sure to use it with water;** which will ensure her using it in the one correct way to get proper results.

2nd. **It's good enough to use on your piano;** by which she will realize that O-Cedar Polish is quite as much a Polish for fine furniture as for floors. A lot of women wrongly imagine that O-Cedar is only for floors. By telling them it is for furniture—and improves even the most expensive furniture—you will help to widen the use of O-Cedar and thereby you will sell more of it.

All of which we would not dream of suggesting to you, unless we were doing our part. We are doing a great deal to help you sell more O-Cedar, by advertising it consistently in a wide list of daily newspapers.

Channell Limited

extend to you and any other member of your family a very cordial invitation to make your Headquarters while at

The Canadian National Exhibition

in the

O-Cedar Booth

No. 66 Industrial Building

A handsome Souvenir given away on presentation of this Invitation.

CHANNELL LIMITED - TORONTO

"Co-Operation Takes Away the Element of Competition in Business"

Henry Watters, Treasurer of the Dominion Retail Merchants' Association, Speaking on Merchants' Day at the Canadian National Exhibition, Declares That Competition is Necessary to Develop Efficiency in Business

TORONTO, Aug. 30, (Special).—Henry Watters, of Ottawa and treasurer of the Dominion Retail Merchants' Association, was the principal speaker at the directors' luncheon at the Canadian National Exhibition today, the occasion being Merchants' Day. The attendance of retailers was very large, the seating capacity of the dining room being taxed to accommodate all desiring to attend.

"I feel it an uncommon compliment to be invited to speak on this occasion," began Mr. Watters, "and I take the opportunity to thank the directors for allotting a special day for merchants, so that the retailers of the country might have a chance to meet together at this Fair, to share views one with the other. It was a happy thought that designated a day to the agriculturists, a day to the manufacturers, to transportation and to the retail merchants. These I think represent the great factors that go to make up the industrial fabric of the country. Not one is entitled to pre-eminence over the other.

All Interests Must be Represented

"Where would the agriculturists be without the transportation, without the manufacturer, or without the system of distribution to the consumer? There is no more reason why we should have an agricultural, occupational group governing the country or any section of the country than we should have a retail group doing it. If we are to have a stable, responsible government, all interests must be represented. Any attempt to introduce into the administration a system of group interests is fatal to all responsible government.

No Idea of Social Conditions

"With all that has been said in regard to immigration here to-day, I am in hearty accord. We must go slowly. We have foreigners coming into the country who have no idea of social conditions prevailing, and who enter business ready to work any and all hours, twenty-four in fact, if customers will come. Canadian merchants find these foreigners an impediment, for the reason that they do not readily conform to our social customs, including limited hours of work, but whose only idea is to make the dollars. We want immigration from the same stock from which came the men that have made Canada what it is to-day. We do not want the immigrants that cannot be assimilated into our ideas.

"Co-operation as against competition in business is a subject that is uppermost at the present time. I am not an opponent of co-operation, but if one is looking for the marked success, one cannot look better than in the men engaged in the competitive field. All high types are developed in competition. It makes for a high standard of efficiency. Co-operation takes away that element of competition, that is valuable to business."

Continuing the speaker denounced the "price cutter," characterizing him as an anti-social member of the community and should not be encouraged. He quoted the professor of economics of Harvard University, who he said, declares that cutting of fair, normal prices is opposed to the general interests, and the people must make it up in some way.

An Optimistic Outlook

Other speakers at this luncheon included the Hon. Charles Stewart, Minister of Immigration in the Dominion government, and D. A. Cameron, president of the Toronto Board of Trade. Both men spoke of the splendid crops in the provinces of Manitoba and Saskatchewan, also in Ontario, and were optimistic as to the commercial outlook as a result. The fact that the Canadian dollar was again at par is significant, declared Mr. Cameron, of the present upward trend of business. Hon. Mr. Stewart dwelt on the subject of immigration, declaring that in this country it is a selected immigration that is needed.

Among the grocers present were D. W. Clark, Toronto; Robt. Dawson, Toronto; and W. J. McCully, Stratford.

Ottawa Grocers Promise Their Best Pure Food Show

Ottawa, Aug. 28. (Special)—A splendid account of the "doings" at the Halifax meeting of the Dominion Board, Retail Merchants' Association of Canada, was given by Alex. Phillips at the semi-monthly meeting of the grocers' section of the Ottawa branch recently.

The members had as their guest of the evening Thomas Leckie, chief inspector of the inland revenue department, who discussed with them several phases of the Pure Foods Act and offered a number of suggestions whereby the grocers might co-operate with the department in respect to the carrying out of the provisions of this act.

A. S Moreland, chairman of Ottawa's Pure Food Show committee, was the unanimous choice of the meeting as Ottawa's representative at the Canadian National Exhibition at Toronto. Although the plans are fully completed for this year's Ottawa show, Mr. Moreland was especially instructed to be on the lookout for new ideas for next year's show.

Mr. Moreland waxed enthusiastic when reporting upon the arrangements for the Ottawa show. Everything was in the very best of shape and he looked forward to this being by far the biggest and best exhibition of pure foods in the history of the association.

Final arrangements for the grocers' luncheon at the Central Canada Exhibition were announced by B. G. Crabtree, who is the section's representative on the exhibition board of directors. The speaker for the occasion will be Hon. J. A. Robb, Minister of Trade and Commerce in the Federal Government, and the chair will be occupied by A. E. Provost of Provost and Allard, wholesale grocers, Ottawa. The luncheon, which will be at noon on Friday, September 15, will be held in conjunction with the Ottawa Commercial Travellers' Association.

Following the regular meeting there was a short session of the Pure Food Show committee composed of B. G. Crabtree, A. E. Kelly, T. A. C. Kennedy, A. S. Moreland and J. C. Allan. The final touches were put to the arrangements for the show.

Those who attended the regular meeting were: A. E. Kelly, chairman; Duncan Bell, treasurer; J. C. Allan, secretary; T. M. Collins, B. G. Crabtree, A. S. Moreland, T. A. C. Kennedy, J. Gladstone, Alex. Phillips, J. A. Wright, Alf. Roche, T. Bowman, J. C. Campbell and Thomas Leckie.

Regina Retailers Fined for Selling Eggs Unfit for Use

Regina, Aug. 30.—The retailing of bad eggs in Regina has been checked during the past few days, when inspectors of the Department of Agriculture visited grocers and storekeepers of the city and obtained several convictions against merchants for infractions of the Saskatchewan Egg Marketing Act.

One grocer was fined $5 and costs for offering bad eggs for sale, and $5 and costs for neglecting to keep candling records.

Another merchant was fined $5 and costs for buying eggs for resale without having the necessary license.

A third retailer was fined $5 and costs for offering bad eggs for sale; $5 and costs for neglecting to keep candling records; $5 and costs for not displaying egg license in a conspicuous position.

The Lind Brokerage Co., Ltd., Toronto, have been appointed agents for Toronto and district for the Match Co., Ltd., of Montreal and Berthierville, Que.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

ON TUESDAY of this week, all Canadian refiners announced a reduction in the price of sugar, the new quotation being on the basis of $7.25 per cwt., Montreal, with the price delivered at Toronto being $7.59. The sugar market has been more or less unsettled in the past fortnight, and sales have been reported from second hands at less than list prices. There has been a quiet demand refiners state, and buying has not been heavy at all from any particular source. Prices on the new pack of evaporated apples have been announced. These show much the same levels as have been ruling on last year's pack. A number of dried fruits on spot show reductions, including currants and raisins. Prices on new pack of California prunes and apricots are still deferred, and now are not expected until after Labor Day. In canned goods some lower prices are named this week. Standard peas are easier at $1.42½ per doz. at Toronto. One brand of raspberry jam is quoted lower, also some salmons and sardines are reduced. The market for teas continues its upward trend, and all reports indicate a generally strong situation. Coffees are steady, but the market is strong. Cereals tend to easiness, and some houses are quoting lower prices on certain lines this week. Package goods are unchanged, and dealers report movement of the same in moderate volume. Rice market is steady, and more or less quiet. There is a good inquiry for spices, the present season of pickling and preserving stimulating the demand. Fruits and vegetables continue to arrive freely on all Canadian markets and prices are ruling at comparatively low figures. The flour market is inclined to be a little easier, although no change is announced in prices this week.

QUEBEC MARKETS

MONTREAL, August 31.—All the grocery trade is brighter on account of the outlook for the fall and winter. Much more activity is noticeable throughout but retail buying has not yet got into full swing. The next two weeks should show a marked improvement, provided there is a firmer basis in many staple lines. Refiners' quotations on sugar are lower, the new basis Montreal being $7.25 per cwt. Cutting is still going on and retailers are quickly unloading what they hold and buying only for immediate requirements. Corn syrups and molasses show no change. The tea market is strong throughout and is likely to hold that position. Coffee is steady but dull. There is much activity in pickling spices and an improvement in other spices. Flour prices are lower and there is a weak tendency to cereals. There is no change in package goods. Lower prices have been quoted on canned red salmon and Canadian sardines are reduced. Canned peas are lower in price. Dried fruits are being reduced by the wholesale trade and buying is expected to show an early improvement. There is no change in the nut market. Fresh fruits and vegetables continue low in price with an abundant supply. Apples are particularly low.

CEREAL MARKET IS WEAK

Montreal.

CEREALS.—There are no changes in the cereal market but it is conceded that the market is in a weak condition at present due to the splendid crops harvested throughout the Dominion. Wholesale prices are temporarily steady with some cutting to stimulate unloading but lower prices may be expected in the course of the next few weeks.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal		3 75
Pearl Hominy		2 40
Corn meal	2 50	2 80
Graham Flour, 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		3 25
Pearl Barley		3 85
Beans, Ont.		3 50
Do., Can.		3 80
Lima Beans		0 06
White beans		0 07½
Green peas, dried	0 03	0 06¾
Split Peas		0 07¼
Peas, standard	1 70	1 80

COFFEE PRICES STEADY

Montreal.

COFFEE.—The coffee market shows no change. Prices are steady and inactivity still features the market. Local importers do not predict any radical change and expect that Brazilian factors will not play any part in the determination of the price unless they unload suddenly their holdings.

COFFEE—		
Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound		0 35

PACKAGE GOODS STEADY

Montreal.

PACKAGE GOODS.—There are no changes in package goods prices. Retailers are holding off in buying package cereals, expecting a lower quotation. Aunt Jemima pancake flour is now packed in 2 doz. lot cases at $4.75.

PACKAGE GOODS—		
Aluminum package, 20s		6 25
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.)	case	3 50
Pancake Flour, case		7 1[illegible]
Pancake flour, self-raising, do.		1 50
Wheat Food, 18-1½s		3 20
Porridge wheat, 36s, case		[illegible]
Do., 20s case		[illegible]
Self-raising flour, (3-lb. bags, doz.		2 25
Do., (6-lb. pkg.) doz.		4 40
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 40
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		3 00
Celluloid starch, 45 pkgs. case		3 80
Malt Breakfast Food, 136 pkgs.)		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian Cheese loaf, lb.		0 30
Pimento loaf		0 32
Fancy splits, per lb.		0 29
Swiss cheese loaf		0 44
Glace Cherries, per doz.		5 25

CANNED GOODS LOWER

Montreal.

CANNED GOODS.—More reductions in canned goods are listed. Simcoe brand garden peas 2's are reduced 15c. to $1.45 a dozen. Early June peas are 10c. lower, quoted at $1.70. Raspberry jam, one brand, is reduced two cents on the 4 lb. jars by local wholesalers and is quoted at 93c. Lower prices on salmon are noted. Clover Leaf sockeye is

reduced 60c. a doz. for talls, quoted at $5.00 and $5.10 for the flats and $2.75 for the flat halves. Brunswick Brand sardines are reduced 25c. a case as are also herring in tomato sauce.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	13 50
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 35
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	2 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 50
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s	....	4 20
Bartlett Pears	....	3 40
Greengage Plums, heavy syrup	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

DRIED FRUIT EASY

Montreal.

DRIED FRUITS.—The market for dried fruits is easy almost throughout. Figs, currants and raisins are lower in price and this has had an effect on the whole market. As yet buying shows no marked increase but importers are looking for a very busy month.

Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 25
Do., 50 lbs.,	....	0 25
Peaches (fancy)	....	0 28
Do., (choice)	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed	....	0 31
Lemon	....	0 25
Orange	....	0 25
Citron	....	0 55
Raisins		
Valencias	....	0 19
Muscatels, 2 Crown, spot	....	0 17½
Do., 3 Crown, spot	....	0 18
Do., 4 Crown, spot	....	0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.	....	0 21
Do., 16 oz.	....	0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.	....	7 25
Currants, loose	....	0 13½
Dates, excelsior, (36 10s), pkg.	....	4 50
Dromedary, (36-10 oz.)	....	7 20
Loose	0 10	0 12
Figs, 4 crown	....	0 21
5 crown	....	0 22
6 crown	....	0 23
7 crown	....	0 25
Mats, Portuguese	....	0 08
Smyrna cooking, bags	....	0 13
Prunes (25-lb. boxes)—20-30s	....	0 32
40-50s	....	0 10½
50-60s	....	0 15
60-70s	....	0 14½
70-80s	....	0 14
80-90s	....	0 12½
90-100s	....	12½

RICE MARKET QUIET

Montreal.

RICE.—The rice market is steady for spot stocks without any indication of a change, although there is a firm tone noticeable in primary markets. The local demand is quiet just now.

Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Tapioca, per lb. (seed)	....	0 09
Do., (pearl)	....	0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

PICKLING SPICES ACTIVE

Montreal.

SPICES.—There is little change in spices apart from some cutting in pickling spices which are in big demand. The wide margin in prices quoted on this line is chiefly due to the differences in quality. All quotations are about steady.

SPICES—		
Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound		0 18
Caraway seed Dutch		0 20
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian), lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 16
Nutmegs, whole—		
Do., 64, lb.	....	0 30
Do., 80 lb.	....	0 28
Do., 100 lb.	....	0 30
Do., ground, 1 lb. tins	....	0 35
Pepper, black	....	0 24
Do., white	....	0 32
Do., white, compound	....	0 18
Do., cayenne	0 32	0 34
Do., tins, 2's	....	0 36
Do., black, compound	....	0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 13	0 15

SUGAR MARKET IS LOWER

Montreal.

SUGAR.—The sugar market is still in an unsettled condition and quotations are only nominal. Refiners are quoting lower prices at $7.25 but local wholesalers are selling as low as $7.00. Although the raw market is steady there is no confidence in the market and a reduction in the refiners' list price would not be surprising.

SUGAR—		
Granulated, per cwt.		7 25
Do., barrels		7 30
Granulated, gunnies, 5-20		7 45
Do., cases, 20 5-lb. cartons		7 65
Do., gunnies, 10-10		7 55
Do., cases, 50 2-lb. cartons		7 75

SYRUPS ARE STEADY

Montreal.

SYRUPS.—The market for molasses and corn syrups is steady with only a light demand and no indication of any change.

TEA MARKET IS FIRM

Montreal.

TEAS.—There are no new developments in the tea market. Prices are steady with a strong tone, particularly on Japan teas. Second crop Japans have been cleared up despite the attitude taken by buyers early in the market and now third crop offerings are in demand with a strong market at a stiff price.

FLOUR PRICES LOWER

Montreal.

FLOUR.—Wholesale grocers are quoting a lower price on flour as a result of a reduction recently made by the millers. The price is now $7.50 for first patents spring wheat flour and $7 for second patents and strong bakers at $6.80 a barrel. Winter wheat flour continues at $5.30 and $5.40 in broken lots in used jute bags and 25c. higher for printed cottons.

FRUIT PRICES ARE LOW

Montreal.

FRUITS.—It is some years since this market has been supplied so plentifully with fruit at so reasonable prices. Apples are particularly low and the offerings are large. Plums are also plentiful and large supplies of peaches and pears are on the market. Prices are changing so rapidly that a fair quotation cannot be listed. Lemons are low in price with large offerings and a light demand. Montreal melons are in good supply but the price holds up.

FRUITS—		
Apples, local, per bushel	0 60	0 75
Barrels, No. 1	....	4 00
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Messina	....	4 50
Limes, per 100	....	1 00
California Valencias	9 50	10 00
Oranges, late Valencias	10 50	11 50
Cantaloupes, 16 qt.	....	4 25
Honey Dew Melons 6-8	5 00	6 00
Plums, basket, qt.	0 20	0 30
Do., 11 qt.	0 40	0 50
Pears	0 75	0 90
Peaches, 6 qt.	0 50	0 60
Do., 11 qt.	0 60	0 75
Montreal melons, per doz.	....	1 80
Blueberries, 1 qt.	0 15	0 18

LOW VEGETABLE PRICES

Montreal.

VEGETABLES.—Vegetable prices are running low with large supplies on the market. New potatoes and cabbages are particularly low. Cabbages are selling at from 20 to 30c. a doz. and tomatoes from 50c. to $1 a box according to quality. New potatoes are as low as $1 a bag.

VEGETABLES		
Cabbages, per doz.	0 20	0 40
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.	....	2 40
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 25	5 75
New potatoes, local, per bag	....	1 00
Bermuda onions, crate	....	2 50
Egyptian onions, per 100 lb.	....	5 00
Spinach, barrel, local	0 40	0 50
Cucumbers, local, per doz.	....	0 40
New turnips, per doz.	....	1 50
Parsley, per doz.	....	2 00
Radishes, per doz.	0 10	0 15
Tomatoes, per box	0 50	1 00

ONTARIO MARKETS

TORONTO, August 30.—The situation in sugar this week shows little change as compared with last. The market is holding at present quotations of $7.50 per cwt., Montreal basis, and $7.84 delivered Toronto. The raw market is quiet. The market in coffees is strong. Cereals are inclined to easier levels, that is, for the bulk supplies, and some wholesalers are quoting lower prices on certain lines. Canned goods are moving in moderate volume. Standard peas are again easier this week. Prices on the new pack of evaporated apples are quoted this week, and are much the same as a year ago. Prices on the new pack of California prunes and apricots have not yet been named. There is a very active inquiry for spices, and prices are holding at firm levels. Teas continue to show strength, and all reports point to a very strong market prevailing for some time to come. Flour and millfeeds are steady.

NO CHANGE IN BEAN MARKET

Toronto.

BEANS—The market for beans is quiet. There is very little offered. One wholesaler is quoting number one white Canadian beans this week in bag lots at $3.90 per bushel, less than bag lots at $4 per bushel, and in small quantities at 7½c.

BEANS—		
Candian hand picked, per bu...	....	4 40
Do., No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

COFFEE IS LOOKING HIGHER

Toronto.

COFFEE—The market in coffee is tending towards higher levels, and the situation at primary markets is very strong. Dealers report no change in spot prices, but quotations are firm, the strength of primary values being reflected on this market.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 48
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 55

CEREALS ARE EASIER

Toronto.

CEREALS—The cereal market is tending easier, and wholesalers are offering bulk quantities of certain cereals at lower prices this week. Rolled wheat in barrel lots is quoted at 6½c per lb. Rolled oats in 90s are unchanged this week at $3.15 to $3.25, and oatmeal is offered at $3.75 for 98s.

CEREALS—		
Barley, pearl, 98s	....	4 75
Barley, pot, 98s	....	4 00
Cornmeal, golden, 98s	....	2 50
Oatmeal, 98s	....	3 75
Corn flour, 98s	....	2 80
Rye flour	....	4 40
Rolled oats, 90s	3 15	3 25
Rolled wheat, barrels	5 25	5 75
Cracked wheat, bag	....	5 00
Breakfast food, 98s	....	4 45
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Peas, split, per bag	....	6 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	4 00
Whole Wheat Flour	....	4 10
Wheat Kernels	....	5 25

FEW CHANGES IN CANNED GOODS

Toronto.

CANNED GOODS—Few changes are noted in the market for canned goods this week. Sockeye salmon, halves, are quoted at from $2.75 to $2.90 per doz. Standard peas are again this week at easier levels, the quotation to the trade being $1.42½ per doz. Other lines of canned fruits and vegetables are unchanged. Wholesalers report a fair volume of business in canned products, at a season when trade is as a rule inclined to be slow.

CANNED GOODS—		
Shrimps	2 85	....
Salmon—		
Sockeye 1s, doz.	5 50	5 75
Do., ½s, doz.	2 75	2 95
Alaska red, 1s.	....	**4 35**
Cohoe 1s, doz.	....	**2 90**
Do., ½s, doz.	....	**1 45**
Pinks, 1s, doz.	....	**1 50**
Lobster, ½-lb. doz.	....	5 25
Do., ¼-lb. tins	2 90	3 25
Whale steak, 1s, flat, doz.	**1 75**	**1 90**
Pilchards, 1-lb. talls, doz.	**1 75**	**1 80**
Herrings in Tomato Sauce—		
Ovals 1s per doz.	**1 75**	**2 15**
Ovals ½s, per doz.	....	**1 30**
Kippered Herrings—		
Ovals 1s, per doz.	**1 75**	**2 00**
Ovals, ½s, per doz.	....	**1 30**
Canned Vegetables		
Peas, extra sifted, doz.		2 80
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.	....	1 42½
Beets, 2s doz.	**1 45**	**2 45**
Beans, golden wax, doz.	....	**2 15**
Do., Golden wax, fancy, doz.	....	**2 25**
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	**6 60**
Canadian corn	**1 20**	**1 50**
Tomatoes, 2½s doz.	**1 70**	**1 80**
Pumpkins, 2½s	**1 90**	**1 80**
Spinach, 2½s doz.	....	**2 05**
Do. 2s	....	2 25
Pineapples, sliced, 2½s doz.	....	**3 75**
Do., sliced, 2½s, doz.	....	**4 25**
Apples, gal. water pack, doz.	....	**5 60**
Do., gal. steam pack. doz.	....	**6 80**
Do., 2½s, doz.	....	**1 75**
Pears, 2s, doz.	....	2 90
Peaches, 2s, doz., H. S.	....	**3 25**
Plums, Lombard, 2s, doz.	**2 40**	**3 10**
Blueberries, 2s	**2 35**	**2 45**
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	**3 00**	**3 25**
Do., 16 oz. doz.	**3 50**	**3 90**
Do., 4s, each	**0 85**	**1 07**
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	**0 92**	**0 98**
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90
Marmalade—		
12 oz., glass, doz.	**2 25**	**2 45**
16 oz., glass, doz.	**2 75**	**2 90**
No. 4 tins, each	**0 58**	**0 65**

NEW PRICES ON EVAPORATED APPLES

Toronto.

DRIED FRUITS—The feature of the market for dried fruits this week is the announcement of prices on new pack of evaporated apples. 50 lb. boxes, standard quality will sell to the retail trade at 18c per lb., 25 lb. boxes at 19c, 10 lb. boxes at 20c and 3 lb. cartons at 22c. These prices are much the same as quoted on last year's pack. Greek filliatras currants in cases are quoted at from 14c to 14¾c and Greek patras are offered at from 16½ to 17½c per lb. One wholesaler is quoting Thompson's seedless raisins this week in 25 lb. lots at 15c per lb. Fard dates are quoted slightly easier at 25c per lb.

Prices on the new pack of California prunes and apricots are still deferred, as no announcement has as yet been made. There is a very good inquiry for certain dried fruits, while other lines are moving in narrow volume.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	0 49
Lemon caps, 12-lb. boxes, lb.	....	0 31
Orange caps, 12-lb. boxes, lb.	....	0 32
Mixed containing 4½ lb. lemon per lb.	....	0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½-lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	4 35
Currants—		
Greek Filliatras, cases	0 14	0 14¾
Do., Patras	0 16½	0 17
Dates—		
Excelsior, pkgs., 3 doz., in case	....	4 00
Dromedary, 3 doz. to case	....	7 50
Do., 4 doz. to case	....	3 90
Fard, per lb.	....	0 25
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	....	0 17
60-70s, 25s	....	0 16
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California Sultanas, lb.	....	0 14½
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.	....	0 14½
Seedless, 15-oz. pkts.	....	0 17½
Do., 8 oz. pkt.	....	0 10½
Do., 11 oz.	....	0 14½
Thomson's seedless, 25s	....	0 15
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.	....	0 10½
Layer, 4 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Choice	....	0 32
Standard	....	0 28

SUGAR ON SPOT IS UNCHANGED

Toronto.

SUGAR—The New York market for raw sugars is inclined to be a little easier, although at the close of last week, there was a tendency to firmer prices. Buying of refined sugar is more or less at a standstill in the States, the small demand obtaining from day to day being taken care of by sugars from second hands. The situation on the Canadian market is easier, refiners' prices being lower on the basis of $7.25 Montreal, and $7.59 delivered Toronto.

SUGAR—	
Acadia Sugar Refinery, ex. gran.	7 59
Dom. Sugar Refinery, ex. gran.	7 78
Canad Refinery, gran.	7 59
St. Lawrence, Refinery, gran.	7 59
Atlantic Refinery, gran.	7 59

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

NEW ALMONDS WILL BE LOWER

Toronto.

NUTS—While a recent report intimated that the new crop of French walnuts would not be as heavy as first anticipated, indications are that it will be a good one. New Tarragonas, almonds, will be lower this year as compared with a year ago. Importers state that they should reach the retail trade at from 16 to 18c per lb. The market for peanuts is strong. Roasted peanuts on spot are unchanged at from 19 to 21c per lb. Some broken French walnuts shelled, in case lots, are quoted at 48c per lb., and in smaller lots at 50c. French shelled walnuts, ½s, case lots are quoted at 68c per lb., and in small lots at 70c per lb.

NUTS—		
Almonds, Tarragonas, lb.	**0 22**	**0 24**
Walnuts, Grenobles, lb.	**0 30**	**0 32**
Do., Marbot	0 25	0 26
Do., California	0 30	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	**6 00**	**7 50**
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted, lb.	**0 19**	**0 21**
Brazil nuts, large, lb.	**....**	**0 18**
Mixed nuts, bags 50 lbs	**....**	**0 25**
Pecans	**....**	**0 27**
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 24	0 27
Walnuts, Bordeaux, lb.	0 62	0 65
Do., Manchurian, lb.	0 62	....
Do., broken	0 40	0 50
Jordan Almonds	**0 70**	**0 75**
Brazils, lb.	**....**	**0 65**

PACKAGE GOODS STEADY

Toronto.

PACKAGE GOODS—No change is reported this week in the market for package goods. There is a very good inquiry for most lines, and package cereals have a steady normal demand at prices showing no change as compared with a week ago.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	**....**	**5 00**
Do., 18s, case	....	2 00
Do., 20s, square case	....	6 00
Do., Aluminum Prem., 20s	....	6 15
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	**....**	**6 00**
Do., 20s, family, case	....	6 80
Package Peas, per doz.	**....**	**0 90**
Cornstarch, No. 1, lb. carton	....	0 09¼
Do., No. 2, lb. cartons	....	0 07¾
Laundry Starch	....	0 07¾
Do., in 1-lb. cartons	....	0 08
Do., in 6-lb. wood boxes	....	0 11
Do., in 6 lb. tin cannisters	....	0 11¾
Celluloid starch, case	**....**	**3 00**
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	2 40
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

RICE MARKET IS QUIET

Toronto.

Rice—The market for rice is much the same as a week ago, with little to report that is new in the situation. Buying on this market is quiet, with prices to the trade unchanged. Indications at primary markets point to a firm market.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	**0 7½**	**0 08**
White Sago	0 08	0 08½
Do., fancy	0 09½	0 10

SYRUPS ARE QUIET

Toronto.

SYRUPS—The market in syrups is steady and unchanged, with inquiry inclined to be quiet at this time.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow	....	0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bbls		
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	....	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case	....	4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case	....	14 50
2½ lb. tins, 24 to case, per case	....	13 25
10 lb. tins, 6 to case, per case	....	11 50
5 gal. cans	....	11 00
1½ lb. tins, 24 to case, per case	....	7 50
5 lb. tins, 12 to case, per case	....	12 25
1 gal. tins, 6 to case, per case	....	13 20
Maple sugar, 1 lb. blocks, per lb.	....	0 18
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails—No. 2	....	1 70
West India, gal.	....	0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35

SPICE MARKET IS ACTIVE

Toronto.

SPICES.—There is a very active inquiry for spices at the present time. Dealers state that buying is of considerable volume. The preserving and pickling season now being in full swing has stimulated the inquiry. Prices are firm, but show no change as compared with a week ago.

SPICES—		
Cassia	**0 22**	**0 24**
Cinnamon	0 35	0 40
Cloves	**0 60**	**0 60**
Cayenne	**0 35**	**0 37**
Ginger, Cochin	**....**	**0 30**
Do., Jamaica	....	0 55
Mustard, pure	**....**	**0 45**
Pastry	**....**	**0 25**
Pickling spices	0 18	0 20
Mace	0 55	0 65
Peppers, black	0 18	0 20
Do., white	0 28	0 30
Paprika, lb.	**....**	**0 45**
Chillies, lb.	**....**	**0 50**
Nutmegs, selects, whole	0 30	0 40
Ground	....	0 30
Mustard seed, whole	**....**	**0 25**
Celery seed, whole	....	0 45
Coriander seed	**....**	**0 18**
Carraway seed, whole	0 20	0 25
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2-oz. pkgs., doz.	....	0 90

TEAS TENDING HIGHER

Toronto.

TEAS—Importers state that teas are stronger and higher on primary markets. Reports from Colombo, Calcutta, London and Japan all point to a very strong situation. Strength is evident in all grades, the lower grades particularly having advanced about three cents per lb. at primary points in the past three weeks. Spot stocks are said to be very light. Wholesalers are not as yet quoting any higher prices on spot but the market is very much firmer.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	**0 42**	**0 58**
Broken Pekoes	**0 45**	**0 66**
Broken Orange Pekoes	0 60	0 80
Japans and Chinas—		
Early pickings, Japans	**....**	**0 45**
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

FLOUR MARKET IS STEADY

Toronto

FLOUR—There is a steady tone to the flour market. Dealers report a fair volume of trade, with prices for first patents at $7.90 per barrel, and for second patents at $7.40.

FLOUR—	
First Patents, in cotton bags, bbl.	7 90
Second Patents, in jute bags, bbl.	7 40

MILLFEEDS HOLD FIRM

Toronto.

MILLFEEDS—There is not much of interest this week in the market for millfeeds. There is a moderate inquiry at steady prices, at $25.25 per ton for bran, and at $27.25 per ton for shorts.

MILLFEEDS—	
Bran, per ton	25 25
Shorts, per ton	27 25

FRUITS PLENTIFUL AND LOWER

Toronto.

FRUITS—Prices of fruits are quoted somewhat lower this week. Abundant supplies are coming forward, and the plentiful offerings have resulted in lower prices prevailing. Peaches are beginning to come forward more freely, and are selling in the large baskets at from 50 cents to $1. Plums are plentiful too at from 20c to 40c for 11 quart baskets. Pears, apples and canteloupes are available in good quantities, and prices are very reasonable. The first consignment of grapes was offered on the market this week, but prices were high for the few on sale. Imported fruits are much the same in price as a week ago.

FRUITS—		
Oranges, Cal. Val.	7 50	10 00
Lemons, Verdellis, 300s, per box	5 00	....
Bananas, per lb.	....	0 07
Blueberries, 11 qts.	2 00	2 50
Grapefruits, 64s, 80s, 100s, and 126s	6 50	7 00
Watermelons, ea.	0 50	0 90
Grapes, Cal. Malagas, box, ea.	....	4 50
Cantaloupes, 11 qt. bkt.	0 35	0 40
Do., 16 qt. basket	0 50	0 75
Peaches, Canadian 11 qt. bkts.	0 75	1 00
6 qt. basket	0 35	0 50
Apples, Duchess and Astrachan in boxes, each	1 25	1 75
Pears, 11 qt. baskets, ea.	0 60	0 75
Do., 6 qt. baskets lenos	0 40	0 50
Do., 11 qt. basket	0 30	0 50
Lawtonberries, box, each	0 15	0 20
Pears, Cal. Bartlett, box	....	4 00
Plums, local, 6s.	0 15	....
Do., 11s	0 35	0 50

POTATOES ARE LOWER

Toronto

VEGETABLES—Potatoes are lower again this week, and are quoted to the trade at from 80 to 90 cents per bag. Onions show no change in price as compared with a week ago. Corn is selling freely at 10 and 15 cents per doz. Tomatoes in the large baskets are quoted at from 20 to 30 cents. Green peppers,

beets, carrots, cabbages, cucumbers and beans are all in plentiful supplies, and prices on these lines are much the same as a week ago.

VEGETABLES—

Potatoes, new, bag	0 80	0 90
Onions, per bag, 100 lbs.	....	3 00
Do., Spanish, large cases	....	4 75
Do., Spanish, half cases	....	2 50
Green Onions, local, doz.	0 25	0 30
Beets, local, do. bun.	0 20	0 25
Carrots, doz. bun.	0 20	0 25
New cabbage, per doz.	....	0 50
Radish, per doz.	....	0 25
Green peppers, 11 qt.	0 40	0 50
Cucumbers, per basket	0 15	0 25
Cauliflower, doz.	2 00	2 50
Parsley, 11 qt. bkt.	....	0 50
Vegetab e marrow, doz.	0 90	1 00
Celery, doz.	0 50	1 00
Corn, doz.	0 10	0 15
Do., Golden Bantam, 10 doz.	....	2 00
Tomatoes, 11 qt. baskets	0 20	0 30

WINNIPEG MARKETS

WINNIPEG.—Few changes are noted in the grocery market this week. Both coffee and tea markets show considerable strength. There is a good demand for all lines of canned fish and B.C. packers have announced that prices on pink salmon will advance shortly. Opening prices on raspberries have been named by canners and with the small pack prices will be higher than last year. Dried fruits show practically no change but the demand for raisins locally at lower prices is showing an improvement. Prices on new crop California prunes are further deferred. Flour has shown a reduction of 15c per bag. Bulk cereals are a little slow at the present time and retailers are cleaning up their lines of package goods. The New York raw sugar market is easier and if any further declines are noted it will be reflected immediately on the local market. The first shipment of Australian oranges of exceptionally good quality has arrived on the market and are selling freely. Heavy shipments of Ontario tomatoes are on the market at lower levels.

STRONGER TONE TO COFFEE

Winnipeg.

COFFEE.—The tendency in the market for coffee is towards higher levels, according to reports from primary points. The New York market is showing a firmer tone which is reflecting a firmer position on spot. Quotations remain unchanged with buyers purchasing in quantities necessary to meet their requirements.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, best grade, lb.	0 23	0 30
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

PACKAGE CEREALS STEADY

Winnipeg.

CEREALS.—The package cereal market is without any change in prices as retailers are cleaning up their supplies of summer cereals in order to be prepared before purchasing their winter supplies.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.	3 85	4 25
Do., 36s, case, square pkts.	....	4 00
Do., 18s, case	....	1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case	....	2 85
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed Rice, 3 doz. case, per case	....	5 70
Cream of Wheat, 3 doz. case per case	....	7 50
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case	....	3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag	....	2 65
Do., 40s, per bag	....	1 40
Do., 20s, per bag	....	0 75
Do., 10-8s, per bale	....	3 40
Oatmeal, 98s, gran. for stand bag	....	3 60
Wheat granules, 98s, per bag	....	4 70
Do., 16-6s, per bale	....	5 90
Peas, whole green, 100 lb. bag, per bushel	....	4 75
Peas, split, yellow, 98s, per bag	....	8 00
Do., split, yellow, 49s, per bag	....	4 10
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Barley, pot, 98s, per bag	....	3 20
Do., pot, 49s, per bag	....	1 65
Do., pot, 24s, per bag	....	0 84
Barley, pearl, 98s, per bag	....	4 35
Do., pearl, 24s, per bag	....	1 15
Cornmeal, 98s per bag	....	2 75
Do., 49s, per bag	....	1 45
Do., 24s, per bag	....	0 75
Do., 10-lbs. per bal.	....	3 35
Buckwheat, Gritz, 98s, whole, per bag	....	6 00

JAM PRICES ARE MAINTAINED

Winnipeg.

JAM.—Opening prices on new pack jams are fully maintained by manufacturers. Wholesalers handling B. C. jams are quoting B. C. basis. Retailers are buying only in limited quantities. Some lines of Eastern pack, especially those at reduced prices, are holding the market and are taking care of all sales made.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80
Peach, 4s, per tin	0 70	0 80
Compound (all flavors) 4s tin		0 45

PINK SALMON IS FIRM

Winnipeg.

CANNED GOODS.—There is a good demand for all lines of canned salmon. B. C. packers have announced that they will advance their prices on pink shortly. The department of Marine and Fisheries has ruled that all red Alaska salmon must be labeled Alaska Red only. The name sockeye must not appear on the label. Norwegian sardines will be late in arriving on the market this year as the catch is reported light and higher prices can be looked for. Domestic sardines are ruling firm. Pilchards and herring are in good demand with sales of haddies limited. There is practically no change in canned vegetables. There is a good demand for corn and tomatoes. Reports from canning centres state that the pack of tomatoes will be light and indications are that prices will be about the same as offered to-day. Opening prices on raspberries have been announced by both Eastern and Western canners and with the small pack quotations are higher than last year. New Hawaiian pineapple is expected around the middle of the month at higher quotations. Owing to the abundance of fresh fruits on the market the demand for canned fruits is quiet. Reports from Ontario state that prices on peaches and plums will be lower on account of the heavy crop. California fruits are practically unobtainable until the new pack arrives sometime around November.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, ½s, 8 doz. case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.	....	3 00
Do., ½s, 4 doz. case, case	....	5 00
Oysters, 1s, 4 oz. 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case.	....	7 50
Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	8 50
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case.	....	20 00
Do., ½s, flat, 8 doz. case	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	14 00
Do., ½s, flat, 8 doz. case	....	15 00
Coboe, 1s, tall, 4 doz. case	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins, in case	....	3 25
Blueberries, 2s, 2 doz. case	....	6 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case.	....	10 85
Do., Halves, 1s, 4 doz. case	....	10
Do., 2s, 2 doz. case	....	5 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 50
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 70
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corns, 2s, 2 doz. case	3 85	4 10
Peas, standard, 2s, 2 doz. case	3 25	4 10
Peas, Early June, 2s, 2 doz. case	4 65	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	5 60
Pumpkin, 2½s, 2 doz. case	3 80	4 85
Sauer Kraut, 2½s, 2 doz. case	3 80	3 90
Tomatoes, 2½s, 2 doz case	4 05	4 35
Spinach, 2½s, 2 doz. case	....	5 80

RICES HOLD FIRM

Winnipeg.

RICE.—Rice millers advise all buyers to get protected on rice as imports coming in from the South and the Coast are increasing and the market is showing a higher tendency.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08½
Do., 50-lb. sacks, lb.	0 08¾
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

GOOD DEMAND FOR RAISINS

Winnipeg.

DRIED FRUITS.—With the approach of fall there is an improvement in the demand for raisins, as the lower prices are meeting with consumers' approval. There are also good sales for prunes and

peaches. Opening prices on new packed prunes are anxiously awaited for by the trade.

DRIED FRUITS

Evaporated apples, per lb.	0 25
Currants, 90 lb., per lb.	0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.	0 12
Dates, Hallowee, bulk, lb.	0 13
Do., pkgs., 3 doz. case, lb.	0 09
Figs, Smyrna, per lb.	0 14½
Loganberries, 8 oz., 4 doz. case, pk.	0 27¼
Peaches, standard, per lb.	0 21
Do., choice, per lb.	0 22
Do., fancy, per lb.	0 25
Do., Cal., in cartons, per carton	1 00 1 20
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 30
Prunes—	
30-40s, 25s, per lb.	0 24
40-50s, 25s, per lb.	0 20
50-60s, 25s, per lb.	0 17½
60-70s, 25s, per lb.	0 16
70-80s, 25s, per lb.	0 14½
90-100s, 25s, per lb.	0 12½
In 5-lb. cartons, carton	0 73 0 80
Raisins—Seeded—	
Cal., pkg., 16 oz., fancy, per pkg.	0 21½
Do., pkg., 12 oz., fancy, per pkg.	0 17½
Do., 16 oz., choice, per pkg.	0 21
Do., 12 oz., choice, per pkg.	0 16
Cal., 5 lb. cartons, per carton	1 15
Do., bulk, 25-lb. boxes, per lb.	0 20
Raisins—Seedless—	
Cal., pkg., 11 oz., per pkg.	0 20
Do., bulk, 25-lb. boxes, per lb.	0 22
Do., bulk, 5-lb. cartons, per carton	1 15
Do., Cal. Muscatels, 5 lb. carton, per carton	
Apricots—	
Do., Standard, 10s, per lb.	0 32
Do., 25s, per lb.	0 30
Do., Choice, 10s, per lb.	0 34
Do., 25s, per lb.	0 32
Do., Fancy, 10s, per lb.	0 36

NUTS SHOW STRONG TONE

Winnipeg.

NUTS.—The nut market is showing a firmer tendency due to the unusual demand for shelled almonds and walnuts for prompt shipment from Spain by United States buyers.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 33
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

REDUCTION IN FLOUR

Winnipeg.

FLOUR.—There has been a reduction of 15 cents per bag on flour. 98 lb. bags are quoted at $3.75. Purchases are made on a hand to mouth basis.

FLOUR—	
98 lb. sacks	3 75
Two 49 lb. sacks	3 82½
Four 24 lbs. sacks	3 92½

NO CHANGE IN SUGAR

Winnipeg.

SUGAR.—The New York raw sugar market is slightly easier and Winnipeg basis on granulated are now in proportion with the raw market. Any further declines in New York raws will be met with lower quotations by local dealers.

SUGAR—	
Extra gran., bags, 100 lbs.	8 50
Do, gunnies, 5-20 lbs.	8 90
Do., cartons, 20-5 lbs.	9 10
Do., gunies, 10-10 lbs.	9 00
Yellow, No. 1, lt. bags, 100 lbs.	8 10
Do., golden bags, 100 lbs.	8 00
Powdered sugar, bbls.	8 90
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 30
Icing, barrels	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lb.	9 40
Soft lumps, boxes, 100 lbs.	9 50
Do., boxes, 50 lbs.	9 60
Do., cases, 20 cartons	10 35
Do., cases, 40½ lbs.	11 10
Small lump boxes, 100 lbs.	9 20
Do., boxes, 50 lbs.	9 30
Do., boxes, 25 lbs.	9 50
Do., cartons, 50 2-lb.	10 60
Do., boxes, 25 lbs.	9 30
Hard lump boxes, 10 lbs	9 45
Do, boxes, 50 lbs	9 60

FIRM SPICE MARKET

Winnipeg.

SPICE.—The general tone of the spice market is firm. Grinders are filling in stocks whenever necessity occurs, and quotations show no change.

SPICES—	
Allspice, Jamaica, best qual., lb.	0 18
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 10, carton, doz.	0 75
Do., Zanzibar, per lb.	0 60
Ginger, washed, Jamaica, No. 1	0 55 0 60
Do., Jamaica, No. 2	0 50
Do., Japan or Africa, lb.	0 20
Mace, extra bright Penang, lb. per lb.	0 65 0 81
Do., Amboyna, per lb.	0 90
NUTMEGS—	
Nutmegs, extra large brown, 70 lb., per lb.	0 55
Do., large brown, 85 lb., per lb.	0 40
Do., med. brown, 110 to lb., per lb.	0 35
Do., carton of six, per doz.	0 80
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz.	0 90
Do., bulk, No. 1, per lb.	0 22
Do., No. 2, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18
Do., No. 2, per lb.	0 16
Do., No. 1 4 oz. cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Cloves, bulk, per lb.	0 63
Do., 2 oz. cartons	1 45
Do., 4 oz. cartons	2 75

NO CHANGE IN STARCH

Winnipeg.

STARCH.—The demand for starch is along steady lines with no material change in values.

SYRUPS ARE HOLDING FIRM

Winnipeg.

SYRUPS.—The market for syrups and molasses is showing a firmer tone and cane syrup has increased. New quotations are as follows:

CANE SYRUP—	
No. 2s, 2 doz. case	5 55
No. 5s, 1 doz. case	6 50
No. 10s, ½ doz. case	6 05
No. 20s, ¼ doz. case	5 70
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-ib. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow 1 doz. in case	4 20
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½'s, tins, case of 2 doz.	17 80
Pure, 5s, per case of 1 doz.	16 20
Pure, 10s, per case of ½ doz.	15 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	3 00
Do., 5s, tins, per case of 1 doz.	3 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½s, tins, 4 doz. case	4 15
2s, tins, 3 doz. case	3 40
2½s, tins, 2 doz. case	3 25
5s, tins, 1 doz. case	3 00
10s, tins, ½ doz. case	2 90

TEAS TEND HIGHER

Winnipeg.

TEAS.—The market for teas continues to show a strong situation. The lower grades as well as the better indicate an advancing tendency. Prices locally are unchanged and the demand is moderate.

INDIA AND CEYLON—	
Pekoe Souchongs, first quality	0 38 0 40
Do., second quality	0 35 0 36
Pekoe, first quality	0 40 0 42
Do., second quality	0 36 0 40
Broken Pekoe, first quality	0 42 0 48
Broken orange Pekoe, 1st. qual.	0 50 0 60
Japan, first quality	0 42 0 60
JAVAS—	
Pekoe Souchongs	0 38 0 40
Pekoe	0 40 0 42
Broken Pekoe	0 42 0 48
Broken Orange Pekoe	0 50 0 60

AUSTRALIAN ORANGES ARRIVE

Winnipeg.

FRUITS.—The first shipment of Australian oranges has arrived on the market and are quoted at $10.50 to $11 per case according to size. These are the first Australian oranges ever seen in Winnipeg and the quality is exceptionally good. Large quantities of Ontario blue plums are offered to the trade. Green gages in 6 quart baskets are quoted at 50c. Bartlett pears in 11 quart baskets are in good demand at $1.25. B. C. crabapples are selling freely at $2.25 per basket.

FRUITS—		
Peaches, per case	2 25	
Plums, per case		2 50
Pears, per case		4 50
Apples, per box		2 25
Apples, per basket		2 25
Cantaloupes, per case (Flats)	2 00	
Cantaloupes, (Standards) per case	5 00	

TOMATOES ARE EASIER

Winnipeg.

VEGETABLES.—Heavy shipments of Ontario tomatoes have glutted the market and quotations are 75c per basket. Local Manitoba tomatoes are arriving and are quoted at 6c per lb. with hot house at 15c. Manitoba celery of good quality is selling freely at 8c per lb. Heavy shipments of Manitoba onions at $2.50 per cwt., cauliflower at 75c per dozen, vegetable marrow at 50c, hubbard squash at 3c per lb. and new potatoes at 50c per bushel are finding ready sales on the market.

VEGETABLES—	
Cabbage per lb.	0 1½
Leaf lettuce per doz.	0 20
Head Lettuce per doz.	0 60
Green onions per doz.	0 20
Cucumbers, per doz.	0 50
Tomatoes, per basket	0 75
Celery, per lb.	0 08
Onions, per sack	2 50
Rhubarb, per lb.	0 02

COCA COLA CO. WILL OPEN

London, Ont.—Negotiations have been completed by which the Coca Cola Company of Canada, Limited, will locate a large branch plant here to supply the trade for 75 miles around London. The equipment to be installed will cost $100,000. D. W. Hawkes at the present time manager of the company's plant at Edmonton will take charge of the London branch.

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Aug. 30.—The markets here are for the most part without change. Lard has advanced one cent per pound, the new quotations for threes being $11.40. The new season's pack of canned pineapple has arrived on this market. A reduction is reported in sockeye salmon this week.

Beans, Kotenash, per cwt.	6 25	....
Rolled oats 80s	....	3 00
Rice, Siam	**5 90**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.	....	7 60
Sugar, pure cane, gran., cwt.	....	8 84
Cheese, No. 1, Ont., large	....	0 20½
Alberta cheese, twins	....	**0 20**
Do., large	....	**0 22**
Butter, Creamery, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s	....	11 40
Eggs, new laid, local, case	....	**7 00**
Tomatoes, 2½s	....	4 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Aug. 30.—Molasses is quoted five cents per gal. lower this week, at 65c. Prunes are also slightly easier at 13c. per lb. Onions are $2.50 per 100 lbs. Pork, clear, is $33.-50 per bbl. Butter in the prints is quoted at 37c. per lb., and eggs are 33c. per doz.

Rolled oats, bag	....	3 75
Do., bbls.	....	8 50
Cornmeal, gran., bags	....	**2 75**
Rice, Siam, per cwt.	....	**6 60**
Tapioca, per 100 lbs.	....	9 50
Molasses, gal.	....	0 65
Tomatoes, cans, doz.	....	**1 90**
Raisins, Valencia layers	0 24	**0 30**
Currants, cleaned	....	**0 20**
Prunes, 90-100, 25-lb. boxes	....	0 13
Lemon peel	....	**0 34**
Orange peel	....	**0 34**
Citron peel	....	**0 46**
Walnuts	....	**0 23**
Almonds	....	**0 22**
Brazils	....	**0 20**
Peanuts	....	**0 13**
Filberts	....	**0 16**
Cocoanuts, bag	....	**6 00**
Potatoes, per bushel	0 80	0 90
Onions, 100 lbs.	....	2 50
Pork, clear, bbls.	....	33 50
Oranges, per case	10 00	12 00
Bananas, per lb.	....	0 08
Lemons, case	....	6 00
Grapefruit, case	9 00	....
Pigs' feet, per 20-lb. pail	....	**2 25**
Hams, shoulder, per lb.	....	**0 22**
Bacon, side per lb.	....	**0 33**
Bacon roll, per lb.	....	**0 62**
Lard, pure, in pails, lb.	....	0 17
Lard, pure, in tubs, lb.	....	0 16½
Shortening, in pails, lb.	....	0 16
Shortening, in tubs, lb.	....	**0 15**
Butetr, creamery prints, lb.	....	0 37

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, Aug. 30.—Few changes are reported in the markets here this week. The only change as compared with a week ago, is in smoked meats. Hams have declined two cents per pound, ranging from 28c. to 33c. per lb.

Flour, No. 1 patents, bbl.	....	10 00
Cornmeal, bags	....	**2 50**
Rolled oats, per bag	....	**4 00**
Rice, Siam, per 100 lbs.	0 08½	....
Tapioca, 100 lbs.	....	7 50
Sugar, standard, gran.	....	7 75
Do., No. 1, yellow	....	7 25
Molasses, gal.	....	0 70
Cheese, Ont., twins	....	0 18
Eggs, fresh, doz.	....	0 32
Lard, compound	....	0 16½
Do., pure, lb.	....	0 18
American clear pork, bbl.	....	33 00
Tomatoes, 2½s., stan., doz.	....	**2 00**
Hams, aver., 25-35 lbs.	....	0 28
Do., aver., 18-25 lbs.	....	0 30
Hams, aver., 12-18 lbs.	....	0 33
Roll Bacon	....	0 23
Breakfast Bacon	....	0 32
Butter, creamery, prints, lb.	....	0 37
Do., creamery, solids	....	0 35
Raspberries, 2s Ont., doz.	....	**4 00**
Peaches, 2s, standard, doz.	....	2 90
Corn, 2s, standard, doz.	....	**1 00**
Peas, standard, doz.	....	1 75
Strawberries, 2s, Ont., doz.	....	3 90
Do., pinks	....	**7 00**
Do., Cohoes	....	**14 00**

FINDS THE GROCER IS NOT A PROFITEER

(Continued from page 19)

the report of the Commission will do much to emphasize them in the public mind. Conditions will not be changed by apathetically submitting—or by becoming occasionally indignant and raising the cry of "profiteer." Relief must be sought at the source of the disease.

With constant increases in congestion of population, with the continuous movement of people from rural districts into the cities, the problem promises to become more serious from year to year. There are no precedents to judge by. Cities so immense as those of which America now boasts—and perhaps mistakenly boasts—are a new thing in the world's history. Such exacting standards of living as those which our population in general now demands are also new. What working man two centuries ago would have demanded fresh meat or fresh vegetables in winter—would even have dreamed that such things were possible? Yet even the laborer in the most modest of circumstances now takes such things as a matter of course.

Either the present standard of living must gradually and surely decline, or the upward movement of distribution costs must cease. It is a matter for debate whether, under present conditions, distribution costs can permanently be lowered to any great extent. But at least it should be possible to check their increase.

Standardization the Best Way

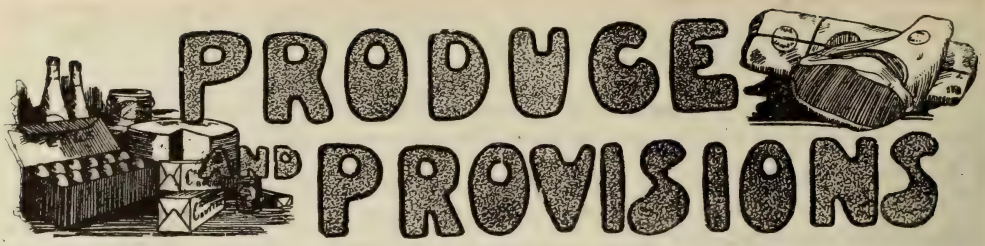
In scaling down the cost of production, American industry has long ago hit upon standardization as the best modus operandi. Our chain stores, our automobiles, our ready made clothing, these are but a few examples of a universally accepted thing. The Commission now proposes standardization as a means of checking the rising price the consumer pays for farm products.

It recommends, first, standardization in production of crops in the various agricultural centres, so that a more economic selection, grading, and preparation of commodities in the producer's local markets will be possible. The farmer should, as far as possible, specialize in those crops for which he can find a demand in nearby markets—rather than ship commodities hundreds of miles—as in the case of California cabbage—before a purchaser is found. There are certain crops, however, not products of truck gardens, for which such shipping will be inevitable. In that case, careful selection and grading of varieties cultivated will eliminate the present unnecessary waste from culling after the products leave the farmer's hands. The Commission regards co-operative marketing organizations as especially adapted for developing a more uniform and standardized production. Authorized agencies are recommended for arbitrating any disputes that arise between shippers and receivers as to value, condition, kind, grade and quantity of commodities. Minimizing shipping movements and better organization of terminal facilities is urged, in order to dispense with the unnecessary waste of labor.

Need of a Smoother Flow

The Commission recognizes the necessity for a smoother flow and a more economical distribution of commodities in response to current consuming demand, and urges that warehouses be made to function as reservoirs, rather than institutions for the encouragement of speculation. In this same connection, speedy re-enactment of legislation regulating trading in grain futures is also recommended.

Converters of agricultural products, such as canneries and mills, are urged to reduce costs of distribution by adjusting production more definitely to current requirements. The Commission states that in an effort to reduce the cost of production by creating a great volume of manufacture, converters have adopted a policy of forced distribution, resulting in the accumulation of large stocks of idle merchandise in the hands of the distributors. These stocks carry constantly increasing taxes from invested capital, credit, interest, insurance, rent and depreciation—costs which the consumer must of course eventually pay. Struggles among the manufacturers of different trade-marked brands to gain control of the market are also condemned, since efforts to block the normal outlets of distribution of other manufacturers can result only in interrupted supplies and an uneconomic expense.



Never Has Any Waste With a Slicer Nor Does He Sell the Ends Any Cheaper

J. Wallace, Lake Shore Road, New Toronto, Has a Combined Meat and Grocery Business and Finds the Combination Works Well—One Section Stimulates Trade in the Other

AS HAS frequently been stated in this department of Canadian Grocer, a combined butcher and grocery store is a venture that works well. J. Wallace conducts such a business on the Lake Shore Road in New Toronto. He finds that one section helps to stimulate trade in the other. He has been a butcher longer than he has been a grocer, but adding groceries to his store has been a good move, and the turnover in the latter is equally as good as that in meats. He does not contend that he sells groceries to everyone to whom he sells meats, but there is no doubt that a great many people who come into the store purposely to buy meat also purchase groceries before leaving.

Is Well Equipped Department

On one side of the store is the grocery section and on the other the meats. In the latter department equipment for the speedy handling of customers and for the proper care and display of meats is provided. The meat counter is enclosed in glass, permitting displays under the best possible conditions. A meat slicer at one end renders a service that Mr. Wallace says he could not dispense with. "We never have any waste with that slicer," he told a representative of Canadian Grocer recently. "We sell the entire ham or side of bacon at the one price and do not dispose of ends at a reduced figure. We can cut ham or bacon right down to the last slice on the slicer. It is also possible to serve more people at a busy time when one has a slicing machine and with help who are not experienced butchers it is better for them to cut the smoked and cooked meats with the slicer. We average one ham a day in the summer, which I consider very good in a community such as this."

More Than One Brand of Bacon

Discussing his turnover in bacon, Mr. Wallace stated that he did not confine his sales to any particular brand. He bought two and three kinds sometimes and he believed they were all of first-class quality. His customers did not as a rule specify any particular bacon other than the best, and he carries only the better grades.

Sales of fruits and vegetables are also in heavy volume in this store. Mr. Wallace carries all varieties of domestic fruits in season, and in the summer months when other lines are moving a little slowly, they provide a splendid source of revenue.

Canada's Cheese is All Right Says J. A. Ruddick

Ottawa, Aug. 28.—"The analyst found nothing to indicate that the cheese was the cause of the illness, and the illness itself was not in any case serious." This statement was made by J. A. Ruddick, dairy commissioner, who is just back from a trip to Great Britain, in regard to the report that some Canadian cheese had caused the sickness of a number of residents of Dover.

Mr. Ruddick stated that as soon as he learned of the report, he had it thoroughly investigated.

"The matter," he said, "apparently attracted more attention in Canada than in the old country. The case has been entirely forgotten there and has done no harm to the trade in Canadian cheese."

Canadian Fruit Trades Commissioner Completes Tour

Ottawa, Aug. 28 (Special)—J. Forsyth Smith, Canadian Fruit Trades Commissioner in Liverpool, has just completed a tour of Ontario. About a dozen meetings were held throughout the province at which Mr. Smith gave a lot of useful and interesting information on fruit growing and handling in the British and continental markets. These talks proved of special interest to the exporters.

Mr. Smith will commence another series of meetings in the Maritime provinces, the first one being at Fredericton, New Brunswick, on the 31st of this month. After visiting a number of centres in New Brunswick he will address five or six meetings in Nova Scotia, commencing about the 7th of September, probably in Halifax.

Following these meetings, Mr. Smith will return to Liverpool.

Sardine Catch Is Affected By Weather Conditions

Montreal.—Word has just come from Christiania, Norway, that the largest shipment of sardines that has ever been made to America was recently shipped by the United Sardines Factories, Limited, of Bergen, Norway, to the Atlantic and Pacific Tea Company, of New York which operates a chain of stores throughout the United States. This shipment consisted of 25,000 cases of sardines.

Despite this, later reports come from Norway that the catch of sardines this year has been almost a total failure. Up until the 3rd of August there had only been six or eight real warm summer days, according to this despatch. The weather has been chilly and damp and not suitable for sardine fishing but the companies employed in this industry are hopeful that August would bring more seasonable weather and better fishing conditions. The lateness of the season, even though better weather should have followed this month, will set the pack back and will have a tendency to raise the market value of sardines imported to this country from Norway. The price of sardines is already high and local dealers fear that it may be still higher.

SENEGAL EXPORTS OF PEANUTS IN FIVE YEARS

The average quantity of peanuts exported per annum from Senegal during the five years 1916-1920 was 190,512 metric tons, according to the American Consul at Dakar, Senegal. Peanuts constitute the most important export crop of Senegal most of the exportable surplus going to England and France.

New Oleo Regulations Now Effective

Regulations Governing the Importation, Manufacture and Sale of Oleomargarine in Canada Are Announced, and Are in Lieu of Former Legislation Enacted in Aug. 1920, and April 1921

OTTAWA, Aug. 30. (Special)—The Deputy of His Excellency the Governor General in Council on the recommendation of the Right Honorable the Prime Minister, for the Minister of Agriculture, and in virtue of the provisions of section 8 of the Oleomargarine Act as amended, is pleased to order as follows:

The regulations relative to the importation, manufacture and sale of oleomargarine in Canada as established by Orders in Council of the 30th August, 1920, and the 9th April, 1921, are hereby rescinded and the annexed regulations are hereby made and established in lieu thereof.

These regulations shall have force and effect from August 19, 1922.

Importation

1. Every person who imports oleomargarine shall deposit with the collector of customs at the port of entry at the time the first entry is made by him one copy of his license to import.

2. Every person who imports oleomargarine into Canada shall deliver to the collector of customs for each lot imported a certificate of inspection of the country of production, except when the oleomargarine is manufactured wholly of vegetable oils or fats, when the certificate shall be in such form as may be required by the Minister.

Manufacture

3. Licenses to manufacture oleomargarine shall be issued only to such applicants as have satisfied the Minister that any building or buildings in which the applicant proposed to manufacture the oleomargarine is well lighted and ventilated, constructed of suitable material and provided with sanitary conveniences; that there can be no contamination of the oleomargarine by objectionable odors from packing houses, fertilizer or other sources; that the machinery and equipment is modern and capable of easy and efficient cleaning, and that the probable output of the proposed establishment will be sufficiently large to justify the employment of an inspector.

4. No oleomargarine shall be manufactured in Canada except under the supervision of inspectors appointed by the Minister.

5. No oleomargarine shall be manufactured in Canada in any premises used for or connected with the manufacture or reworking of butter.

6. All materials intended to be used in the manufacture of oleomargarine shall be inspected and approved before being used for such purposes. The inspector may at any time take samples of any such materials for analysis.

7. No oleo oil or neutral lard shall be used in the manufacture of oleomargarine unless it is the production of an abattoir under the inspection of the Minister, and bears the Government inspection mark, or has been manufactured in the country of origin under inspection satisfactory to the Minister and is at the time of importation covered by the official markings and export inspection certificate of the country of origin.

8. No milk shall be used in the manufacture of oleomargarine unless it is from non-reacting tuberculin tested cows or has been pasteurized under the supervision of an inspector appointed by the Minister, and no butter shall be used in such manufacture unless it is free from rancidity or any objectionable odor.

9. No preservative other than salt shall be used for the preservation of oleomargarine.

10. No person other than a licensed manufacturer of oleomargarine shall mix oleomargarine and butter.

11. No substance intended for the coloring of oleomargarine shall be imported into Canada in packages containing oleomargarine, and no manufacturer, wholesaler or retailer dealing in oleomargarine shall deal in, sell, or give away any substance intended for coloring oleomargarine.

12. No person shall use, or cause to be used, the words "Butter," "Creamery," "Dairy," or the name of any breed of cattle,—

(a) in any form of advertising or description of oleomargarine, or

(b) on any package containing oleomargarine.

Sale Regulations

13. No person shall sell, offer, expose or have in possession for sale in Canada any oleomargarine manufactured wholly from vegetable oils unless it is so designated upon all labels, brands or other markings.

14. No person shall manufacture, import into Canada, or shall sell, offer, expose or have in possession for sale any oleomargarine unless the word "Oleo" is stamped on the surface of the oleomargarine in capital block letters at least one and one-half inches high and of proportional width.

15. No person shall sell, offer, expose or have in possession for sale in Canada any oleomargarine unless it is contained in—

(a) the original package which shall bear the official inspection mark of the country of origin, together with the name and address of the manufacturer; or

(b) a small package wrapped separately having on the label or wrapper the word "Oleomargarine" printed or marked so as to form a most conspicuous word on the label or wrapper, as well as bearing the official inspection mark of the country of origin, together with the name and address of the manufacturer.

(c) provided, however, that no person shall sell, offer, expose or have in possession for sale in Canada any oleomargarine bearing on the package or container thereof the trade-mark or the name of the manufacturer in which is included any of the words "Butter," "Creamery," "Dairy," or the name of any breed of cattle.

16. In all hotels, restaurants and public eating places where oleomargarine is served there shall be prominently displayed in some conspicuous place a placard containing the words "Oleomargarine Served Here" in capital block letters not less than one and one-half inches long.

17. No label, brand or other marking shall be used in connection with the sale of oleomargarine until it has been approved by the Minister. Such approval may be withdrawn at any time on account of the violation of any provisions of The Oleomargarine Act, 1919, and an Act to amend The Oleomargarine Act, 1919, or any regulation made thereunder, whether such violation is due to the action of the manufacturer either in Canada or elsewhere, or of any wholesale dealer or other person who may be interested in the sale of oleomargarine bearing such label or brand.

18. No person shall sell, offer, expose, or have in his possession for sale any oleomargarine moulded or cut into prints or blocks unless such prints or blocks are of full net weight of one-half pound or one pound.

19. Any person charged with the enforcement of The Oleomargarine Act, 1919, and an Act to amend The Oleomargarine Act, 1919, may with the consent of the Minister,—

(1) seize and confiscate any apparatus or materials used or intended to be used in the manufacture of oleomargarine in contravention of any of the provisions of The Oleomargarine Act, 1919, and an Act to amend The Oleomargarine Act, 1919, or of any regulations made thereunder.

(2) seize and confiscate any oleomargarine which contravenes any of the provisions of The Oleomargarine Act, 1919, and an Act to amend The Oleomargarine Act, 1919, or of any of the regulations made thereunder.

(Continued on page 38)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Aug. 31.—The produce market is quiet and inactive with weakness in many lines. Although live hogs show a half cent decline, fresh pork is slightly higher in price. Hind quarters of beef are firm but the market for fronts is quiet and weak. Bacon and smoked meats are steady but cooked hams show a weakness with a lighter demand on account of the change in the weather. Lard prices are unchanged. Butter has a weak tone but so far the price is unchanged. In some quarters there is already a decline in cheese prices, and on the whole the market is dull. This is accounted for in the inactivity of the export market and the accumulation of spot stocks. Eggs are going high with a noticeable decline in the receipts. There is no change in fish prices.

BUTTER MARKET IS WEAK

Montreal.

BUTTER.—While wholesale prices on butter are steady there is a weak tone evident in the market. The wide margin in value between butter and cheese is partly responsible for this weakness in addition to the inactivity of the export market. The local demand for creamery butter is good, but a decline in the price during the next week would not be surprising.

BUTTER—		
Creamery prints, finest	0 37	0 38
Creamery solids	0 36	0 37
Dairy solids		0 30
Dairy Prints		0 28

CHEESE PRICES ARE EASIER

Montreal.

CHEESE.—The cheese market is particularly quiet with little export. The local receipts show a big increase and the price is weak with a decline of 1 cent reported in the wholesale market. Until the export market shows more activity the cheese market may be expected to be easy.

CHEESE—		
Old colored, twins		0 22
Old white		0 22
New Large, per lb.	0 15	0 16
New Twins, per lb.	0 15	0 16
Fancy Old Cheese, per lb.	**0 28**	**0 30**
Triplets, per lb.	0 15	0 16
Stilton, per lb.		0 28
Quebec	0 15	0 16

EGG PRICES ARE HIGHER

Montreal.

EGGS.—The egg market shows a firmer tone with already a decrease in the local receipts. In some instances the wholesale price shows an advance with newlaids quoted from 37 to 38 cents per dozen, and selects at 34 to 35 cents per dozen. This is an advance of 2 cents a dozen over the price quoted one week ago.

EGGS—		
Specials		0 42
New Laid	0 37	0 38
Selects	0 34	0 35
No. 1	0 28	0 29
Storage		0 26

CHANGES IN MEAT PRICES

Montreal.

FRESH MEATS.—There is a decidedly weak feeling in the meat market with the price of select light-weight hogs, weighed off cars showing a decline of 50 cents per cwt., making the price $12.50. Although the price of live hogs is slightly easier, quotations on cuts of fresh pork show an advance of 1 cent. Legs of pork are quoted from 22 to 23 cents, shoulders 20 to 21 cents. The beef market is a little easier with wholesale prices 2 cents lower than a week ago. Lamb is also reduced 1 and 2 cents per lb.

FRESH MEATS—				
Hogs, Selected, weighed off cars)				12.50
Fresh killed				18 75
Legs of pork, (foot on)			0 22	0 23
Loins (trimmed)			0 27	0 28
Trimmed shoulders			0 20	0 21
Untrimmed			0 19	0 20
Pork sausage (pure)			0 19	0 20
Fresh Beef—	(Cows)		(Steers)	
Hind quarters	0 10	0 15	0 12	0 18
Front quarters	0 04½	0 06	0 06½	
Loins	0 18		0 21	
Chucks	0 06		0 08	

LARD IS UNCHANGED

Montreal.

LARD.—There is no change in the lard market. Prices are steady with a fair demand.

Tierces, 350 lb.	0 15½	0 16½
Tubs, 20 lbs.	0 16	0 17
Pails, 20 lbs.	0 16½	0 17½
1 lb. bricks	0 17½	0 18½

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS.—There is no change in the smoked meat market since the decline in price of one week ago. Prices on bacon are steady at from 32 to 38 cents per pound. Smoked hams are also steady in price with an improved demand.

BACON—		
Breakfast, best	0 37	0 38
Smoked breakfast	0 30	0 32
Cottage rolls		0 30
Picnic smoked hams		**0 23**
Wiltshire	**0 30**	**0 34**
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 36	0 38
Do., 12-14	0 32	0 34
Do., 20-25	0 28	0 30
Do., 25-30	0 26	0 28
Over 35 lbs.	0 24	0 25

COOKED HAMS EASIER

Montreal.

COOKED MEATS.—The cooked meat market shows an easy tone for cooked hams which are quoted from 45 to 47 cents and from 49 to 54 for special pressed hams. Other lines are unchanged in price with a fair demand.

COOKED MEATS—		
Hams, cooked		0 47
Sandwich		0 54
Square hams		0 49
Smoked shoulders		**0 22**
Bologna	**0 10**	**0 21**
Corned Beef 1's, per doz.		**3 25**
Per doz. 2's		**5 75**

FISH MARKET IS QUIET

Montreal.

FRESH FISH.—The fish market is still quiet with only a limited demand, but a good fall season is expected. The principal demand just now is for lake fish which is in good supply. Prices are steady.

FRESH FISH—		
Herring		**0 06**
Market cod, fresh		0 06
Steak cod		0 08
Haddock		0 07
Halibut		0 22
Lake Trout		**0 17**
Flounders		**0 08**
Mackerel		0 12
Brook trout		**0 50**
Spring salmon		0 25
Dressed pike		**0 12**
FROZEN FISH—		
Haddock		0 06
Halibut		0 18
Chicken halibut		0 16
Market cod	0 05	0 05½
Steak cod	0 05½	0 06
Doree	**0 13**	**0 14**
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21

TORONTO MARKETS

TORONTO, Aug. 28.—In the Ontario produce markets this week, butter, cheese and eggs are all quoted at higher levels, the situation in these products being generally stronger. Export inquiry for both butter and cheese has strengthened the market. Consumption of eggs shows a considerable improvement in the face of limited supplies coming forward. The tendency in provisions is towards lower levels, and somewhat easier prices are also named on fresh meats, particularly in pork products. Cooked meats are selling well at unchanged levels. Lard and shortening are in fair demand at steady prices. Poultry receipts continue light and fish is moving in limited volume.

BUTTER MARKET STRONGER

Toronto.

BUTTER.—The market for butter is firmer at the present time, the demand for export having created a stronger situation. Buyers state, however, that the market is showing considerable fluctuation, one day being higher and

the next somewhat easier. Creamery prints number one, are quoted at from 38c. to 40c. per lb., and number two at from 35 to 37c. per lb.

BUTTER—

Creamery prints No. 1	0 38	0 40
Creamery prints, No. 2	0 35	0 37

HIGHER PRICES FOR CHEESE

CHEESE.—There is new strength in the market for cheese this week, and dealers state there is a better inquiry both for export account and also for domestic consumption. Wholesalers are quoting the new large cheese at from 18 to 19 cents per lb., and the September cheese at from 22 to 23c.

CHEESE—

Large new	0 18	0 19
Do., Sept.	0 22	0 23
Stilton, new	0 22	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGG CONSUMPTION IMPROVING

Toronto.

EGGS.—Higher prices are named on eggs this week. Receipts are lighter and consumption is increasing. Dealers are quoting number ones at from 30 to 31c. per doz., and the selects at from 35 to 36c. Selects in cartons are 37 and 38c. per doz.

EGGS—

No. 1, per dozen	0 30	0 31
Selects, per dozen	0 35	0 36
Selects, per dozen in cartons	0 37	0 38

PROVISIONS ARE EASIER

PROVISIONS.—Lower prices are quoted this week on smoked meats. Demand is in good volume, but the lower prices ruling in the past few weeks on live hogs are now reflected in the easier quotations on pork products. Smoked hams, 6 to 12 lbs., are quoted at from 32 to 35c., the medium at the same prices, the large at 26 to 29c., and the heavy at from 22 to 23c. Breakfast bacon is unchanged from last week with dealers offering it at from 32 to 35c. per lb.

PROVISIONS—

Hams—		
Small 6 to 12 lbs.	0 32	0 35
Medium, 12 to 20 lbs.	0 32	0 35
Large, 20 to 35 lbs. lb.	0 26	0 29
Heavy, 35 lbs. and upward	0 22	0 23
Backs—		
Boneless, per lb.	0 41	0 43
Rolled, per lb.	0 49	0 50
Peameal	0 37	0 40
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 35
Do., special trim	0 38	0 40
Cottage rolls in casing		0 38
Cottage rolls	....	0 37
Roll., per lb.	....	0 34
Wiltshire (smoked boneless), lb.	....	0 30½
Do., three-quarter cut	....	0 33
Do. middle	....	0 34½
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 16-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.		0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Mess pork	36 00
Short cut backs, 200 lbs.	41 00
Pickled Rolls—	
Lightweight	47 00
Heavy	36 00

Above prices subject to daily fluctuations of the market.

FRESH MEATS IN BETTER DEMAND

Toronto.

FRESH MEATS.—Inquiry for fresh meats has somewhat improved in the past few days, the exhibition now being in full swing, and cooler weather prevailing, having stimulated the demand. No change is reported in prices of fresh beef, and the smaller meats, calves and lambs, but lower prices are quoted on fresh pork products. Loins of pork are offered by some houses at 32½c. per lb., while fresh hams are quoted at 27c.

FRESH MEAT—

Hogs—		
Live, fed and watered, cwt.	13 25	13 50
Live, f.o.b.	12 50	12 75
Live, off cars	13 50	13 75
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 15 lbs.	....	0 27
Loins	....	0 32½
Fresh hams, lb.	....	0 27
Tenderloins, lb.	0 45	....
Picnics, lb.	....	0 18½
Montreal shoulders		0 20
Boston butts, lb.	0 24	0 25
New York shoulders	0 20	0 19½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 18	0 22
Ribs, lb.	0 16	0 20
Chucks, lb.	0 07	0 09
Loins, whole, lb.	0 28	0 30
Hips, lb.	0 14	0 16

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Do., medium	0 09	0 10
Sheep, whole, lb.	0 08	0 15
Lamb, Spring, lb.	0 22	0 24

Above prices subject to daily fluctuations of the market.

COOKED MEATS ARE STEADY

Toronto.

COOKED MEATS.—There is a very good inquiry for cooked meats, boiled hams being quoted at 48c. per lb., and the square pressed ham at 50c. Practically all cooked varieties are selling freely, and prices are for the most part steady and firm.

COOKED MEATS—

Boiled ham, lb.	....	0 48
Do., square pressed	....	0 50
Boiled shoulders	....	0 44
Choice jellied ox tongue, lb.		0 60
Jellied pork tongue	....	0 33

Above prices subject to daily fluctuations of the market.

LARD IS UNCHANGED

Toronto.

LARD.—Wholesalers report no change in lard this week, with the demand for the same in the usual volume. 1 lb. prints are 19c. and on the tierce basis the quotation is 16c.

LARD—

1-lb. prints	0 19
Tierces, 400 lbs.	0 16

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING STEADY

Toronto.

SHORTENING.—The market for shortening is also steady, the 1 lb. prints being from 17 to 18c. and on the tierce basis 15c.

SHORTENING—

1-lb. prints	0 17	0 18
Tierces, 400 lbs.	....	0 15

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

MARGARINE HOLDS FIRM

Toronto.

MARGARINE.—Little change is reported in the market for margarine from week to week. Dealers report a steady, good demand for the same at steady prices.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

POULTRY RECEIPTS LIGHT

Toronto.

POULTRY.—Receipts of poultry, dealers state, are very light, and practically no change is reported in the market as compared with a week ago. Dealers are quoting spring chickens at from 30 to 35c. per lb., and ducklings at 35c. Fowl from 4 to 5 lbs. are offered at 30c.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	0 25	0 30
Chickens, spring, over 2 lbs.	0 22	0 25
Roosters	0 14	0 20
Fowl, 4 to 5 lbs.	0 20	0 25
Fowl, over 5 lbs.	0 22	0 25
Fowl, under 4 lbs.	0 14	0 20
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 20	0 28

Prices to retail trade—

Turkeys dressed		0 35
Chickens, spring	0 30	0 35
Ducklings		0 35
Fowl, 4 to 5 lbs.		0 30

HALIBUT IS QUOTED HIGHER

Toronto.

FISH.—Few changes are reported in the market for fish this week. Practically the only change of any importance is that of halibut. The medium halibut is offered at from 20 to 21 cents per lb., and the chicken halibut at from 19 to 20c. Whitefish is offered at from 14 to 15c., and trout at from 15 to 16c. There is a somewhat better inquiry for fish this week, dealers state.

MANITOBA MARKETS

WINNIPEG.—Live hogs are showing a firmer tone and prices have advanced to $12 per cwt. The butter market is also ruling firmer and has advanced 2c per lb. Cheese shows no change. The demand for eggs continues good and quotations remain unchanged. Lard and shortening are steady under a good demand. The demand for cooked meats as well as for smoked ham and bacon continues active, but prices have shown a decline in sympathy with the decline in the hog market. The fish market is steady with a fair demand while poultry is reported quiet.

BUTTER MARKET STRONGER

Winnipeg.

BUTTER.—There has been an advance of 2c per lb. on butter. Best table grade creamery is quoted at 40c with solids at 37c.

BUTTER—

Creamery best table grade	0 40
Creamery, solids	0 37

NO CHANGE IN CHEESE

Winnipeg.

CHEESE.—There is no change in

quotations on cheese. Ontario large is quoted at 20c with stilton at 23½c per lb. There is a light demand.

CHEESE—

Stilton cheese, large, lbs.	$ 23½
Ont., large, lb.	0 20
Ont. twins, lb.	0 20½
Ont. triplets lb.	0 21

EGGS ARE UNCHANGED

Winnipeg.

EGGS.—There is a good enquiry for eggs for immediate consumption. Supplies are arriving in fair quantities with dealers quoting No. 1 candled at 25c to 29c per dozen and cartons at 35c.

LARD MARKET STEADY

Winnipeg.

LARD.—There is no change in the market for lard or shortening. Prices are steady with a fair demand.

LARD—

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 16½
Do., per pail, 20 lbs.	3 50
Do., 2 to 2½ lbs., per lb.	0 32

COOKED MEATS LOWER

Winnipeg.

COOKED MEATS.—Following the easier prices in hogs there has been a reduction of 2c per lb. on cooked hams. Best quality is quoted at 28c per lb. under a heavy demand.

COOKED MEATS—

Hams, best quality, skinned, 8-14 lbs.	0 48
Do., 13-1 lbs.	0 48
Roast ham, lb.	0 48
Roast shoulders, lb.	0 41
Jellied ox tongues, lb.	0 53
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lb.	0 15

SMOKED MEATS EASIER

Winnipeg.

PROVISIONS.—The lower prices paid for hogs have eased the market for smoked and cured meats. There is a weak tone throughout. Smoked ham and bacon show a reduction of 1c to 2c per lb. Hams are quoted at 25c to 35c per lb. according to quality, with bacon ranging from 23c to 42c.

SMOKED MEATS—

8 to 16 lbs., per lb.	0 35
16 to 20 lbs., per lb.	0 35
Boneless, 8-14 lbs., per lb.	0 40
Skinned, 18 to 22 lbs., per lb.	0 40
Good veal, 40 to 80 lbs., hind quarters	0 28
Bacon, 10 lbs., per lb.	0 42
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 34

POULTRY MARKET QUIET

Winnipeg.

POULTRY.—Dealers report little activity in the market for poultry. Supplies coming forward are not heavy and the demand is light. Broilers are quoted at 43c per lb.

Broilers, 1½ to 2 lbs., per lb.	0 43
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22 0 29
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42

FAIR DEMAND FOR FISH

Winnipeg.

FISH.—There is no change in the fish market. Prices are steady with a fair demand throughout.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15
Salmon, Cohoe, in full boxes, 300 lbs.	0 18½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Haddies, in 30-lb. cases, per lb.	0 12

HOGS ARE STEADY

Winnipeg.

FRESH MEATS.—The hog market is showing a stronger tone and selects are quoted at $12 to $12.25 according to quality. The demand for choice lambs is keen and best quality is selling at $10 and the remainder from $7 to $8.

HOGS—		
Selected, live, cwt.	12 00	12 26
Heavier	5 00	8 50
Light	10 50	11 50
Sows	5 00	7 50
Fresh Pork—		
Legs of pork, lb.	0 22	0 28
Spare ribs	....	0 15
Loins of pork, lb.	0 28	0 32
Fresh hams, lb.	0 26	0 30
Shoulders	0 18	0 21
Fresh beef—from steers and heifers—		
Hind quarters	0 15	0 20
Front quarters	0 06	0 10
Whole carcass, good grade, lb.	0 10	0 15
Mutton—		
Choice, lb.		0 19
Lambs—		
Choice		0 30
Veal—		
Skinned, 18 to 32 lbs., per lb.		0 26

NEW OLEO REGULATIONS NOW EFFECTIVE

(Continued from page 35)

Inspectors appointed by the Minister shall have access at all reasonable times to any premises in Canada in which oleomargarine is manufactured, or stored, or kept for sale.

Every person who either imports, manufactures, or sells oleomargarine wholesale shall keep a special book in which is entered the date of each importation, purchase, sale and shipment of oleomargarine, and the quantity so imported, sold or shipped, the person from whom it has been purchased and to whom it has been sold or shipped, and the place from, in, or to which it was imported, sold or shipped, and the name of the railway or steamship company or other transportation agency by which such oleomargarine was transported, and such books shall at all times be open for inspection for any person authorized by the Minister to examine same. This special book shall contain no entries or information other than required by this regulation.

The Veterinary Director General for the Dominion of Canada shall have charge of the enforcement of the provisions of the Acts and of these regulations and of any other regulations made by the Governor in Council, in so far as such provisions or regulations relate to the manufacture and importation of oleomargarine.

The Dairy and Cold Storage Commissioner for the Dominion of Canada shall have charge of the enforcement of the provisions of the Acts and of these regulations and of any other regulations made by the Governor General in Council, in so far as such provisions or regulations relate to the sale and use of oleomargarine.

Any person who violates any of the provisions of the foregoing regulations or of any other regulation made under authority of The Oleomargarine Act, 1919, or of an Act to amend The Oleomargarine Act, 1919, shall upon summary conviction be liable to a penalty of not less than fifty dollars and not more than five hundred dollars, together with the costs of prosecution.

Any pecuniary penalty imposed under these regulations shall when recovered be payable to the Dominion Department of Agriculture for the Receiver General of Canada.

Production of Beet Sugar In Germany Shows Improvement

Montreal.—Reliable information drawn from trade reports and the report of the special representative of the Department of Commerce, Berlin, puts the acreage under beet sugar cultivation in Germany this year at 894,140 acres as compared with 802,750 acres last year. In 1914 1,359,000 acres were under sugar cultivation. The yield of beet sugar is estimated to be 1,500,000 tons or 200,000 tons more than last season. This increase in the yield may suffice for the absolute domestic requirements but no surplus for export is anticipated. Approximately 100,000 tons of refined sugar have been sent into Germany since the import embargo was lifted in June last. A minimum of 50,000 tons additional must be purchased abroad to meet the home requirements between now and the beginning of the new crop.

Therefore, while next season there will not be the demand for imported sugar in Germany as there was last year there is no hope that she will be able to export any sugar into other parts of Europe or England as she did prior to the war. Canadian refineries have been and are kept busy filling export orders for refined sugar for European ports and the condition of the sugar market in Germany has an important bearing upon the sugar market in this country.

H. P. ECKART & CO. EMPLOYEES ENJOY ANNUAL PICNIC

Toronto, Aug. 22.—The employees of H. P. Eckart & Co., wholesale grocers, with their families were the guests of the firm at the annual picnic held recently in Victoria Park. About two hundred were in attendance, and a splendid program of races was run off, a number of beautiful prizes being keenly contested. The office and selling force played a game of ball against the warehouse staff, resulting in the former winning. Altogether a very enjoyable afternoon was spent.

Now Packed in Aluminum Foil

LIPTON'S TEA.

Now Packed in Aluminum Foil

LIPTON'S COFFEE

"YELLOW LABEL"

Has no superior in the world. Packed in a perfect container, a new, screw-lock-top can, the closest approach to hermetic sealing. Keeps the contents fresh before and after opening. The last spoonful is good.

The enormous increase in sales proves how much the consumer appreciates the finest tea and coffee in the world, when packed in such a way that the last spoonful is just as good as the first.

THOMAS J. LIPTON
24 Front St. West
TORONTO

Winnipeg Montreal



You Can't Offer Your Customers Better Than

"MALCOLM"

(*All Canadian*)

MILK PRODUCTS

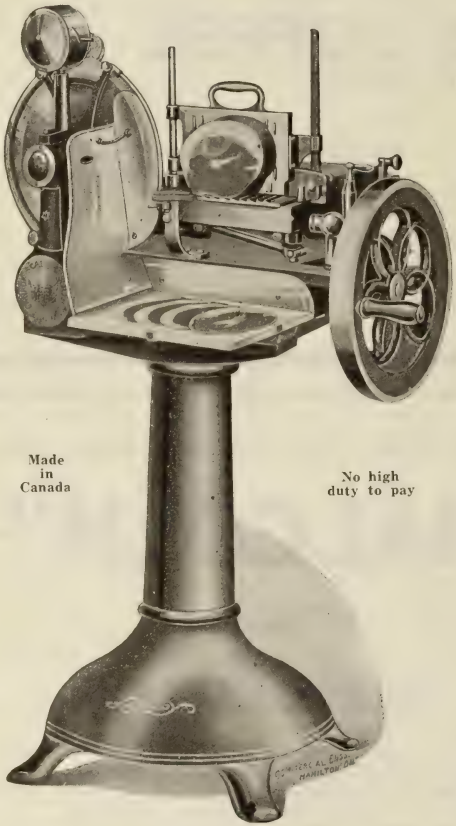
Only rich, creamy milk from selected dairies in the finest dairying district in Canada is used in processing **Malcolm Milk Products** and they are made up to a standard above which there is no better. That's why you can always recommend the MALCOLM lines. They're good—they always satisfy—and they are made in Canada by Canadians in a Canadian financed factory. Try Malcolm's next time.

The Malcolm Condensing Co., Limited

St. George, - Ontario

"The RED BIRD is the best Slicer made for the money".....

Says one of Montreal's leading grocers . . . . . .



Made in Canada

No high duty to pay

Read what Mr. Walter Paul, aggressive manager of the Walter Paul grocery stores, of Montreal, says about his

RED BIRD SLICER

"We bought a Red Bird Slicer for each of our stores because in my opinion it is the best slicer for the money. It has all the advantages of the more expensive ones and considering its perfection in working, durability and fine finish I do not know of any that can compete with it in price. We are well pleased with our **Red Birds** indeed." One of Mr. Paul's clerks says "a good slicer is just as good as the knife it carries. For two years I have used the knife on one of our **Red Bird Slicers** with never a minute of trouble. I like its accuracy and the simplicity of its mechanism."

The Red Bird is the Best Slicer at any price

Write for details on these superior slicers. Their all round superiority and low price will please you as much as the above merchants.

The only Company in Canada who manufacture Meat Slicers exclusively

The Canada Slicer Corporation LIMITED

BOWMANVILLE - - ONTARIO



The "high quality," "low priced" Sardines that have proven sensational profit earners

Brunswick Brand Sardines

Unusually fine flavor, low price and high standard quality—these are the three big reasons why **Brunswick Brand Sardines** are such popular sellers from coast to coast. The excellent profit margin they offer and the speedy rate at which they turn over has made them a selling proposition of such high order that few grocers can afford to ignore.

Try a sample order.

Connors Bros., Limited
Black's Harbor, N.B.

Winnipeg Representatives:

CHAS. DUNCAN & SON, Winnipeg, Man.

Still the strongest and most economical



COW BRAND BAKING SODA

The greater strength and absolute purity of Cow Brand Baking Soda has made it the favorite seller wherever quality and economy are considered. You can recommend Cow Brand as the most economical Baking Soda and know that its great strength and purity will more than bear out your recommendation. It pays to sell the best.

CHURCH & DWIGHT - MONTREAL

you can't sell a better clam than

INDIAN CHIEF



Canned the day they are taken from the clam beds. Packed under clean, sanitary conditions. Every tin uniform. A steady seller on the Canadian market for many years.

Order from your wholesaler or write us direct

SHAW & ELLIS

Pocologan - New Brunswick

Sells as freely as it Runs

Because week in, week out, the year through, striking advertisements impress its superfine qualities and suggestive name upon housewives everywhere.



SIFTO SALT and Century Salt

Seasons all your Sales



with the satisfaction which its sparkling whiteness and appetizing flavor give to your customers and the pleasure which regular profits bring to yourself.

DOMINION SALT CO. LIMITED
Sarnia - Ont.

116

$5 May Save You $500 or $5,000!

You work hard for the dollars you save. Properly invested they can be made to work hard for you. But they must be properly invested.

If you feel the need of a guide to show you how to invest your money to bring you the biggest return consistent with safety; to show you how to avoid the pitfalls of investment; you need THE FINANCIAL POST.

It will give you a personalized investment service. Its articles every week will tell you what you want to know about investing. Its discussion of current business and national problems will give you a new angle on economic and political questions. You will have too all the privileges of the Investors Inquiries Department. You may ask as many questions as you like about your own investment and financial problems—the standing of your broker, and the analysis of particular securities, insurance problems, etc. This service is free to all readers.

Stop losing money on bad investments. Invest $5 now where it may save you $500 or $5,000. Pin a $5 bill to this ad. (or your letterhead), write your name and address and we will send you THE POST for one year (52 issues).

THE FINANCIAL POST 143 University Ave. Toronto

The Leading Line in Patents.

Beecham's Pills

Largest Sale of any Proprietary Medicine in the World.

The safest and best family medicine for Constipation, Sick Headache, Biliousness, etc.

Sell a customer Beecham's Pills once, and you make that customer a steady one—steady sales mean a continual profit for you.

In boxes, 25c. and 50c.

Prepared by the Proprietor, THOMAS BEECHAM, St. Helens, England.

HAROLD F. RITCHIE & CO., LTD., Sole Agents, TORONTO, ONT. CANADA,



"Be Broadminded!"

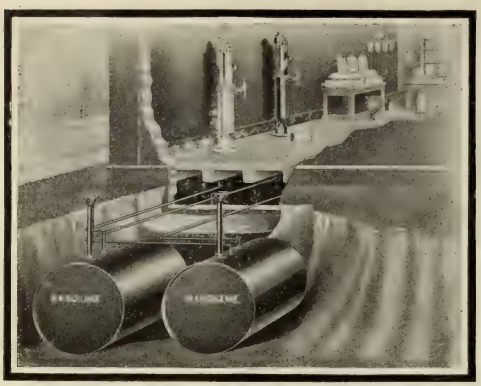
Try every kind of dye you can get your hands on—
Then you will specialize on SUNSET—The *Real* Dye.
The fast dye that *every* woman wants for *every* purpose.

SUNSET SOAP DYES
ONE Real Dye For ALL Fabrics

Sales Representatives
HAROLD F. RITCHIE & CO., LTD.
10 McCaul St., Toronto. Canada

Manufactured by
NORTH AMERICAN DYE CORPORATION, LTD.
Toronto, Canada

SUNSET—Costing more to manufacture—having more merit—giving better service—creating a better opinion from all who handle it—will maintain its standard, the highest—and its price 15c. will not be changed.



Why Oil Storage Pays a Profit

To a great many merchants, the handling of kerosene and gasoline is merely a matter of accommodation. However, these two commodities can be made to yield a profit if properly sold.

Above, we show an installation of two one-gallon Wayne Pumps connected to underground tanks. If you sell kerosene and gasoline with a storage system like this, you will find it profitable. And here is why.

Sales are easier to make.

Measure is exact, neither over nor under. Unauthorized withdrawals cannot be made without your knowledge.

A constant check on the supply is always instantly available.

Spillage and waste are eliminated.

Valuable floor space is conserved.

Edible stock is kept free from the odor and taint of kerosene and gasoline.

These points make it worth your while to learn more about this better, profitable way of selling kerosene and gasoline. Our representative in your neighborhood is an expert on planning oil storage systems. Won't you let him call to see how your profits can be increased? There is no obligation involved, of course.

Write, and, when you do, ask for bulletins of Series CG.

Canadian Tank and Pump Co.
LIMITED

123 Adelaide St. W. - Toronto, Ont.

REG. U.S. Wayne TRADE MARK

OIL STORAGE SYSTEMS

This Is The Time
For
Canadian "Elberta Peaches"
For Preserving

Car Lots or less from the best packers in the Niagara Peninsula.

WHITE & CO. LTD.
TORONTO - ONT.

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic Fruit and Vegetables

LEMON BROS.
OWEN SOUND, ONT.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

FOR SALE

FOR SALE: Two grocery stocks and businesses. Will sell separated. Modern fixtures in both. No. 1 store turnover fifty thousand a year. Carrying between 4 and 5 thousand dollar stocks. No. 2 store turnover twenty thousand a year, carrying about 12 hundred dolla- stock. Both are well located. Will rent fixtures and stores. Good reasons for selling. Apply to owner of business and buildings. A. E. Stirling, 188 Park Street, Chatham, Ont.

FOR SALE—GENERAL STORE BUSINESS—Turnover for last five years average about $40,000 per year. Man with knowledge of Ladies' wear and gents furnishings could work up good increase. Stock about $10,000. Fittings and fixtures about $2,000. Store Lot and warehouses, $6,500, first class position on Main street, good town on main line C.N.R., Alberta, with all conveniences, situated in centre of splendid farming country. Stock and Fittings Cash. Easy terms on property or would lease. Would also sell residence, about three blocks from store. Apply Box 500, Canadian Grocer, 153 University Ave., Toronto, Ont.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.



Registered Trade Mark

Made in Canada

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

WANTED

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

DO YOU WANT A GROCERY OR FOOD specialty salesman thoroughly experienced? Salary or commission. At liberty September 30. Reason for change, wish to locate in Ontario. Write Box 242, Canadian Grocer, 153 University Avenue, Toronto, Ont.

WANTED—POSITION AS MANAGER OF grocery department or store in Ontario. Live man, eight years' experience. Good references, Box 244, Canadian Grocer, 153 University Ave., Toronto, Ont.

I WANT TO BUY A LIVE GROCERY BUSiness in town or village. Write full particulars first letter. Box 246, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—GENERAL STORE OR GROCERY stock in Wstern Ontario, 320 acre improved Alberta farm given as first payment. Strictly confidential. Box 240, Canadian Grocer, 153 University Ave., Toronto, Ont.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

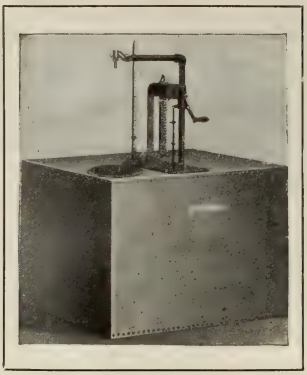
CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Cheque Enclosed is Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.



Kerosene Spoils the Flavor of Food

You can't mix kerosene flavor with any food flavor, and have a satisfied customer. It is one of those things that can't be done.

The obvious thing is to install a Bowser Kerosene Tank and Pump outfit. This keeps the kerosene where it belongs, is neat, accurate and dependable.

Your customer has added confidence, too, because the Bowser name is a guarantee of accurate measure and reliable service.

Let us prove, with figures from other stores like yours, that Bowser equipment pays. It puts an absolute check on receipts, as well as sales, and guarantees that you make your full profits on all the kerosene you buy. Waste is entirely eliminated. Write for booklet C-11 at once!

Bowser equipment is MADE IN CANADA by

S. F. Bowser & Co., Ltd.

Toronto, Canada

Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER ESTABLISHED 1885

ACCURATE MEASURING PUMPS

BY INVITATION MEMBER OF

BOWSER PRODUCTS

for Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.

Portable Tanks for Oil and Gasoline.

Storage and Measuring Outfits for Paint Oils Kerosene and Lubricating Oils.

Carload Oil Storage Tanks. Power Pumps.

Dry Cleaners' Underground Naptha Clarifying Systems.

Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

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OAKEY'S "Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermot Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.



BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng. Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto.
J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

DO NOT LOOK FOR A HEAVY RUN OF SHRIMP THIS SEASON

The canning of shrimp on the Gulf of Mexico was resumed on August 15, and canners report a very satisfactory booking of orders of the early pack. A number of producers have entirely withdrawn their offerings from the market, as they anticipate advances in prices since they do not look for a heavy run of shrimp this season.

NEW SMYRNA FIGS ON THE WATER

It is expected that the steamer Themistocles, which left Smyrna last Saturday will bring the first express shipment of layer figs of the new crop to reach New York, says a report. This shipment should arrive about September 22. The first regular shipment in September is expected to be made by the Constantinople, sailing from Smyrna on September 8 and due in New York about October 2. The booking for October shipment from New York of the various grades has been very heavy. The market is opening on a low basis. Buyers will receive their figs earlier than last season, in ample time for the holiday demand, and a very active trade during the coming three months is anticipated.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

Sherer Sanitary Grocery Counters
70,000 merchants use and praise them
Exclusive patented features and extra amount of brains built into these counters put them in a class by themselves.
They actually work for the owner 24 hours a day, 7 days a week.
Prompt and cheerful information from Dept. 57
SHERER-GILLETT COMPANY, LIMITED
Guelph - Ontario

When Writing Advertisers
Please Mention
CANADIAN GROCER

Opportunities
are Offered
Every Week
On This Page.
Are you making
use of them?

THE McCASKEY

A COMBINATION which While Giving Complete Adding Machine Service—Conserves

A CASH REGISTER

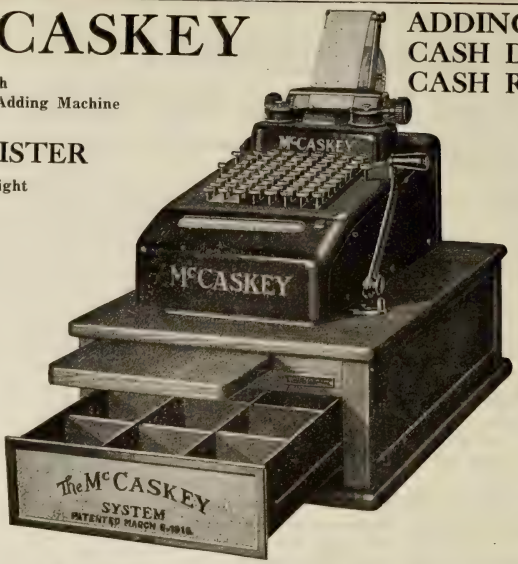
Equal to Any Four or Eight Drawer Cash Register

Adding Machine

By use of Duplicate Tape on Adding Machine a Cash Receipt can be given to Customer, the Duplicate remaining on Rewind Pin as record.

A TWO YEARS' GUARANTEE

with each Machine



ADDING MACHINE— CASH DRAWER— CASH REGISTER—

CHOICE OF THREE KEYBOARD ARRANGEMENTS

One or two rows of 9 symbol keys will give complete Department and Clerk control.

Cash Drawer

Operated by Adding Machine Lever—Bell Ringing when Opened.

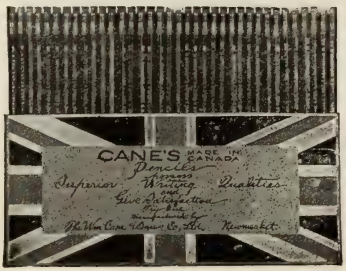
A CASH SYSTEM for all lines of business. Without equal in price and service. It Adds, Subtracts and Multiplies. Sold on Liberal Monthly Payment Terms.

Another Addition to the Already Famous "McCaskey" Line of Specialties in Account Systems.

McCASKEY SYSTEMS LIMITED

GALT - - ONTARIO

Account & Cash Systems--Adding Machines
Sales Pads--Counter Check Books.
Triplicate and Duplicate styles sales books of all kinds.



Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly **adapted for attractive advertising purposes.**

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.

Newmarket, Ontario



Selling Agents for Manitoba, Saskatchewan and Alberta.
STROYAN, DUNWOODY CO., Confederation Life Bldg., Winnipeg.

Agents for British Columbia
QUELCH & STERLING Vancouver, B.C.

Mr. Grocer:—

You are losing trade by the present unemployment—help remedy this by insisting on "Made-in-Canada" goods.

Nonsuch Liquid Stove dressing is "Made-in-Canada," and has the largest sale of any stove dressing on the market.

Order a case to-day.



The Nonsuch Mfg. Co., Limited

Toronto, Canada

In Business Thirty-two Years—
A Reader for Thirty-two Years

The following letter was received from an old subscriber to CANADIAN GROCER :

Dear Sirs:—

I have read CANADIAN GROCER with interest and profit for thirty-two years. On account of ill health I am now retiring from business. Please send the balance of my subscription to John F. Kane, my clerk, who has been with me about thirty years and who is starting in business for himself.

Yours very truly,

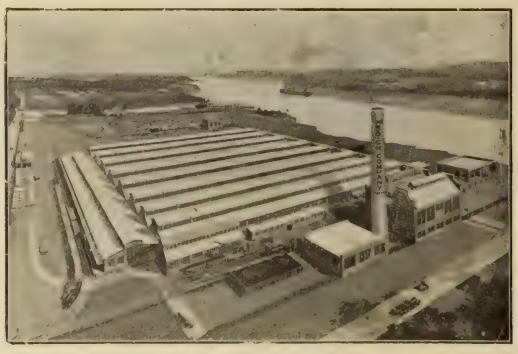
JOHN FORSYTH,

Aug. 21, 1922. Dartmouth, N.S.

P.S.—It is just thirty-two years to-morrow since I started in business.

Mr. Forsyth is one of CANADIAN GROCER'S oldest subscribers. He started in business in 1890 and his subscription began the same year. This is the type of merchant who subscribes to CANADIAN GROCER and continues to take it year after year.

Merchants who are a long time in business know their customers and customers take their advice in buying certain brands of goods because they have confidence in them. CANADIAN GROCER is read by the majority of the permanent dealers in Canada. It is the one paper that every food product manufacturer should include in his advertising plans.



The finest and most modern match factory in Canada—The Match Company, Limited, Berthierville, Que.

This great Plant is making nothing but

SQUARE matches—Why?

Only the square match can be the perfect match.

The Square Match ensures a firm grip—match doesn't slip—doesn't break.

The Square match takes a better and more firmly glued on head.

The Square match can be better treated by chemicals so there will be no afterglow. It is safer.

The Square match burns better—a split stick always flames more freely than a round one.

The Square matches which we will shortly be marketing will be real pioneers to match perfection in Canada.

The MATCH COMPANY LIMITED

137 McGill Street, Montreal

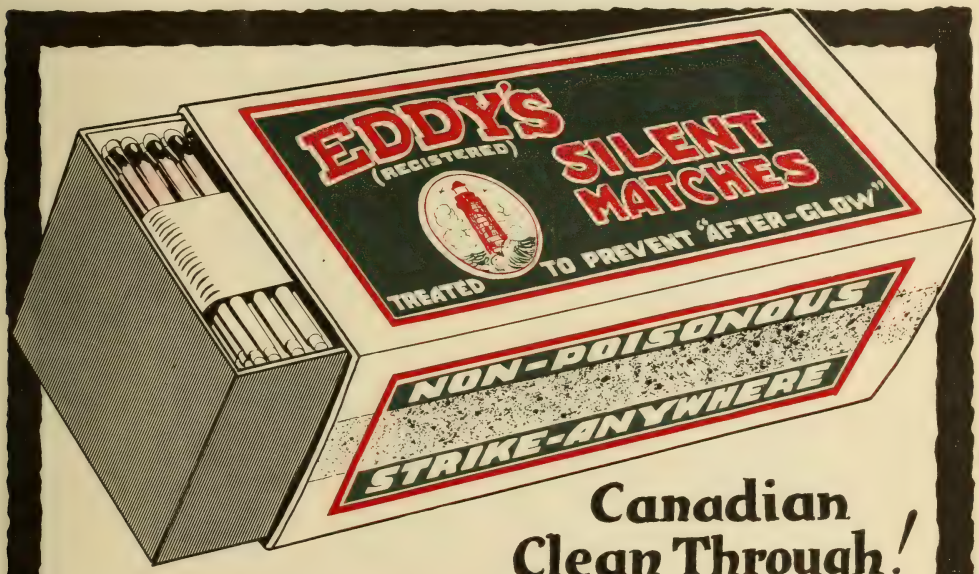
The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., SEPTEMBER 8, 1922 No. 36



Canadian
Clean Through!

Bigger Satisfaction for Your Customers—
Bigger Profits for You—In Every Box of

EDDY'S
MATCHES

The E. B. Eddy Co., Limited, Hull, Canada
BRANCHES AND AGENCIES THROUGHOUT CANADA

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulation.
Copy of Report will be sent on request to anyone interested.

To Holders of Five-Year $5\frac{1}{2}$ per cent. Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds, for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

(a) Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.

(b) Ten year bonds, dated 1st November, 1922, to mature 1st November, 1932.

While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Dated at Ottawa, 8th August, 1922.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

W. S. FIELDING,
Minister of Finance.

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK



WHEN dressing your Fall windows don't forget the fact that frequent displays of these necessary **Borden Milk Products** never fail to bring unusually profitable results.

There is nothing that can quite take their place for hunting trips, fishing trips, or general household use. And scores of people right in your locality are daily finding it out.

Write for free attractive Borden window cards, etc., and put in a good display. It will pay you well.

Thousands will see Borden Exhibits—Pure Food Building, Toronto—also at Ottawa, Quebec, Sherbrooke, Vancouver and New Westminster.







MONTREAL *The Borden Co. Limited* VANCOUVER

For quick turnover and steady profit keep Eno in a prominent place on your shelves.

Eno's national advertising, plus your counter, window, or showcase display, will build up big sales. Let us send you one of our beautiful window displays.



Summer is a thirsty season. A fizzing, bubbling, sparkling glass of Eno is a wholesome, quenching drink, and a valuable corrective at all times.

Every bottle of Eno sold means HEALTH to the consumer and PROFIT to you.

ENO's FRUIT SALT

Prepared only by

J. C. ENO, Limited. "Fruit Salt" Works, London, England

Agents for North America

HAROLD F. RITCHIE & CO., Limited

10 McCAUL STREET, TORONTO

GOOD HEALTH ENO'S FRUIT SALT

NOTE: A series of unique and attractive show cards will be gladly supplied to dealers or others interested on application to the Canadian Selling Agents, Harold F. Ritchie & Co., Limited.



The Only Way

To give your customers the best mixed cut peels is to sell them

Saxonia Brand

sealed in air-tight half and one pound cartons that all the delicious flavor and moisture of the fruit is retained. The peel is finely cut ready for use.

Feature Saxonia Brand and get bigger sales in peels and preserved fruits.



They Always Please

Saxonia Brand Fruits

If you want the very best Candied, Glace, Crystalized and Drained Citron, Lemon and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc., ask for Saxonia Brand. Every wholesaler has them in stock.

Saxonia Fruit Preserving Co., Limited

First Ave. and Ernest St., Montreal, Que.

Sole Agents for Canada, The John T. McBride Co., Limited, 189 St. James St., Montreal.



Stock up Now! with "WINTER KEEPERS"

ORDER Now! A good supply of the O.K. "Winter Keeper" varieties. Make this stock your staple winter line and sell them right through to Christmas and into the New Year. Ask your customers to leave their orders now for winter apple supplies. Get in touch with your jobber as soon as you can and get in your O.K. Stock before the real bad weather sets in.

Order Them Today!

Okanagan United Growers Ltd.

VERNON, B. C.

Growers of the Famous "O.K." Apples and "O.U.G." soft fruits.



CODES:
A.B.C. 4th, 5th and 6th Editions
Armsby 1911, Western Union and Bentleys

Cable Address-All Branches
"DONBAIN"

How About Your Distribution?

You may need the comprehensive service that is based on a complete knowledge of the Canadian trade, the confidence of the buyers, and financial responsibility—and made effective by the concentrated effort of a large and sound sales organization, backed by exceptional warehouse accommodation and shipping facilities, and **interested** attention to your account.

That is the service we give our principals—that is why we handle the "star" accounts—and that is why, if you want efficient distribution in Canada, YOURS should be a BAIN account.

DONALD H. BAIN CO.

"THE NATIONAL BROKERS"

WINNIPEG, MAN.

Branches: FORT WILLIAM, REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL

Also Saracen's Head, Snowhill, LONDON, E. C. 1, England

Quaker Talks

Are YOU ready for this "ad."?

It is the opening gun in the big drive to move Quaker Oats more quickly. It will be followed by similar "ads." till the end of the year.



It will appear in all the big dailies throughout Canada in about a week's time. Its actual size is over one third of a page. It means more sales.

Have you enquired what date this advertisement is to appear in your territory—have you made arrangements for a window display of Quaker Oats on that day—have you decided to take full advantage of the sales the Quaker Oats advertising will create? If not, act quickly. Get in touch with any Quaker salesman, jobber or broker. Order a plentiful supply and keep a good stock on your shelves. This advertising campaign is YOURS. Link up with it from the word "Go."

Peterborough. **The Quaker Oats Company** Saskatoon.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg

DO YOU APPRECIATE
The Saving of Freight Charges Gained Through Using Our Pool Car Service?
Security Cartage & Storage Co., Limited
Calgary ::: Canada

S. M. SCREATON W. H. WHITESIDE

SCREATON & WHITESIDE

181 Market St. East
WINNIPEG

MANUFACTURERS' AGENTS

Warehouse in the heart of the Wholesale Centre.
We are in a position to give you representation in

MANITOBA SASKATCHEWAN ALBERTA



Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6



RELIANCE WATER-GLASS
In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

There is still time to cash-in Big on

Stickney & Poor's Mixed Whole Spice

Get YOUR order in NOW!



Pickling season is just at its height so don't run short of Mixed Whole Spices for pickling and disappoint one of your best customers.

Every package you sell means a good profit for you and a satisfied customer.

Your co-operating servant,

"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY

815 Century Old Century honored 1922

HALIFAX

Mustard Spices Seasoning

EUREKA

Grocer's Refrigerators

are the most essential equipments in any grocery store. They safeguard the public by keeping all your perishable foods in good condition; and they safeguard the grocer they work for by giving him the best of service and satisfaction with economy, allowing him to increase his profits, and draw new customers.



No grocer can afford to be without an Eureka Refrigerator. It costs you more to do business unless you have installed the Eureka. Let us prove this to you by having one of our experts call or write for free illustrated literature.

Eureka Refrigerator Co., Ltd.

Head Office and Factory: OWEN SOUND, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Merchandise Brokers — Manufacturers' Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

Kolacafé

REG'D

Cream is not required—use milk

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

It's easy to make



Real Beer

--the kind that's good to drink--with
CREAM OF MALT & HOPS
--a profitable line to handle

The Inland Revenue Act permits brewing for home consumption.

CANADIAN MALT EXTRACT CO. LIMITED, 44-46 PEARL STREET, TORONTO
Telephone--Adelaide 3304

Wood Vinegar Measures and Pumps

WALTER WOODS LTD.
Hamilton - Winnipeg

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Peas et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
17 ST. PAUL EAST MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
Grocery Brokers
Manufacturers' Agents
11 St. Sacrament St., Montreal

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

C. E. CREIGHTON & SON
Wholesale Grocery Brokers
Manufacturers' and Millers' Agents
57 Upper Water St., Halifax, N.S.
Storage space available.

When Answering Advertisements Mention Canadian Grocer

BABY'S OWN SOAP
50% PROFIT

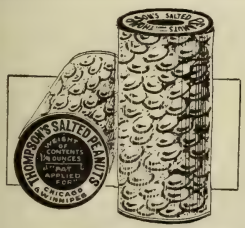
Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.



For
Good Peanuts Sell
THOMPSON'S
Salted Peanuts

In cylinder and envelope packages; also 5-lb. tins, 30-lb. cartons, barrels. Cylinder package now at pre-war size.

Established 1905.
Order To-day From

A. E. THOMPSON, 149 Notre Dame E.
WINNIPEG
D. J. MACLEOD & CO., Calgary, Edmonton.
G. B. THOMPSON & CO., LTD., Winnipeg.



OAKEY'S
"Wellington"
KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.
Agents:
John R. Anderson, 36-38 St. Didier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

In Business Thirty-two Years— A Reader for Thirty-two Years

The following letter was received from an old subscriber to CANADIAN GROCER :

Dear Sirs:—

I have read CANADIAN GROCER with interest and profit for thirty-two years. On account of ill health I am now retiring from business. Please send the balance of my subscription to John F. Kane, my clerk, who has been with me about thirty years and who is starting in business for himself.

Yours very truly,

JOHN FORSYTH,

Aug. 21, 1922. Dartmouth, N.S.

P.S.—It is just thirty-two years to-morrow since I started in business.

Mr. Forsyth is one of CANADIAN GROCER'S oldest subscribers. He started in business in 1890 and his subscription began the same year. This is the type of merchant who subscribes to CANADIAN GROCER and continues to take it year after year.

Merchants who are a long time in business know their customers and customers take their advice in buying certain brands of goods because they have confidence in them. CANADIAN GROCER is read by the majority of the permanent dealers in Canada. It is the one paper that every food product manufacturer should include in his advertising plans.

Cash Prizes!

Write a Keepsweet Advertisement and Win a Handsome Cash Prize

This is the idea. Write an advertisement that will appeal to grocers and general storekeepers. An ad that you reckon should prompt them to place a whacking big order for Keepsweet Cream and Keepsweet Milk. You know the kind—real selling ads. To make it doubly interesting for you we are offering five cash prizes for the five best ads submitted. Recent mails have brought in the first batch of ads, and these indicate that the standard is going to be high.

How to Qualify

Only bona fide grocers or storekeepers handling Keepsweet, or their clerks, can enter this contest. Each advertisement must not contain more than 150 words. A "layout," diagram or rough plan of the advertisement must accompany "the copy" or material. Make your layout 7 inches by 10 inches deep or the size of this advertisement. Do not copy phrases from other Keepsweet ads. Use your own words to express yourself. Send as many ads. as you like. Write on one side of paper only. Use ink. Rough layouts may be in pencil. We reserve the right to use any advertisement or material received. None will be returned.

The prize winners will be selected by a group of advertising experts. And remember—the contest closes September 30th.

The PRIZES

1st Prize	- - -	$25.00
2nd "	- - -	$20.00
3rd "	- - -	$15.00
4th "	- - -	$10.00
5th "	- - -	$ 5.00

A contestant may win only one prize. Cheques will be mailed as soon as winners are selected.

FRESH CREAM in SANITARY CONTAINERS

Keepsweet Cream is not condensed or evaporated, dried or medicated. It is not thickened up to look like cream. **It is cream**—real, fresh, sweet cream with the true delicious flavor all retained. Every can sold makes a friend.

Send an order through your regular house for a supply of Keepsweet Cream. Try it on your own table, then you won't hesitate to recommend it to your best customers.



Dominion Milk Corporation, Limited

Head Office: **Toronto, Ontario**

Branches: **Halifax, St. John, Montreal, North Bay, Port Arthur, Winnipeg, Vancouver.**

Keepsweet Table Cream



Junket
MADE *with* MILK

--the popular dessert that most grocers find so profitable . . . . . .

Junket is one of the most delicious, nutritious and economical desserts on the market and more and more women each week are finding it out.

Junket is made with milk and is highly recommended by physicians. With it the housewife can make an almost unlimited variety of tempting desserts at small cost. Junket comes in 10-tablet packages that retail at 15c, with a worth-while profit.

JUNKET POWDER

This is Junket in powdered form. Just the thing for quickly made desserts. Retails at 15c with an excellent profit margin. Attractively packaged and comes in four different flavors. Include these two live sellers in your window displays. It always pays to feature them.

Chr. Hansen's
Canadian Laboratory
Toronto - Canada
SELLING AGENTS FOR CANADA
LOGGIE, SONS & CO.,
32 FRONT ST. WEST, TORONTO



NEXT WEEK'S STEAMERS BRING

THE CELEBRATED FRENCH CASTILE SOAP LA GRAPPE d'OR

Guaranteed 72%

also

BERTRAND'S FAMOUS ALIMENTARY PASTES

Macaroni, Vermicelli, Spaghetti, Noodles, etc., sealed in 1-lb. packets.

Made by the largest manufacturer in this line in the world, operating four factories in France.

HENRI JONAS & CO.
173-177 St. Paul St. W., Montreal
Established 1870

Can We Help You?

There may be certain articles that you would like to have information on. Do not hesitate to ask us. If we can be of any service to our readers it will be a pleasure to do so.

Canadian Grocer

is published in your interest, and we want to help you at all times.

Address:
CANADIAN GROCER
153 University Ave.
Toronto, Ont.

SUGARS

The Sugar markets of the world after fluctuating to a lower basis about ten days ago have now become much firmer and raws in New York made an advance of half a cent during the past week from the low point which obtained just previously.

We have some supplies which we secured when the market was on a lower basis and will divide the advance with you.

Our prices are:—

Dominion Standard Granulated	7
Lantic or Acadia " "	7.05
St. Lawrence or Redpath "	7.10

Ex. Warehouse Toronto

Send us an order

H. P. ECKARDT & CO

WHOLESALE GROCERS

CHURCH STREET & ESPLANADE TORONTO

N.D.G

Be Ready for the Demand for Table Grapes

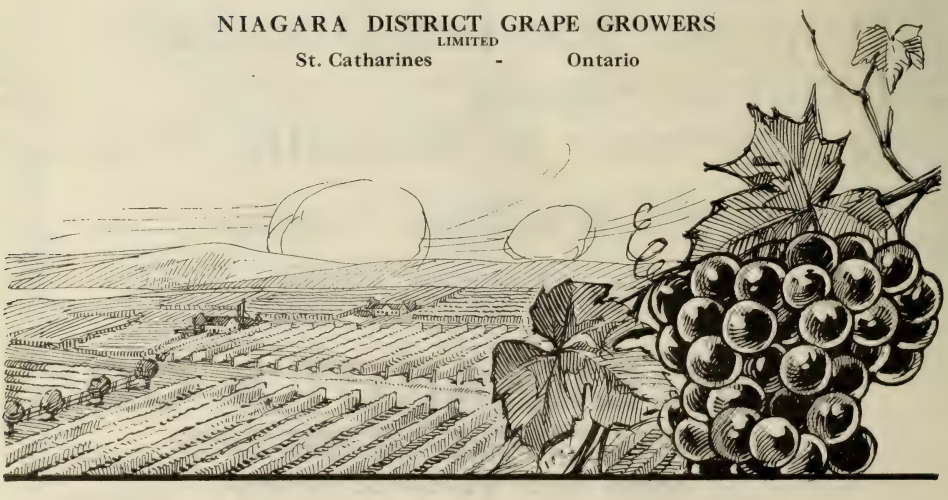
The blue Wardens, the choicest variety of table grapes are ready.

We are telling your customers about them in newspaper advertisements. Get your orders in now and be ready for the demand.

N. D. G. grapes are the most satisfactory to sell. They are better in quality, carefully packed and evenly graded. Your customers appreciate this. That is why they look for the Niagara District Growers stamp on the baskets.

Order through your jobber.

NIAGARA DISTRICT GRAPE GROWERS
LIMITED
St. Catharines - Ontario



Will You Mail Your Order?

The one you intend to give our traveller when he calls——you may be out of RED ROSE TEA entirely before you know it.

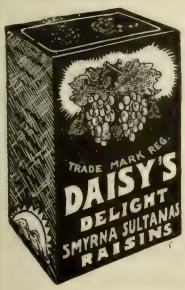
Many grocers have found themselves short recently. Mail orders have been numerous, most of them to "rush" shipment.

All you need to do is to drop a line to our nearest branch.



T. H. Estabrooks Co., Limited

St. John, N.B. Toronto Winnipeg
Montreal Calgary



Book Your Orders

"NOW"

For New Crop



SMYRNA SULTANAS, ELEME & BLACK RAISINS, also SMYRNA FIGS

Shipments August, September, October, November, December

ORDERS PLACED DURING AUGUST SUBJECT TO SPECIAL PRICES

Hold your Orders until you compare our Prices.
Get in touch with our Representatives or write direct to

A. JOHNSON

CANADIAN SELLING AGENT, P.O. Box 1089, MONTREAL

ONTARIO REP.—R. C. Blackburn & Co., 60 Front St. W., Toronto.
WINNIPEG REP.—Farley Meyers, Ltd., 57 Victoria St., Winnipeg.
VANCOUVER REP.—C. E. Jarvis & Co., Duncan Bld., Vancouver.

One Quarter of all the Tea Sold in Canada is

"SALADA"

Help yourself by pushing "SALADA"

It is off your shelves before you pay for it

326,000 Canadian housewives will see the Advertising of—

This is extra Business for you!

Gosse-Millerd's
CANNED OCEAN PRODUCTS



GOSSE-MILLERD'S advertising is now running in the Grain Growers' Guide, the Nor'-West Farmer, and the Montreal Family Herald and Weekly Star. The combined circulations of these Canadian farm journals total over 326,000. Your Gosse-Millerd canned Ocean Products sales are bound to increase considerably as a result. Be ready for this extra business! Order generously—your G.-M. stock will move fast.

Fancy Pink Salmon & Hand Packed Pilchards

Order from your wholesaler Today!

Gosse-Millerd Ltd. Vancouver, Canada

CANADIAN GROCER

Vol. XXXVI TORONTO, SEPTEMBER 8, 1922 No. 36

C. O. D. Service in Parcel Post System

Regulations in Connection With the Same Will Become Effective October First—E. M. Trowern, Dominion R.M.A. Secretary Says Association is Studying the Whole Postal Question—Others Believe Legislation is Direct Favor to Mail Order Houses

ANNOUNCEMENT is made of the intention of the Dominion government to inaugurate a C.O.D. service in connection with mail matter, to become effective on October 1st.

E. M. Trowern, Dominion Secretary of the Retail Merchants' Association, however, declares that the association must first study the effect of the measure just announced by the Post Office Department, before seeking to oppose and upset it. As outlined on this page, charges due the sender of parcels up to $100 may be collected from the addressee and remitted to the sender by post office money order.

Must Study the Effect

"On the face of it," Mr. Trowern stated, when interviewed by a representative of Canadian Grocer, "it would seem that this new legislation bestows a special favor on our mail order houses, and provides another contentious factor in the competition that the average retailer has to meet. But we have a great many merchants apart from our large mail order houses, who are doing and are building their business through the mails. Before taking any steps to prevent this legislation from being carried out. I would like to study the effect of it first. The Retail Merchants' Association is investigating postal rates and postal matters generally at the present time, and this is one of the questions that will be looked into. In the way of stamps for cheques and receipts when the new regulation in regard to the latter comes into force at the beginning of the year, we think that the Post Office stamps should not be used for these purposes, but only the Inland Revenue stamps. Where the latter are not used, the Post Office Department is getting the revenue that should go to the Inland Revenue Department to pay the war debt. We think that these special stamps should be sold in the post offices of the country where it is not convenient to secure them otherwise."

No Privilege of Examination

Asked as to the fact that the Retail Merchants' Association some years ago fought a similar measure as has just been brought down, Mr. Trowern stated that the new legislation is not quite the same as was opposed on a previous occasion. At the time in question it was proposed that people be permitted to have goods sent through the mails C.O.D., allowing them to examine the goods before acceptance was made, and, if not satisfactory, the same could be returned. Such a proposal, of course, never passed the proposal stage. The new regulations specifically state that no article is to be accepted for C.O.D. which bears any wording to the effect that the article may be examined before acceptance, as the C.O.D. service does not carry with it any examination privilege.

Direct Favor to Mail Order Houses

"The association is studying this C.O.D. parcel post question from every angle, you can tell retailers," Mr. Trowern added, "and their best interests will be served."

D. W. Clark, president of the Ontario Retail Merchants' Association, and grocer

(Continued on page 18)

CASH AND DELIVERY SERVICE IN PARCEL POST

OTTAWA, Sept. 1.—Anncuncement is made by the Postoffice Department that a C.O.D. service in connection with mail matter will become effective in the Dominion on October 1. The regulations under which the service will be operated are as follows:

On and after October 1, 1922, a C.O.D. service in connection with mail matter will be established within Canada, whereby charges due the sender up to $100 may be collected from the addressee and remitted to the sender by Postoffice money order.

This service will apply only in the case of mail matter posted at a money order postoffice for delivery at another money order postoffice within Canada. Rural routes, starting from money order postoffices, are for this purpose considered as money order postoffices and may be granted a C.O.D. service.

The C.O.D. fee also covers insurance and registration.

(a) The C.O.D. fee covers insurance in the case of parcels prepaid at parcel post rates, to the extent of the value, against loss, abstraction or damage, while in the custody of the postal service, not to exceed $50 when a 15-cent fee is paid, and not to exceed $100 when a 30-cent fee is paid.

(b) The C.O.D. fee covers registration in the case of articles prepaid at other than parcel post rates. This carries with it indemnity for loss only, which in no case shall exceed $25, or the actual value of the lost article when the same is less than $25.

Under the heading of general regulations, the announcement states that in specifying charges to be collected, the sender may include postage and C.O.D. fee paid.

It is forbidden to send articles C.O.D. which have not been ordered or requested by the addressee.

Problem of Insects Infesting Food Products in Stores Is Dealt With

It Is Estimated That 5 Per Cent. of the Total Value of Stored Food Products is Damaged Each Year By Insects

A NEW bulletin, entitled "Insects Infesting Stored Food Products," Dr. R. N. Chapman, author, has just been issued by the agricultural experiment station of the University of Minnesota. The object of the bulletin, says Dr. Chapman, is to provide information for those troubled with insects in stored products so that they can determine for themselves what insects are causing the trouble, where they come from and what must be done to get rid of them.

5 Per Cent is Damaged

While there are no accurate statistics available, it is estimated that about five per cent. of the total value of stored food products is damaged each year by insects, or a total loss of around $200,000,000 annually in the United States. This staggering sum is not the entire cost bill by any means, because, as the doctor says, the entire business of a cereal company has been and may be ruined because the buying public found insects in some product.

"This enormous loss represents one of our greatest economic wastes for two reasons," says Dr. Chapman. "First, it represents not only the loss of a certain amount of grain, but also the loss of the labor of agriculture, manufacture and trade which has contributed to the harvesting, milling and handling of the product. Second, it is entirely possible to reduce this loss to an almost negligible minimum."

Insect problems of warehouses and wholesale and retail grocers are discussed in separate sections which emphasize the necessity of thorough inspection of all goods, of keeping warehouses clean and free from small amounts of flour and meal in corners and rafters, and of keeping the goods moving so that none will be stored for long periods of time. Conditions in the average warehouse are such that insects once gaining admission will thrive and multiply. The thing to do, therefore, is to keep them from getting in, or making conditions in the warehouse so unusual that they cannot live there.

Proper Inspection is Necessary

Dr. Chapman says that proper inspection of goods received, cleanliness in the warehouse and management of the stock to prevent long storage especially in hot weather are essential to keep insect pests out of warehouses. Methods of prevention like these, he adds, are worth more than all the known means of eradicating the bugs after they once get in.

Dr. Chapman contends that each warehouse should have its quarantine room so built that it can be closed tight and so equipped with radiation that it can be heated to a temperature of 130 deg. F. or fumigated.

"All infested material or material suspected of being infected should be put in this room as soon as its condition is discovered," he says. "Only stock that is known to be sound should be in the regular warehouse. This practice will prevent any insects from becoming established and will make for a reputation for dependable goods."

Inasmuch as the goods have passed through the hands of several dealers, and as each transfer has added another opportunity for insects to get into them, retail stores are even more likely to be infested than either the factory or the warehouse. It requires a horde of insects to destroy an appreciable amount of groceries, but when the fastidious housewife finds a single insect in the food or the slightest trace of insect work she is likely to return the goods and discontinue her trade. Dr. Chapman finds that small amounts of old breakfast foods in unswept corners are the most common source of insect life in groceries.

"The most important things for a retail grocer in protecting his stock from insects are," he says, "to accept only fresh, clean stock, and to keep his store clean and his stock always fresh. Unless these two things are done it is hopeless to try to keep insects out of the store. All who trade at a store where such care is not taken, run the risk of having their homes infested.

"The retail grocer should examine carefully some representative packages from each consignment of goods in order to see if there is any web on the sides or traces of insects in the material itself. All effort made in inspecting the goods upon their arrival will be lost if the store itself is not free from insects. Any material which contains them should be removed from the store at once, and fumigated, heated, or, still better, if it is badly injured, burned."

Carefully Cleaned and Painted

The problem becomes very serious, Dr. Chapman finds, when the insects have once got into the grocer's store. In such cases all the stock should be gone over and material which shows any signs of infestation should be removed to a quarantine room where it can be thoroughly fumigated or heated. After this process the entire store should be carefully cleaned and painted.

C. O. D. SERVICE AND PARCEL POST SYSTEM

(Continued from Page 17)

on Avenue Road, Toronto, does not look upon this new regulation in regard to the parcel post system as anything but a direct favor to merchants doing a mail order business. The number of merchants outside the big houses, that are doing a mail order trade, he thinks is not large, and the great concourse of retailers will look upon this legislation as another factor in mail order competition, with which they will have to contend. The association in Mr. Clark's opinion should look into this question very thoroughly.

Wholesalers' Attitude

A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, when asked as to the attitude of his association to this question, stated that he had not seen the announcement, but that the matter would be taken up at an early meeting of the Ontario Association. He believed that wholesalers generally would be opposed to such a measure. The association had urged the government to readjust parcel postal rates, believing that the same were much too low in comparison with freight and express rates, giving an unfair advantage to mail order houses. He was of the opinion that the wholesalers' association would recommend such legislation as is now proposed when they come to discuss it.

Is Appealing the Judgment in the Wholesalers' Case

Toronto, Sept. 6.—The Attorney-General of Ontario is appealing the judgment of Mr. Justice Orde, as given a couple of months ago in the case against Canadian Wholesale Grocers' Association, T. H. Kinnear, A. H. Paffard, J. W. Chamberlain, A. C. Pyke, officers of an association, the statement of appeal reads, known as the Wholesale Grocers of Ontario, and also Thos. Kinnear & Co., W. H. Gillard & Co., Castle Ltd., E. W. Gillett Co. Ltd., Armstrong and Paffard, Ltd., W. C. Macdonald Reg'd. Incorporated, St. Lawrence Starch Co. Ltd., and Canada Starch Co. Ltd.

The plaintiff appeals to the Divisional Court from the judgment pronounced on the 24th of June by Mr. Justice Orde on the grounds that the acts committed and contemplated by the defendents, are unlawful, at common law, and by virtue of the criminal code, that the said acts are injurious to His Majesty's subjects. The plaintiff, it is claimed, is entitled to the relief sought in the within action.

BIG FIG CROP IN SMYRNA

Both in quantity and quality the Smyrna fig crop for 1922 is expected to exceed by 20 per cent. that of 1921. This estimate is based upon rainfall, winds and other climatic conditions prevailing during the past winter and spring. However, it is feared that only the same tonnage as last year (18,000) will be available, due to hazardous transportation from the interior to the coast.

Has Increased His Trade Seven Times

R. S. Jones Opens Store in New District One Year Ago and Business is Showing Gratifying Expansion—A Reputation for Handling Only the Best Butter and Eggs Builds Trade, Mr. Jones States

THAT district of Toronto comprising Bloor Street West of Dundas Street, and running towards the Humber river is developing at a rapid rate and grocers who opened in this section a year ago report an increase in business that is altogether gratifying. It is a case of expanding with the community.

Increases Trade Seven Times

R. S. Jones, Bloor Street, W., at the corner of Durie street, started in the grocery business just one year ago. He has an ideal location, with splendid window facilities for display, fronting as they do on both streets. He has increased his trade, during the twelve months, seven times, and he is well pleased with the way it is going ahead. His business, he told a representative of Canadian Grocer, is altogether a family trade. It has been built largely on a reputation for quality, and through the fact, he declares, that he has specialized in the sale of butter and eggs. "I buy the one make of butter," Mr. Jones stated, "and it is the best that can be bought. I have people coming from as far away as Roncesvailes Avenue for the butter I sell. The same is true of eggs. I stock only the freshest I can get. This reputation of carrying such high-class butter and eggs has been one of the biggest factors in increasing my trade. People who have come into my store, solely to buy these products have been sold other groceries, and have eventually become permanent customers.

Little Less from Credit

"Specializing in the sale of butter and eggs as I have done, has advertised my store in a way that has meant increased turnover in other lines. My business is conducted almost totally on a credit basis, some culstomers paying weekly, some fortnightly, and others only once a month. They are all good, and in the year my loss as a result of giving credit has only been a little better than three dollars, and that I believe is not lost but will be paid."

Mr. Jones believes in giving good service in the matter of delivery and finds that in his district it pays to do so. However for the service he gives, he states that he must be paid for it, and he strikes his prices accordingly. He insists on a fair reasonable profit on everything, and will not "cut" his prices to meet the competition of the cash and carry store, nor of the man who is "cutting" and giving the service of delivery and credit at the same time.

Use Windows for Display

Making the best use of the windows for display, and utilizing the counter and showcases too for the same purpose, Mr. Jones is getting results. If a new line comes on the market, and he has been convinced that it is a good article, he does not hesitate to introduce it to his customers. He does this by making a window display, placing some of the goods in question on the counter and suggesting it to customers when placing their orders. Recently he succeeded in placing in the homes of his customers, a certain product that he had stocked for the first time. He was more than pleased with the initial success of it, and he is now getting repeat business on it.



Illustrating the interior of the store of R. White and Son, at 2260 Bloor W., Toronto, where sales of fruits and vegetables are a feature.

Slicer is Essential

Equipment of a kind to facilitate service has been installed by Mr. Jones. Discussing the meat slicer which he has in his store, Mr. Jones told a representative of Canadian Grocer that he would not be without it. With it, customers could be waited upon very much more quickly. Before he purchased it, one day he was cutting bacon with a knife, and the process was so slow, that he went to the telephone and asked the representative of the company making this machine to send one out at once. He could not get along without it. He has a discriminating bacon trade, and with a slicer it can be cut to their liking. He handles only one brand of bacon, and considers it of first quality. It is giving splendid satisfaction to his people.

* * * *

HEAVY SALES OF FRUITS

R. White & Son, who have had a store at 138 Sorauren Avenue, Toronto, for a number of years, have now opened a branch store at 2260 Bloor Street, W. in the Runnymede district. This firm goes in for the sale of fruits and vegetables, also flowers in the summer months, in a big way. The windows are used for the display of fruit practically all the time, and displays are also made on improvised tables at the front outside the store. A lot of "catch" trade is the result of this special effort directed at fruit sales. The displays get the people into the store to buy fruit, and very frequently when in here for that purpose they buy other groceries as well, Mr. White told Canadian Grocer. "Fruits represent a quick turnover and a good profit."

EXCELLENT MALAGA ALMOND CROP PROMISED

Jordan and Valencia almonds from Malaga, Spain, will be plentiful this year, according to trade reports just received. It is estimated that the present production will be greater than last year's by 25 to 50 per cent., and the maturity about a week or two earlier. The grade or quality will be on a par with last year's crop with possibly a slight per cent. more of the large sized nuts. Prices will probably be somewhat less than those of last year, but it is yet too early to predict; much will depend upon the production of other Mediterranean countries and other factors. Some 1,701,181 pounds of Jordans and 2,583,357 pounds of Valencias were exported to the United States last year and a total of 896,657 pounds from January 1 to June 30, 1922.

Would Examine Patent Medicines

Inspector of the Department of Health, Ottawa, Advises Merchants to See That Preparations Received Conform With Legislation—Some Light on the Proprietary or Patent Medicine Act

THAT the merchant should examine all proprietary medicines he receives to make sure that they conform to the Proprietary or Patent Medicines Act was a point emphasized by H. J. Dager of the Department of Health at Ottawa, in the course of an address on this subject recently.

What Act is For

The Proprietary or Patent Medicine Act is an Act placed upon the Statute by the Federal Government for the purpose of identification of manufactured preparations unlawfully compounded and sold to the public consumer, designed for the elimination of habitual formed artificial secret preparations to be passed upon by a properly constituted advisory board appointed by the government to determine the advisability in granting a license to sell, and serial registration number for identification of the manufacturer for preparations intended to be placed upon the market. The Advisory Board shall have power to prescribe what shall be deemed sufficient medication of medicines containing alcohol in excess of two and one half per cent. to make them unfit for use as a beverage, and also what shall be the maximum single and daily doses to be prescribed in the case of any medicines consisting of or containing any drugs mentioned in or added to the schedule to this Act, of which decision of Board is to be final in all cases.

Every manufacturer of a patent medicine shall apply annually for a license to sell each and every preparation manufactured, and no medicine shall be sold without being granted a serial number which number shall have been placed in conspicuous characters upon the label and wrappers with the words, "The Proprietary or Patent Medicine Act," which shall be sufficient to identify the medicine for the purpose of the Act, upon each bottle, box or other container. And any person furnishing false or incorrect statement upon oath shall be liable to a penalty for the violation, of such medicine sold or offered for sale.

No patent medicine shall be sold or offered for sale unless it has printed upon the package the registration number, or if it has the true formula or list of medicinal ingredients contained therein printed upon label or wrapper, then it would not come within the realm of a patent or proprietary patent medicine: the printing of a formula upon the package absolves it from registration.

There are other features of the Act which prohibit the sale of any patent medicine if it contains opium or any of its derivatives for internal use, also no such patent medicine shall be manufactured, imported, exposed or offered for sale or sold in Canada.

The Act further specifies that no person, firm or corporation shall distribute, or cause or permit to be distributed, from door to door or upon a public place, or highway, or through the mail any sample of a proprietary or patent medicine, provided this section shall not prevent manufacturers or wholesale dealers distributing samples to the trade. Patent medicines that do not conform to the Proprietary or Patent Medicine Act are liable to be seized by any inspectors administrating the Foods and Drugs Act, and shall be forfeited to His Majesty and may be destroyed or otherwise dealt with as the Minister shall direct.

Furthermore, I may point out that patent medicines bearing the old registration numbers only under 4,000 indicating the Canadian Registration can be legally sold up to the year 1924, registration numbers from 4,000 upwards are for the individual registration for each preparation commencing at that number under amended Act, or in other words, when the Act was amended necessitating the registration of each individual preparation, the new numbers commenced at 4,000.

There is one more point I wish to draw to your attention; that is under the Proprietary or Patent Medicine Act, the Department have been very lenient so far in the observation of the law. So far as I know, there have been no prosecutions made but there have been a large number of seizures of preparations that have not conformed to registrations; this cannot be expected to continue for all time. It is encumbent to examine Patent Medicines he receives in his store upon delivery; should he find they do not conform to the Act, they should be refused and returned.

The principle to be adopted is to see if the article bears any recommendation for a disease, either internal or external. It should bear a registered number.

Any inspector would be pleased to give you information if you would appeal to him either personally or through the mail.

MUST NOT MAKE EXTRAVAGANT CLAIMS FOR PROPRIETARY MEDICINES

RECENT contraventions of the Proprietary or Patent Medicine Act in respect to medicinal advertising, have been brought to the attention of the Health Department at Ottawa.

"Either through ignorance of the law or through over-enthusiasm certain people have been making extravagant claims for their medicines in the advertising columns of the newspapers," said L. P. Teevens, Officer in charge of the Proprietary or Patent Medicine Branch, when discussing the matter with the Ottawa representative of Canadian Grocer.

Section 7 (f) of the Act provides that: "If any false, misleading or exaggerated claims be made on the wrapper or label, or in any advertisement of the article, its manufacture will be prohibited."

And again it is important that manufacturers of patent medicines remember that section 7 (e) of the same Act provides that no preparation subject to the provisions of the Act shall be represented as a cure.

The wisdom of both these sections may be realized when it is taken into consideration that articles which are claimed to have value in cases where immediate medical attention is required, are used without effect, thus delaying specific treatment until possibly the patient's life is endangered.

Mr. Teevens pointed out that applicants for registration under the Proprietary or Patent Medicine Act are requested to state the medicinal ingredients which they employ in the manufacture of the medicines for which they seek registration.

He explained that this course was necessary in order that the department may know that the article presented for registration is a bona fide patent medicine.

Of course, the manufacturer is not obliged to give his secret process of manufacture, or state quantitatively, the drugs employed. A recital of the medicinal components is all that is necessary.

"What kind of people are those who have just moved in next door to you?" asked Mrs. Gadder.

"Oh, I never talk about my neighbors," replied Mrs. Herdso. "All I know about them is that their stuff came in one load; that only one of the bedsteads has any brass on it; most of the furniture looks old; there's six in the family; the children are all boys; they have dogs; the man is about twenty years older than the woman; they had a squabble with the driver of the van when they settled with him, and their name is Smith."

Establish Rigid Terms of Payment

Grocer Who is Doing 60 Per Cent. Credit Business Asks Advisability of Changing to Cash System—Is Counselled to Adopt a Stricter Method of Collections

By HENRY JOHNSON, JR.

THAT indefinable thing, "conditions," short memory and the hang-over from the easy days of 1917-19 still affect many merchants. One writes to me saying nice things about my writings and asking how he is to overcome certain troubles.

He has been in grocery-meat business eight and a half years, made $15,000 clear, of which he has some in cash, and runs credit to extent of 60 per cent. of sales. Collections last eight months very slow, has got in just enough to pay bills—which he has always discounted—but no more. Bills are small, mostly running to $15 to $30. Feels that if this keeps up he will run behind. Does $4,000 to $5,000 a month, 45 per cent. of which is meat. Small town of 3,000 with two cash and a lot of credit stores, lots of produce, things about like other country towns; wheat promises 40 per cent., corn is good and there will be some cotton.

Asks whether he should change to cash-carry, cash-delivery or without, self-serve grocery with meat market out front. Has good location.

Now, if we look back eight and a half years we shall get to January, 1914. Undoubtedly, he started small, and an industrious, intelligent man who starts small is more than apt to succeed rather easily and make money rapidly. Probably he did not feel the slow months of 1914 at all, never noted any slackness of war depression, but sailed right along, growing steadily in his little business.

Easy Times Spoiled Him

The eighteen months of semi-depression that followed the beginning of the war went by him unnoted. Then came the gradual, steady rise in values, the growing demand for goods, followed by the armistice and reckless spending. Up to the middle of 1920 he had never known a declining value, to speak of. Then things hit hard, and he was unprepared by any previous experience.

Having only $3,000 to $4,000 outstanding, with sales that average $4,500 a month, only about 73 per cent. of a month's sales are outstanding. He is turning his credit investment more than eight times a year. Nobody can hope to do better than that. So I wrote him that, while it was hard to say specifically what any man should do, I advised him to hesitate about changing any business to cash which now was running 60 per cent. credit.

I told him it was a disadvantage to have credit largely among farmers—whom, in my own business, I never trusted. Not because farmers are not honest, either, but because farmers as a class have no conception of time. So long as they intend to pay—and mostly they certainly do—they think things are all right, but the merchant has to meet his bills within ten days to keep his discounts and credit, and he cannot do that without money.

If there is any weakness—and with such a turnover of credit, I confess I cannot see much of it—I should say it lies in the failure to establish rigid terms of payment and then enforce them, regardless of specially favorable conditions. Had this been done during the flush times, no trouble would now be experienced. The remedy is to apply the rules strictly from now onward.

Live By Your Own Rules

Credit rules must be rigid. You must permit no deviation. You must not take liberties with them yourself to make special concessions to a favored few. If you do that, your rules go to pieces and you are worse off than if you had not made them. Bills must be payable every thirty days and then, with only a few days grace allowed—at most ten days—the accounts must be stopped if the bills are not paid. Moreover, payment must be in full. Balances must not be left. That means no balances—not a cent—never.

One potent factor in making collections effective is to get your bills into your customers' hands the first of the month. People pay first bills first. It's human nature. See that yours are always first. I counselled my friend to keep a stiff upper lip, keep cool, put into force the suggested rules and things would work out all right. For evidently his management has been good.

That was in July. Now comes September, with news from everywhere that, for the first time in more than two years, wages are advancing and men are scarce, that farm products are higher, and we know there is generally a abundant crop. The tide seems to have turned.

But let the lesson sink in. Get your credit in shape. Make your rules and stick to them. With that improvement, a credit investment which is completely turned every 45 days must be regarded as gilt edged, provided only that other factors in the business are properly related and correctly based. I assume they are in this case.

Similar Troubles Here Also?

Another letter from the copper mining country reports on a cash-and-carry grocery business started two and a half years ago on borrowed capital which now has $4,000 stock and $1,400 in bank, all free and clear. To put it colloquially, that doesn't look so awful cheesy! Two men have gained a livelihood, and apparently a good one, for two and a half years and cleared up $180 a month, $90 a month each, besides. From nothing, that looks good to me.

Have always done a cash business. A year ago were selling $5,000 a month, but now only $3,500, due largely to competition of large company stores wherein goods are sold 'way down. Apparently the big concern is losing steadily on its grocery sales, but that is small comfort to these "boys" whose reports show a few dollars made in one store and about the same lost in the other during the past month. One good thing is that they know what they are doing.

Question is, what can be done to increase volume to old basis? I hardly feel competent to answer that, though I know the larger town rather well. I believe that "conditions" are due to improve automatically and think that probably competition will be less vigorous as things ease up. Copper has been in the doldrums for some years now and is due to look up again.

Best course will be to keep expenses down to the minimum. Watch all leaks vigilantly. Plug hard to build business on good things, not on a cut-price basis, which usually means dud profits. Study the local newspapers, also one or two metropolitan newspapers, say to get slants on good advertising. Jones Store of K. C. will furnish lots of hints. Strive to build demand on certain things you control or on which you can excell, not on a price but a character and high quality basis. Then, Keep It Up. Trade building is not a touch-and-go, spasmodic undertaking. Make it part of your daily life and work. Keep vigilant. Work hard. Watch.

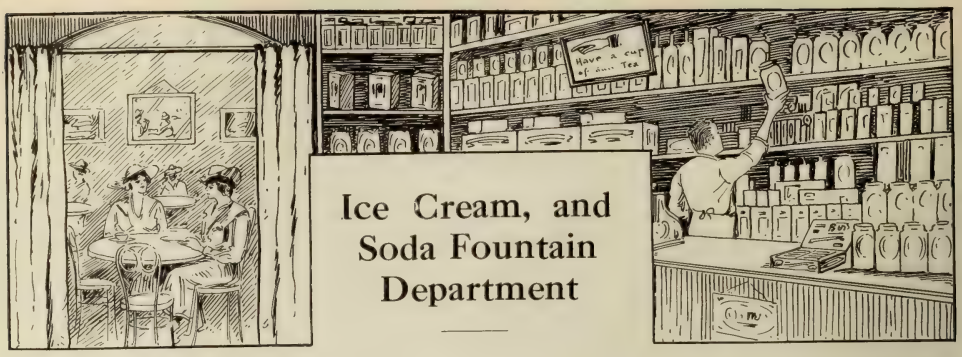
I believe those are all the hints these young men need.

"What do You Expect—Humming Birds?"

Maybe you remember the Hebrew clothier who sold a very cheap suit to a man who complained later that he had found moths in the coat. "Vell, vat you expect for de brice," said the disgusted dealer: "humming birds?"

This letter made me think as the Hebrew did. See if you agree: "Could you suggest a suitable container for displaying prunes? At present I am using cookie cans with glass front, but do not approve of this as cans are worth fifty cents apiece and carrying three

(Continued on Page 38)



Ice Cream, and Soda Fountain Department

Advertises Ice Cream to His Trade As "The Cheapest and Best Dessert"

This Merchant Finds it Pays to Boost Ice Cream as a Dessert—In Selling at the Fountain it Pays to Remember Customers' Names

ICE CREAM the "cheapest and best dessert," is the way a merchant in northern Ontario plays up his ice cream department., and customers are invited to bring their friends to the soda fountain to enjoy a "service that will be appreciated."

There is, perhaps, no other department in the store where service is more essential, this retailer declares.

In selling at the fountain it pays to make an effort to remember customers by name and to remember their preferences and cater to these in every reasonable way. When a patron makes any complaint about a drink or a dish, it is best never to argue or hesitate but gladly prepare another or give the money back. Notice that the word "gladly" is used because you spoil the customer's good will if there is any grouchy, grudging hesitancy about doing so.

There is salesmanship in the way the dish is handed to or placed before a customer, the courteous, considerate way which is the direct opposite of shoving it or pushing it at the customer.

There is salesmanship in the way the dish or drink is prepared, in the attitude which indicates that the dispenser takes a pride in doing his work as well as it can be done. There is store salesmanship in periodically bringing out a new dish or new drink on the menu. People like variety and it makes customers talk and bring their friends. It is very important, however, never to advertise or feature any dishes that can't for any reason be served. Always be able to make good on the menu as shown to the customer.

For table service it is important that the tables, just like the fountain, should always be kept dry and clean. A good way to drive customers away is to have patrons get their hands or sleeves sticky with syrup on mussy tables or counters. It helps to keep tables clean by serving all dishes on a small plate. The patron lays the spoon on the plate instead of on the table and also any overflow from the dish is caught by the plate. In good dispensing, of course, there will not be any liquid or ice cream flowing down the side of the glass or dish but of course accidents and mistakes will happen occasionally.

Never allow any person while eating at tables or counter to feel that they are watched or under observation. It tends to hurry them and make them uncomfortable. At the same time be ready and quick to give any additional service that is required.

In preparing any drink or dish be very careful not to place the fingers inside the dish or glass but always to handle it from the outside.

Keep the ice cream dippers in clean running water. Always serve a glass of water with every sundae or soda. Don't make it necessary for the customer to ask for it. Fill the glass for the customer when it becomes empty. Make them feel that you will leave nothing undone to please them.

Serve small paper napkins at tables. Customers like to wipe hands or mouth. Serve them at fountains, too, or have them placed where the customer can readily reach them.

These Recipes Should Prove Popular

Cup de Luxe

One pint grape juice, one pint cider, one pint soda, one jigger of grenadine, lots of fruit, bunch of mint.

Apple Blossom

Two ounces of pure apple juice, teaspoonful sugar, one glass of milk, ice, shake well.

Grape Milk

Two ounces white grape juice, one teaspoonful sugar, one egg, glass of milk, ice, shake well, strain, serve with nutmeg.

Loganberry Fizz—Fizz Glass

Juice of half lime, split loganberry, half spoon sugar, frappe, fizz with siphon.

Airplane Special

On a banana split dish place a slice of coffee ice cream, surrounded with whipped cream. Lay a coffee eclair on the ice cream and fasten a Nabisco wafer to the eclair, by means of tiny wires or toothpicks stuck into each end of the wafer, to resemble the wings of the plane. On the eclair place two halves of a Brazil nut, representing passengers. (This sundae may be varied by using different kinds of ice cream and eclairs, but in each case the cream and eclair should be of the same flavor, to avoid a "messy" mixed taste. The trade is learning to prefer simple sundaes, instead of the elaborate concoctions of three or four different syrups, creams, etc., which cloy the palate.)

Hot Almond Chocolate

This is one of the popular things; it was on a few menus in the past and may take with the lovers of bitter things. It is prepared by pouring the usual amount of chocolate syrup into a mug and adding a dash or two of essence of bitter almond and then filling with the hot milk and topping with whipped cream in the usual way. Those who serve a finished chocolate can add the essence to that, but be careful not to overdo the latter.

Free service and free salvation are two exploded theories. Service and salvation both mean hard work, and hard work has to be paid for.—The Stirring Rod.

Pay attention to the temperature of your store these days. Don't roast your customers or they will "roast" you to other people.

Sales of Ice Cream Both in Bulk and In Bricks Run High in This Store

A Grocery and Ice Cream Department is a Profitable Combination, Says C. Deffari, Who is Located at Queen Street W., and Indian Road, Toronto —Store is Handsomely Fitted to Give the Best Possible Service

CONDUCTING a grocery and ice cream business is a profitable combination, according to C. Deffari, who has an establishment of this kind, at Queen Street, W., and Indian Road, Toronto. As the accompanying photograph will indicate, Mr. Deffari's place is one of the most attractive of its kind, and is fitted with equipment that makes for quick and efficient service, to say nothing of the improvement it brings about in the appearance of the store. Opening some months ago, he has been more than gratified with the success that has attended his efforts. In a location where a great many people are passing, and near to the Sunnyside amusement resort, he has attracted a great deal of business, his sales of ice cream in bulk, running anywhere from eight to fifteen gallons every day, and the quantity of bricks disposed of have averaged from three to four dozen daily.

A Splendid Soda Fountain

Mr. Deffari has a soda fountain, enabling him to sell all the soda drinks, and a plentiful supply of other soft drinks are also kept. Decorated in attractive colors, grey predominating, the store is an attractive place wherein to drop for a dish of ice cream or a cooling drink. Tables seating four, on which are dainty menu cards, provide accommodation where the customer can partake of his cream or beverage in absolute comfort. Handsome, silent salesmen running alongside the fountain, display chocolates and other confections to best possible advantage. The grocery section is at the rear, but cannot be said to be in the background. One is immediately impressed wtih the fact that it is a combined grocery and ice cream palor. The groceries are nicely displayed, the grocery counter stretching across one end of the store.

A Big "Catch" Trade

Sales of groceries, Canadian Grocer was informed, are largely to a "catch" trade, and the ice cream department serves to attract a large volume of this class of business. People come into the store purposely to buy ice cream or some other beverage, and before leaving they have purchased various lines of groceries. This has happened in a great many instances, and in fact in this case the refreshment section is largely responsible for the increasing business being done in other foodstuffs.

A silent salesman in this store is set aside for displaying tobaccos. Sales of "smokes" of various kinds run into a good turnover and find a ready demand from the young men who come into the store for ice cream.

A window facing on each street provides splendid facilities for displaying goods, and during the summer these windows have largely been used for showing fruits. Special attention is directed towards the sale of fruits, both of the citrus varieties, and also of the domestic kinds in season. In fact all imported fruits are carried.

Fountainettes

One customer at the fountain is worth a dozen people on the sidewalk. Make your window display attractive.

* * * *

Sometimes the "meet them with a smile" is overdone. Better a sober face to a customer than a silly one.

* * * *

If you advertise everybody knows you; if you don't you are a stranger. Your very best advertisement is the quality of the goods dispensed at your fountain.

* * * *

Flowers get away from the ground because they don't like dirt. Customers will get away from a sloppy fountain for the same reason.

* * * *

A few well selected and tested sodas and ices on the menu are likely to please more customers than a profusion of new concoctions.

* * * *

If you serve a man a good drink he may forget you. Serve a bad one and he never will.

* * * *

"The customer is always right," fits the soda fountain beautifully. If a complaint is made, change the drink quickly with a word of apology and a smile. It pays.



Showing the attractive interior of the store of C. Deffari, at Queen Street West and Indian Road, Toronto, where a combination grocery and ice cream parlor is conducted.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada

Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI. SEPTEMBER 8, 1922 No. 36

The C. O. D. Postal Service

INAUGURATION of a C.O.D. service in the parcel post system of the country, as announced a few days ago, will be viewed by a great many retailers as giving further privileges to mail order houses, and as a question of prime importance to their interests, should be looked into at once, by the retail merchants of the Dominion. It is generally conceded that mail order houses have benefited the most since the first launching of the parcel post system, and adding a service of cash on delivery renders it possible for them to extend their operations, carrying as they may their business to the outlying parts of the country.

Retailers in the small country places have long since looked upon the competition of the mail order houses as contentious, and the granting of still further privileges, making it easier to collect payment for parcels shipped through the mails, will not be viewed with favor. It is up to the retailers, who in large numbers are opposed to such legislation, to see to it that their feeling in the matter is heard before the proper authorities.

Western Crop Estimate

IN ITS ANNUAL crop estimate, just published, the Manitoba Free Press places the wheat yield this year at 371,901,000 bushels from a total acreage of 21,471,000 acres. These figures exceed all previous estimates forecast by various authoritative bodies.

During the growing period of the crop there have been comparisons made with the famous crop of 1915, the paper says, when the total yield of wheat of the Prairie Provinces was 360,187,000 bushels from 13,867,715 acres. It is only necessary to compare these figures to realize that while the present crop of wheat in actual number of bushels is the largest ever produced in the West from point of average of yield, it falls very far below 1915.

Previous estimates made this year have varied from 297,781,000 bushels to 350,000,000, the former being the Dominion Bureau of Statistics estimate, based on conditions at the end of July, and the latter the Grain Trade News estimate.

This year's Free Press estimate would average 17.31 bushels to the acre, while the banner year 1915 the average was 25.97 bushels.

Other grain yields in the Prairie Provinces this year are estimated as follows, the figures in parenthesis indicating the acreages sown:

Oats, 413,539,000 bushels (10,861,000); barley, 61,080,800 bushels (2,053,400); rye, 54,311,000 bushels (2,329,000); flax, 3,088,000 bushels (504,200).

Threshing is general throughout the entire length and breadth of the Prairie Provinces and threshing in northern districts is generally from two to three weeks earlier than it has been for many years. Never in the history of the West have the railways been in a better position to move the crop in the matter of cars.

The Hon. Chas. Stewart, one time Premier of Alberta, and now Federal Minister of Immigration, speaking to the retailers at the luncheon of the directors of the Canadian National Exhibition, last week emphasized the fact of a bounteous harvest this year, and declared that retailers could now look to a return of better days in business. There is no doubt but the good crops that are now assured will do more to eliminate depression and to revive trade again to a state of normalcy than any other factor.

End of Rolling Stores

A FAILURE of the Grocery Store on Wheels in San Francisco recently, otherwise known as "The Store at Your Door Company" for which a petition in bankruptcy was filed, should be a lesson for others who are prone to risk their money on such innovations.

Gay Lombard, the president of the company, imagined he was going to revolutionize the distribution of groceries in San Francisco and that the consumers would flock about him, endeavoring to purchase stock in this great enterprise, but in neither case did his dreams come true.

A "rolling store" is not practicable for many reasons, and when all is said and done, there is great satisfaction to the consumers to be able to know that at any moment of the day, it is easy to phone their neighborhood grocer and be promptly served. If a few moments after the delivery boy has departed, there should have been some error in the order, it is quickly remedied.

The "Store on Wheels" savors too much of an irresponsible peddler and in this enlightened sanitary age, the peddler is only patronized by those who are willing to take a chance to save a few pennies. Again, the wear and tear on equipment, ascending and descending the hills of San Francisco, would make the overhead far greater than at first supposed.

Where Attention Counts

PEOPLE frequently enter a store without any idea of making a purchase. This is particularly true if the store is attractive and well arranged. In this regard a grocery can be especially inviting to the person looking for something fancy and appealing in the way of foods. In fact an invitation to the public to come in and look around, without any feeling or obligation of having to buy has proved worth while to a good many merchants, increasing sales in a volume altogether gratifying.

While many stores increase their sales in this manner, there are others where this invitation to the public to inspect the wares results in a direct loss simply because the clerks, and in many cases the proprietor himself, have not mastered that knack of making the customer feel at home while in the store. The result is that the persons so treated are apt to switch their trade to a store where courtesy is the watchword of the sales force. Let the man in the store put himself in the customer's place. Is it not a fact that you yourself would be very apt to go back to the store and to the sales clerk where you received the most and best attention while on a looking-around tour; where the most pains were taken to show you everything; and tell you everything you wanted to know? You know that is just what you would do, providing you saw something that took your fancy and suited you. Then why not give visitors even more attention—if such a thing is possible—than if you knew they had come in to make a purchase. A "looker" or a careful shopper is always a prospective customer.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

T. H. Estabrooks, of T. H. Estabrooks Co., St. John, N. B., spent the week-end in Toronto and visited the Canadian National Exhibition. Mrs. Estabrooks accompanied him.

Quebec

W. A. Thompson, of the sales staff of Atlantic Sugar Refineries Ltd., Montreal, is away on a business trip.

W. L. A. Brodie, of Brodie and Harvie Ltd., Montreal, is away this week on his holidays.

C. H. Howell, viec-president of the Kraft-MacLaren Cheese Co., Montreal, returned this week from a business trip to Chicago.

B. Trudell, sales manager of L. Chaput, Fils, Ltd., Montreal, returned this week after spending two weeks in the Laurentian mountains on a fishing trip.

Ontario

The City Council of Windsor is taking up the question of hucksters on the market with a view to segregating them.

W. J. Smith, retail grocer, Stratford, Ont., was a visitor in Toronto during the week. He attended the Exhibition on Wednesday.

George Gibbon of Campbell and Gibbon, grocers at Port Arthur, was a visitor to Toronto and the Exhibition this week, and called on Canadian Grocer.

W. Sanderson of Preston attended the Canadian National Exhibition this week, and was a visitor to the Canadian Grocer offices.

Members of the Retail Clerks' Association, St. Thomas, Ont., held a delightful picnic at Port Stanley on a recent Wednesday afternoon. A splendid program of sports was run off.

The retail merchants of Carleton Place, held a picnic recently when a very large attendance enjoyed a very happy event. Various races were run off that were keenly contested and provided much entertainment.

Fred Hill, for many years manager of Ryan and Co., general merchants, Newburgh, was found dead one morning last week beside the C. N. R. tracks, having apparently been struck by the Toronto-Ottawa train. He was 46 years of age and is survived by a widow and four children.

Await Outcome of Greeks' Effort to Hold Back Turks

Montreal, Sept. 6 (Special)—Local importers are awaiting with interest, news of the success or failure of the Greek troops to hold back the invading Turks. Smyrna itself is now in danger with all the newly-harvested crops awaiting shipment. Should the Turks cut off shipping from that port many of the lines of dried fruits expected for the fall and winter trade will not be on hand. The trade has been looking forward to the delivery of the goods on which remarkably low prices have been quoted and the whole trend of prices in this line has depended on the abundant supplies promised by Greece. Conditions are now critical and developments have an important bearing on the grocery market in this country.

Claims This Article Is Adulterated And Misbranded

Ottawa, Sept. 6 (Special).—A product labelled as National Cream which has been found to be adulterated and misbranded has led to action on the part of the Pure Foods Branch of the Federal Health Department. The details are set forth in correspondence which has been placed in the hands of J. C. Campbell, secretary of the Eastern Ontario and Ottawa district branch of the Retail Merchants' Association. A letter from V. Kitto, acting chief Dominion analyst to Mr. Campbell, states that sample has been examined and the results of analysis are as follows:

Total solids, 87.0 per cent.; Lead Number—Trace; Sucrose, 39.2 per cent.; Glucose, 42.0 per cent.; Starch, Present.

This shows, the department claims, that it is adulterated and misbranded. The department further states that any stock that has been shipped out to the trade, the manufacturer should be held responsible for it being taken off the market.

CANADIAN HIGH COMMISSIONER IN LONDON COMING TO CANADA

Ottawa, Sept. 6.—Hon. P. C. Larkin, Canadian High Commissioner in London, is coming to Canada about the end of this month to discuss matters of policy with Right Hon. W. L. Mackenzie King and other members of the government.

Although in London for only a few months, Hon. Mr. Larkin already is an efficient apostle of Canadianism at the centre of the Empire. He has a fine grasp of the affairs of this country which require attention in Britain. His office is becoming more than ever a centre for Canadians visiting in London, and for British people seeking information and guidance concerning Canada.

Fined for Selling Blended Vinegar As Cider Vinegar

Listowel, Ont., Sept. 2.—For selling blended vinegar as cider vinegar, two grocers here were fined recently. One charge was heard in court, while the other was settled out of court, the fine amounting in one instance to $57.90 and in the other to $47.90.

In finding the accused guilty of selling blended vinegar for cider, Magistrate Hamilton made it plain that he considered Mr. Vandrick in no way criminally guilty, and considered the minimum penalty under the Act, of $25 and costs, where the product sold is not injurious to health, too high. "If I had my own way," he said, "I would make the fine $5.00." Magistrate Hamilton also criticized the government for their delay in prosecuting, the samples having been procured in February.

The costs in connection with the case included $10 for analysis, $10 for counsel fee, and $7.90 for traveling expenses.

NEW WHOLESALE HOUSE

St.-Onge & Cie Limitee is the name of a new wholesale grocery firm that has recently been established in Quebec at Amos. This firm have an authorized capital of $99,990.00, with $49,000.00 subscribed and $43,000.00 paid. During the past three years they have been handling biscuits, tobacco and some grocery specialty lines, but they are now engaged in the regular wholesale grocery business.

Harries & Cromwell, manufacturers' agents, Montreal, have been appointed agents for The Grimsby Fruit Growers Ltd., and Grimsby Pickle Co., both of Grimsby, Ont.; John Crampton & Co., spices, Manchester, Eng.; White Cottell & Co., London, Eng.; and The John Bull Mfg. Co., Hamilton, Ont.

Where Currency Is Not Depreciated No Certificate Required

Ottawa, Sept. 6.—Instructions to Customs and Excise officers respecting the importation of goods from foreign countries whose currency is substantially depreciated, based on the amendments to the Act passed by parliament last session, have been issued by the Departments of Customs and Excise. Officials are advised that the currency certificate of a Consul, Trade Commissioner or bank, in the form previously specified, is not to be required in the following instances:

1. In respect of invoice goods imported from a country where the currency is not regarded by the department as substantially depreciated, in which case the present authorized certificate of the exporter, showing the relative value in standard currency or paper currency of the invoice is to be accepted, subject to the usual verification by the collector at the port of entry.

2. Where the depreciation or appreciation of the currency of invoices compared with the currency of Canada is less than one per cent. In respect of such invoices the collector will accept entry as at present and compute the value for duty purposes in accordance with the governing rate of exchange as shown by the appraiser's bulletins.

All invoices of goods imported from a country where the currency is regarded as substantially depreciated shall bear thereon the currency certificate of a Consul, Trade Commissioner or bank in the form specified, and until further ordered this instruction will apply to invoice goods imported from Germany, Austria, Hungary, Jugo-Slavia and Russia, and to countries where the currency has no fixed standard value.

Customs Returns for August Show an Encouraging Gain

Ottawa, Sept 5.—Increased revenues from customs import duties and excise taxes and decreases from excise duties are shown in the monthly statement issued by the Customs Department. For the five months of the fiscal year which ended with August 31 last the increase in revenues derived from all these sources totals $10,908,117, while for the month of August alone the increase shown is $4,889,962. Customs duties collected during the five-month period of the present fiscal year totalled $55,792,751, as compared with $49,699,630 during the same period last year, or an increase for the present year of $6,093,121.

Excise taxes yielded $36,023,796, as against $29,844,656 during the five-month period of 1921-22, or an increase of $6,179,140. Total excise duties collected during the present fiscal year amounted to $14,959,775, which was $1,453,027 less than last year, when the collections totalled $16,412,803.

During the month of August alone total customs import duties collected are shown as $11,602,487, or an increase of $1,100,351 over August, 1921, when they were $10,502,135. The increase in excise taxes was $3,814,625, the total for August of the present year being $10,505,500. Last year it was $6,690,874. Excise duties fell off $68,140. The total collected in August, 1921, was $3,359,835, while this year it was $3,291,694.

Western News

J. Dodds, secretary-treasurer of the W. L. MacKenzie Company, Winnipeg, has returned from a motor trip to Minneapolis and St. Paul.

M. M. Solstad, manager of the Western Grocers Limited, of The Pas, Manitoba, is on a trip to head office at Winnipeg.

E. Pilon, is opening for business at 10,701 85th Avenue, Edmonton. His store will be known as the University Grocery.

The warehouse of MacDonald and Crawford, wholesale grocers of Old Battleford, Sask., is being demolished and will be replaced by a solid brick warehouse at North Battleford, consisting of two storeys and concrete basement, 50 x 100 feet, at an estimated cost of $20,000.

Are Heavily Fined for Selling Inedible Eggs

Edmonton, Sept. 6.—Successful prosecutions of merchants who have been evading the regulations with respect to sale of eggs unfit for consumption, have been conducted recently by the poultry branch of the provincial government. Some of the offenders in this regard were located at Vegreville, where it was found that two concerns had offered inedible eggs for sale contrary to the regulations of the government.

Prosecution was undertaken and after a lengthy hearing, a fine of $50 and costs, the maximum under the regulations, was imposed by Magistrate MacIntyre on a Vegreville firm. Another charge was laid against another retail dealer, who keeps a store at Vegreville. He was fined $5 and costs.

The officials of the poultry branch of the Department of Agriculture are determined to enforce the regulations with respect to marketing of bad eggs, and where necessary are ready to take action similar to that recorded.

Acreage of Spring Cereals in Rumania

The 1922 acreage of spring cereals in Rumania is reported as: Wheat, 838,000 acres; rye, 43,000 acres; barley, 2,990,000 acres; oats, 2,100,000 acres; and corn, 5,062,000 acres.

Edmonton Retail Grocers Discuss Pricing of Goods

Edmonton, Aug. 30.—An educational campaign in the matter of pricing of goods was decided upon by the grocers' section, Retail Merchants' Association, at a special meeting held in the Board of Trade rooms the other night. Circulars setting forth the recommendations made will be sent to all grocers within the city limits of Edmonton, with a view to securing their co-operation.

The trading policy of wholesale houses within the city was also a topic of discussion. An endeavor is being made to remedy certain conditions that handicap the retail trade.

Want the Chinese Kept Off the Victoria Market

Victoria, B. C., Sept. 6.—The Public Market is again under fire. C. E. Whitney-Griffiths, secretary of the advisory board of British Columbia Farmers' Institutes, urged the Chamber of Commerce recently to support his organization in a fight for enactment of a by-law to prevent the sale of Chinese goods in the market.

"The market was organized and reopened for the benefit of the producers of the Island and it is hardly conceivable that we should allow imported goods to be sold or that foreigners should be permitted to build up a lucrative business to further strengthen their hold in our country and by such means bring in yet further undesirable people who cannot or will not ever assimilate with the white race," stated Mr. Whitney-Griffiths.

James H. Beatty, a director of the Chamber of Commerce, stated that some of the stallholders at the market were not producers, but merely acted as retailers for other growers.

President J. W. Spencer estimated that 60 per cent. of the fresh garden produce sold in Victoria came from the farms of Orientals.

A story is told about an old Southern negro who was asked by the proprietor of a store how he happened to need credit when he'd had such a good onion crop.

"De ducks got 'bout all dem onions, sah," was the mournful reply.

"What do you mean the ducks got them?"

"Well, you see," explained the old man, "I sent dem onions up to Memphis an' dey deducts the freight, an' dey deducts the storage charges, an' dey deducts the commission, an' dey deducts the taxes—yes sah, de ducts got 'bout all dem onions an' dat's why 'm here."

Turnover—What it is, What it Does

Deliberations of the University of Nebraska on Vital Subject to Every Retailer—Rate of Turnover is the Measure of a Manager's Ability—Capital Turnover Takes Three Forms—Six Reasons Given for Importance of Turnover

UNIVERSITY of Nebraska has recently embarked upon a research dealing with business and business methods. It is one other evidence of the growing interest and importance attached to the science of retailing and the economy of distribution. In a bulletin they have just issued on the question of turnover, they deal with some of the fundamentals of business success and adminstration which it is well to keep ever fresh in the mind. This year, more than many that have passed, is one in which great attention is being given to the question of turnover and its importance to the well-conducted business. The term, turnover or stock-turn, is a familiar one and the rapidity with which a stock of merchandise or commodities moves in trade may be taken as a measure of a manager's ability.

What is Stock Turnover?

In defining the term, turnover, the bulletin of the Nebraska University says:

To the manufacturer who makes over the form of the materials which he buys before he resells them at an increased value, the rate of turning his entire investment in working capital may be more significant than the rate of turning that portion invested in stock of materials or commodities. For him the cost of goods sold consists not alone of purchases of materials, but also of labor in the form of wages paid, fuel, supplies and other elements of manufacturing, and turnover is consequently a more complex matter. He usually conceives of turnover as meaning the turning of his working capital as a whole rather than of only that portion which is immediately invested in merchandise materials.

Capital turnover may, therefore, be considered as taking three forms:

In the first place it is the turning of the amount of capital invested by the merchant in merchandise. This rate may be found by dividing the cost of goods sold by the average amount of working capital invested in merchandise during a given period.

In the other two forms turnover, as viewed by the manufacturer, may refer either (1) to the annual rate of movement of the entire working capital invested in his business or (2) to the rate of turning his total investment of capital, fixed and working, which may be employed in the business. These two forms of turnover may be found by dividing in the first instance, the cost of goods sold by the average amount of the entire working capital, and in the second instance by dividing by the amount of the total investment. The former method gives the turnover of the entire working capital of the manufacturer, and this corresponds roughly to the merchant's stock turnover within a given period. The latter method shows the turnover of the total invested capital. Each one of these rates is important and must not be overlooked but the turnover of working capital is given particular attention because of the fact that it can be speeded up and managed more advantageously than can that of the total investment.

Importance of Turnover

Six reasons are assigned for the importance of turnover to the successfully operated business.

1. Increasing the rate of stock turnover is one means by which a manufacturer or a merchant may increase his sales of goods without a corresponding increase in expenses. It must be borne in mind that operating expenses include both indirect, or fixed, and direct expenses. The former include such items as insurance, rent, interest on borrowed money, and taxes, while direct expenses consist of wages of the sales force, advertising and the like. A high turnover distributes the fixed expenses over a larger number of units, and thereby reduces the cost of handling each unit sold. So long as the fixed expenses and the profits on each unit sold remain the same, increasing the number of annual turnovers will make possible a greater net profit on the same capital invested in the business.

Even though the percentage of profit on an article is only 15 per cent., if it is earned often enough, in a year the turnover on money, or rate of profit on investment may be many times 15 per cent. It has been found that an article like Uneeda Biscuit may turn over as many as 52 times a year, and a dollar invested in such goods might, therefore, earn the margin of profit 52 times.

A dealer might earn satisfactory profits on a five per cent. margin of profit on an article, if he sold it often enough; and he might easily lose money on an article offered at a 100 per cent. profit margin, if he carried a large stock and rarely made a sale.

2. It is necessary to know what the annual turnover is, in order to know just what margins to add to the cost price of the different commodities handled. And the average net profit desired can be best determined in this way. The business man or merchant, must know, and not guess, how many times he sells out completely the value of his stock in trade in a given period, and relate that number to the percentages of gross profits on each line handled in order to gain the general average of net profit desired. For example, if a stock of goods turns five times a year, and, assuming that each article in the stock turns with equal rapidity and with its proper percentage of total expenses added to its cost price, a net profit of 5 per cent. could be earned by setting the selling price only a little over 1 per cent. above the cost price.

If the annual cost of doing business is 25 per cent. of the total sales, the margin of gross profit, or the mark-up on the cost of individual articles, must be sufficient for all articles sold to average 25 per cent. on their cost. Obviously, this does not mean that each commodity must bear a 25 per cent. margin or spread. The vital question for the business man is always how much profit the dollar invested can be made to earn in selling the article.

3. In these days of public outcry against current prices a rapid turnover is an advantageous way to meet the high cost of operating a business. When costs rise with selling prices fixed, or when selling prices fall with costs remaining the same, dealers must buy and sell on narrower margins of profit. Under such conditions the margin of gross profit is reduced, yet small profits on a larger number of units, totaled for a year, may equal or exceed, the net gain derived from stock carrying greater gross profits but turning less rapidly.

4. Dividing or scattering the costs of doing business over many turns enables the merchant and business man to meet competition, whether of new or of old firms.

The experience of two Indiana stores may be cited: "Rapid turnovers, for example, are to-day securing the trade of a new five-story department store in a small Indiana city for a less pretentious shop diagonally across the street. Its quick returns allow the smaller store to make money on margins so narrow that it repeatedly cuts under the prices set by the big rival's slow turnovers."

5. Rapid movement and replacement of stocks eliminate shelf-worn and out-of-date goods. Clean and up-to-date lines tend to make a favorable impression upon prospective customers. The proprietor of the business might also be expected to take a keener interest in offering and advertising a clean stock of recently-produced goods.

6. Manufacturers and merchants with relatively high turnovers as compared with their competitors derive the bene-

(Continued on page 38)

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

WHOLESALERS report more activity in the trade in the past ten days, and indications point to a resumption of demand and improvement generally in the fall months. The sugar market is unchanged as compared with a week ago, prices holding at last week's decline. Trading in sugar, however, is inclined to be a little slow, dealers having pretty well prepared themselves for the preserving season rush. The refined situation on the other side is reported dull and some refiners have been quoting $6.50 and $6.60 per cwt.

The canned goods market is much the same as a week ago. No change is reported in prices, and demand is in moderate volume. The feature of the market for dried fruits is the announcement this week of the prices on the new pack California prunes. F.O.B. prices show an advance of from a cent to a cent and a quarter over last year, but on account of the favorable situation in exchange this year, prices laid down in Canada should not be so high. Delivery is looked for in October and November. The cereal market tends easier, but the prices as quoted a week ago are unchanged. There is a fair inquiry for the same, the package lines at this time enjoying the greater demand. Both coffees and teas are at strong levels. The latter commodity is in a firm position, practically all grades showing a tendency to move to higher levels. Rices are inclined to be firm, although on spot prices are steady, and buying is not in any large amount. Much activity is evidenced in spices, the preserving and pickling season stimulating the inquiry. Quotations hold steady and strong.

A reduction is announced this week in the price of flour. The market has been reported easier for the past few weeks, and the anticipated decline has taken place. However, wholesalers state that the market is steady at the lower levels, and they declare that further declines are unlikely for the time being at least. Millfeeds are unchanged, and demand for the same is quiet.

Fruits and vegetables continue to arrive freely. Crawford peaches are beginning to come, and are selling at fairly reasonable prices. Plums, pears and apples are plentiful, and quotations easy. Potatoes are easier, and practically all vegetables are ruling at attractive levels.

QUEBEC MARKETS

MONTREAL, Sept. 7.—The whole grocery market has been particularly quiet during the past week but since the holiday and considering that the schools are now open the prospects are brighter. Yet confidence is lacking and this must be renewed before buying will gain the proportions hoped for. Sugar is mainly responsible for destroying the hopeful signs that were evident. The refiners' price is steady with evident firmness to raws but wholesale prices continue to be cut with corresponding cuts in retail prices. Canned goods are unsettled and the trend is downwards with a few changes. The dried fruit market is uncertain mainly on account of developments in the east. The coffee market shows no change. Black teas are stronger and may go higher this winter. Japan teas stand firm. The spice market shows more activity but with little price change locally. A reduction in self-raising flour is the only feature in package goods. A weak tone in cereals for the future is limiting buying but prices for spot stocks are steady. The rice market shows an easy tone for the fall. Fresh fruit prices are low and the offerings large. Quotations on cabbages, potatoes, tomatoes and onions are lower. Wholesalers are quoting some lower prices on nuts.

CEREAL MARKET WEAK

Montreal.

CEREALS.—There is a weak tone to the cereal market that is not surprising in view of the crops that are being harvested. As yet there have been no actual changes in quotations but prices are being cut on spot stocks and buying is limited in view of the tendency towards lower prices.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

COFFEE MARKET IS UNCHANGED

Montreal.

COFFEE.—Conditions in the coffee market are about the same as they have been in the past few weeks. There are no signs of any developments as yet and the demand is fair for small lots to fill immediate needs.

COFFEE—		
Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compcund	....	0 35

CANNED GOODS EASIER

Montreal.

CANNED GOODS.—There is little buying being done in canned goods yet, but prices in general show an easy trend. The only stocks of the new pack yet on the market are of peas, wax beans and some corn. Canned fruits are also easy and some lower prices on jams are quoted. Green gage plums 2s in H. S. are reduced to $1.65 for choice grades and $1.50 for standards. Clark's quoted a reduction on some sizes of the different canned meats put up by them. A reduction is also made in catsup, the 9 oz. bottles being quoted at $1.85 and the 12 oz. are reduced 40c. a doz. Gorman Eckert's Olive Butter is also reduced 75c. a doz. to $3.00 for the 6 oz. glass.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corns, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	2 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 35
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s	....	4 20
Bartlett Pears	....	3 40
Greengage Plums, heavy syrup	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

PRUNE PRICES EASIER

Montreal.

DRIED FRUITS.—Although the new prices on prunes have not yet been quoted by the wholesale trade the revised prices on spot stocks, such as there are, are a little easier. Apricots are high and likely to remain so but this week there is an easier feeling on account of the demand being cut off by the high price. The war in Greece is playing havoc with produce from the east and already Smyrna raisins have shown a jump of 5 shillings. The production may be entirely cut off.

DRIED FRUITS—

Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 26
Do., 50 lbs.,	....	0 25
Peaches (fancy)	....	0 28
Do., (choice)	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed	....	0 31
Lemon	....	0 26
Orange	....	0 26
Citron	....	0 55
Raisins		
Valencias	....	0 19
Muscatels, 2 Crown, spot	....	0 17½
Do., 3 Crown, spot	....	0 18
Do., 4 Crown, spot	....	0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.	....	0 21
Do., 16 oz.	....	0 24½
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.	....	7 25
Currants, loose	....	0 13½
Dates, excelsior, (36 10c), pkg.	....	4 50
Dromedary, (36-10 oz.)	....	7 20
Loose	0 10	0 12
Figs, 4 crown	....	0 21
5 crown	....	0 22
6 crown	....	0 23
7 crown	....	0 25
Mats, Portuguese	....	0 08
Smyrna cooking, bags	....	0 13
Prunes (25-lb. boxes)—20-30s	....	0 20
40-50s	....	0 17
50-60s	....	0 17½
60-70s	....	0 15½
70-80s	....	0 13½
80-90s	....	0 13
90-100s	....	0 12½

NUT PRICES EASY

Montreal.

NUTS.—Local wholesale prices are now showing the easier trend that has developed in the nut market in the last two months. Filberts are reduced 2c. a lb. and marbot walnuts are down to 25c. a lb. in bag lots.

NUTS—

Almonds, Tarragona, per lb.	....	0 19
Valencia shelled almonds 3 crown	....	0 44
Pecans, new, Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled	....	0 50
Peanuts, Jumbo	....	0 15½
Filberts (Sicily), per lb.	....	0 12½
Do. shelled No. 1 Spanish	....	0 16½
Do., salted red	....	0 17
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell	....	0 30
Walnuts, Marbot	0 25	....
Do., new Naples	....	0 28
Do., Bordeaux, shelled	0 58	0 60

NOTE—Jobbers sometimes make an added charge to above price for broken lots.

Do., shelled, No. 1 Virginia	....	0 12
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 34
Fancy wholes, 10 lb. tins		2 10
Do., 10 lb. boxes		1 80
Do., 25 lb. boxes, per lb.		0 17

PACKAGE FLOUR LOWER

Montreal.

PACKAGE GOODS.—The only change in package goods is a reduction in self-raising flour which makes the price for the 3½lb packages $2.05 a doz. and $4.00 a doz. for the 6-lb. package. Package rolled oats is steady and is likely to remain so until the new crop of oats is ready for the market.

PACKAGE GOODS—

Aluminum package, 20s	....	6 25
Oatmeal, fine cut, 20 pkgs	....	5 50
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	2 55
Hominy, pearl or gran., 2 doz.	....	3 00
Scotch Health Bran (20 pkgs)	case	3 50
Pancake Flour, case	....	7 15
Pancake Flour, self-raising, do.	....	2 25
Wheat Food, 18-1½s	....	3 25
Porridge wheat, 36s, case	....	6 40
Do., 20s case	....	6 50
Self-raising flour, (3-lb. bags, doz.	....	2 05
Do., (6-lb. pkg.) doz.	....	4 00
Corn starch (prepared)	....	0 09
Corn starch, 1 lb. pkgs.	....	0 07½
Potato flour	....	0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour	....	2 90
Shredded Krumbles, 36s	....	4 35
Shredded wheat	....	4 45
Cooked Bran, 12-pkgs.	....	2 25
Enamel Laundry Starch, 40 pkgs. case	....	3 00
Celluloid starch, 45 pkgs. case	....	3 30
Malt Breakfast Food, (36 pkgs.)	....	9 60
Macaroni	....	3 15
Spaghetti	....	3 15
Egg noodles, Quaker	....	2 25
Canadian Cheese loaf, lb.	....	0 30
Pimento loaf	....	0 32
Fancy splits, per lb.	....	0 29
Swiss cheese loaf	....	0 44
Glace Cherries, per doz.	....	5 25

RICE MARKET IS QUIET

Montreal.

RICE.—The rice market is quiet with only a limited demand at present. Like cereals there is a tendency on the part of buyers to hold back in the expectancy of easier prices. There is a weak tone to the market and dealers frankly admit that prices may be easier this fall.

RICE.—

Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 06½
Tapioca, per lb. (seed)	....	0 09
Do., (pearl)	....	0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

SUGAR PRICES LOWER

Montreal.

SUGAR.—Late last week the refiners reduced their price on refined sugar 25c. a hundred lbs. This came without any surprise to the trade and as a result of the accumulating weakness in the refined market. The United States has been experiencing the same condition but more activity is now showing across the border. Still there is weakness in the local market prices, even below the $7.00 mark are being quoted by the local wholesale grocery trade and confidence is absolutely lacking in the retail trade.

SUGAR—

Granulated, per cwt.	7 25
Do., barrels	7 35
Granulated, gunnies, 5-20	7 45
Do., cases, 20 5-lb. cartons	7 65
Do., gunnies, 10-10	7 55
Do., cases, 50 2-lb. cartons	7 75

SYRUP PRICES STEADY

Montreal.

SYRUPS.—The market for syrups is steady throughout. Molasses maintains its price but without any activity which would attract attention.

INDIAN TEAS STRONG

Montreal.

TEAS.—There is a stronger note to the tea market and reports on the Indian tea crop show that it is short and a firm price rules with a likelihood of an advance. Already London is quoting an advance on the cheaper grades of black tea on hand and it would appear that for the next four or five months prices will at least stand firm in the local market. The Japan market maintains its strength and the third crop is being rapidly cleaned up.

SPICES ARE STEADY

Montreal

SPICES.—The local spice market is steady without any changes of note. There is, however, a stronger tone breaking abroad and in many lines a scarcity is reported. Mace and pimento is scarce and gingers are in good demand with limited supplies. Cloves are active with easier prices admitted for October delivery.

SPICES—

Allspice	0 18	020
Cassia, pure	0 25	0 26
Cassia compound	....	0 18
Caraway seed, Dutch	....	0 20
Cocoanut, 20 lb. pails, per lb.	....	0 23½
Do., sweetened, lb., packages	....	0 24
Chicory, (Canadian), lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 38
Cream of Tartar, French pure	0 41	0 45

Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Do., 2½ shaker tins, doz.	....	1 15
Nutmegs, whole—		
Do., 64, lb.	....	0 30
Do., 80 lb.	....	0 28
Do., 100 lb.	....	0 30
Do., ground, 1 lb. tins	....	0 35
Pepper, black	....	0 24
Do., white	....	0 32
Do., white, compound	....	0 18
Do., cayenne	0 32	0 34
Do., tins, 2's	....	0 36
Do., black, compound	....	0 15
Do., package, 2 oz., doz.	0 35	0 40
Do., package, 4 oz., doz.	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 13	0 15

FRUIT PRICES LOW

Montreal.

FRUIT.—The fresh fruit from Western Ontario features the local market and low prices make offerings attractive. Yet the local trade has found it difficult to turn over the big supplies. Apples are a glut on the market and prices are exceedingly low. Plums and apples are being marketed in bulk to reduce the cost of packing in view of the small return. Reliable quotations on fresh fruit cannnot be made on account of the almost daily fluctuation. Lemons are a little lower in price.

FRUITS—		
Apples, local, per bushel	0 60	0 75
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Messina	....	4 00
Limes, per 100	....	1 00
California Valencias	9 50	10 00
Oranges, late Valencias	10 50	11 50
Canteloupes, crate, 16 qt.	....	1 25
Honey Dew Melons 6-8	5 00	6 00
Plums, basket, qt.	0 20	0 30
Do., 11 qt.	0 40	0 50
Pears, per 100	0 75	0 90
Peaches, 6 qt.	0 50	0 60
Do., 11 qt.	0 60	0 75
Montreal melons, per doz.	....	1 80

POTATOES AND ONIONS LOWER

Montreal.

VEGETABLES.—Low prices on potatoes, onions, cabbages, tomatoes, and in fact all domestic vegetables feature the market. Big supplies are offered daily and prices vary consiberably.

VEGETABLES—		
Cabbages, per doz.	0 20	0 40
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.	....	2 40
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 25	5 75
New potatoes, local, per bag	....	1 00
Yellow onions, per bag	....	1 50
Onions, per crate, No. 2	....	1 90
Spinach, barrel, local	0 40	0 50
Cucumbers, local, per doz.	....	0 40
New turnips, per doz.	....	1 50
Tomatoes, per box	0 50	1 00

ONTARIO MARKETS

TORONTO, Sept. 6.—Changes in the markets this week are not numerous. With the return of a large number of people to city and town homes from their summer places, it is expected that business will now show an improvement. Wholesalers already report a greater volume of trade. The sugar market is inclined, however, to be dull, and prices are unchanged. Canned goods are steady and moving in limited volume. The new prices on California prunes are announced, and f.o.b. prices are higher than a year ago, but quotations on spot should be lower this year on account of there being no adverse exchange situation. Teas and coffees are strong markets. Spices are moving in good volume. The flour market is inclined to be weaker, and reductions in prices are announced this week. Fruits and vegetables continue at much the same levels as a week ago.

BEAN MARKET IS QUIET

Toronto.

BEANS.—There is not much inquiry for beans at the present time, wholesalers state, and the market shows little change as compared with a week ago.

BEANS—		
Candian hand picked, per bu.	....	4 40
Do., No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

COFFEE IS FIRM

Toronto.

COFFEE.—The market in coffee, according to reports from primary points, is very firm. Prices on spot are at steady levels, and there is not a great deal of activity as far as the situation here is concerned.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 53	0 55

CEREALS ARE EASIER

Toronto.

CEREALS.—The market in cereals is much the same as a week ago. The situation is generally easy, and while prices show no actual change, predictions of lower levels to rule are heard. Bulk cereals are not moving in great volume, buying being in comparatively small lots.

CEREALS—		
Barley, pearl, 98s	....	4 75
Barley, pot, 98s	....	4 00
Cornmeal, golden, 98s	....	2 50
Oatmeal, 98s	....	3 75
Corn flour, 98s	....	2 80
Rye flour	....	4 40
Rolled oats, 90s	3 15	3 25
Rolled wheat, barrels	5 25	5 75
Cracked wheat, bag	....	5 00
Breakfast food, 98s	....	4 45
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Peas, split, per bag	....	6 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	4 00
Whole Wheat Flour	....	4 10
Wheat Kernels	....	5 25

CANNED GOODS STEADY

Toronto.

CANNED GOODS.—The market for canned goods is steady and unchanged as compared with a week ago. There is a moderate inquiry for this period of the year, when canned goods, as a rule, are moving slowly. There is a very good demand for canned salmon, and prices seem to be holding at fairly easy levels. One line of a cohoes salmon is quoted at $2.35 per doz.

CANNED GOODS—		
Shrimps	2 85	....
Salmon—		
Sockeye 1s, doz.	5 50	5 75
Do., ½s, doz.	2 75	2 95
Alaska red, 1s.	....	4 25
Cohoe 1s, doz.	....	2 90
Do., ½s, doz.	....	1 45
Pinks, 1s, doz.	....	1 60
Lobster, ½-lb. doz.	....	5 25
Do., ¼-lb. tins	2 90	3 25
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	4 15
Ovals ½s, per doz.	....	1 80
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, extra sifted, doz.	....	2 80
Sweet wrinkle, doz.	....	2 35
Early June, doz.	....	1 87
Peas, standard, doz.	....	1 42½
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Do., Golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s doz.	1 70	1 80
Pumpkins, 2½s	1 90	1 80
Spinach, 2½s doz.	....	2 95
Do., 2s	....	2 25
Pineapples, sliced, 2½s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack, doz.	....	6 80
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	....	2 90
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberries, 2s	2 85	2 45
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 95	1 07
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90
Marmalade—		
12 oz., glass, doz.	2 95	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 53	0 95

NEW PRUNE PRICES ARE HIGHER

Toronto.

DRIED FRUITS.—Prices on the new pack California prunes are announced this week, and range from a cent to a cent and a half higher than last year's opening quotations. However, the quotations laid down in Toronto are not as high as a year ago, for the reason that there is now no exchange, and freight charges are also somewhat easier. Prices f. o. b. common shipping point California are as follows:

20-30s	.25
30-40s	.14¾
40-50s	.12
50-60s	.10½
60-70s	.9½
70-80s	.8½
80-90s	.7¾
90-100s	.7¼
100-120s	.6
120s and up	5½

Prices laid down in Toronto are from two to two and a half cents higher than the f.o.b. California quotations. Delivery of the new prunes is expected in October and November.

Other dried fruits are unchanged, and the demand for the same is good.

DRIED FRUITS—

Citron caps, 12-lb. boxes, lb.		0 49
Lemon caps, 12-lb. boxes, lb.		0 31
Orange caps, 12-lb. boxes, lb.		0 32
Mixed containing 4½ lb. lemon per lb.		0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		4 35
Currants—		
Greek Filliatras, cases	0 14	0 14¾
Do., Patras	0 16½	0 17
Dates—		
Exc sior, pkgs., 3 doz., in case		4 00
Dromedary, 3 doz. to case		7 50
Do., 4 doz. to case		3 90
Fard, per lb.		0 25
Hallowee dates, per lb.		0 12½
Do., Sair		0 07½
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 17
60-70s, 25s		0 16
70-80s, 25s		0 14
80-90s		0 12½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California Sultanas, lb.		0 14½
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.		0 14½
Seedless, 15-oz. pkts.		0 17½
Do., 8 oz. pkt.		0 10½
Do., 11 oz.		0 14½
Thompson's seedless, 25s		0 15
Valencia, Spanish	0 19½	0 20½
Custers, boxes, 20 1-lb. pkg.		6 65
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.		0 10½
Layer, 4 Crown		0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.		0 34
Pulled,1-lb. box, each		0 20
Do., 2-lb. box, each		0 36
Mats	0 09	0 09½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Choice		0 32
Standard		0 28

PACKAGE GOODS ARE STEADY

Toronto.

PACKAGE GOODS.—No change is reported in the market for package goods. There is a fair demand, and prices are holding at present levels.

PACKAGE GOODS—	
Rolled Oats, 20s, round case	**5 00**
Do., 18s, case	**2 00**
Do., 20s, square case	**5 00**
Do., Aluminum Prem., 20s	**6 15**
Corn Flakes, 36s, case	2 70 3 45
Porridge Wheat, 36s, reg., case	**6 00**
Do., 20s, family, case	**6 80**
Package Peas, per doz.	**0 90**
Cornstarch, No. 1 lb. carton	0 09¼
Do., No. 2, lb. cartons	0 07¾
Laundry Starch	0 07¼
Do., in 1-lb. cartons	0 08
Do., in 6-lb. wood boxes	0 11
Do., in 6 lb. tin cannisters	0 11¾
Celluloid starch, case	**3 80**
Potato flour, 1-lb.	**0 14½**
Fine Oatmeal, 20s	**5 75**
Cornmeal 24s	2 30
Farina, 24s	**3 25**
Barley, 24s	**2 75**
Self-rising Pancake Flour, 24s	2 70 3 70
Buckwheat Flour, 24s	2 40
F S. Hominy, gran. case	3 00
Do., pearl, case	**3 00**
Scotch pearl barley case	**2 70**
Puffed rice pancake flour, 24s	**2 90**
Macaroni 30-16 oz. per case	**3 15 3 40**
Do., 30-8 oz. per case	**2 00 2 20**

WALNUTS AND ALMONDS PLENTIFUL

Toronto.

NUTS.—Little change is reported in nuts on spot, and reports from primary markets indicate plentiful supplies of foreign walnuts with almonds in much the same position. Pecans are said to be scarce and are likely to be high. Brazil nuts are selling a little slowly at primary points, buying for the fall trade being rather quiet. The market for peanuts is steady and strong.

NUTS—		
Almonds, Tarragonas, lb.	**0 22**	**0 24**
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 36	0 40
Do., Manchurian		0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.		0 20
Do., sweetened, lb.		0 20
Do., shred		0 18
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.		0 13
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans		0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 25	0 37
Walnuts, Bordeaux, lb.	0 62	0 65
Do., Manchurian, lb.	0 62	
Do., broken	0 40	0 50
Jordan Almonds	0 70	0 75
Brazils, lb.		0 55

RICE MARKET IS STRONG

Toronto.

RICE.—According to reports, the restricted movement of new crop rice into the primary markets because of a delay in the maturity of the product, and the limited supplies of old rice, both tend to give strength to the market, and offset the dullness which has been the feature for some time, says a report from primary points. Quotations on spot are showing no change, but the situation is generally strong.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Paking	0 07½	0 08
Rangoon	07	0 07½
Tapioca, per lb.	0 7½	0 08
White Sago	0 08	0 08½
Do., fancy	0 09½	0 10

ACTIVITY IN SPICES

Toronto.

SPICES.—With the preserving and pickling season now at its height, the demand for spices is very active, and prices are holding at present levels. The market is strong, and dealers are not anticipating lower quotations for the time being at least.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin		0 30
Do., Jamaica		0 55
Mustard, pure		0 45
Pastry		0 25
Pickling spices	0 18	0 20
Mace	0 55	0 65
Peppers, black	0 18	0 20
Do., white	0 28	0 30
Paprika, lb.		0 45
Chillies, lb.		0 50
Nutmegs, selects, whole	0 30	0 40
Do., ground		0 30
Mustard seed, whole		0 25
Celery seed, whole		0 45
Coriander seed		0 18
Carraway seed, whole	0 20	0 25
Curry Powder		0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.		1 75
2-oz. pkgs., doz.		0 90

SYRUPS AND MOLASSES STEADY

Toronto.

SYRUPS.—There is not much movement in either syrups or molasses, and the market is unchanged as compared with a week ago.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow.		0 05½
Half barrels, ¼c. over bbls; ¼ bbls, ½c. over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case		4 50
Cases, 2-lb. tins, yellow, 2 doz. in case		3 75
Cases, 5-lb. tins, yellow, 1 doz. in case		4 20
Cases, 10-lb. tins, yellow, ½ doz.		4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case		4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case		14 50
2½ lb. tins, 24 to case, per case		13 25
10 lb. tins, 6 to case, per case		11 50
5 gal. cans		11 00
1½ lb. tins, 24 to case, per case		7 50
5 lb. tins, 12 to case, per case		12 25
1 gal. tins, 6 to case, per case		13 20
Maple sugar, 1 lb. blocks, per lb.		0 18
Molasses, baking grade —		
No. 2 tins, 2-doz. case		4 00
No. 3 tins, 2-doz. case		5 20
No. 5 tins, 1-doz. case		4 40
No. 10 tins, ½-doz. case		1 05
Pails—No. 1		1 15
Pails—No. 2		1 70
West India, gal.		0 30
Molasses, table grade —		
No. 2 tins, 2-doz. case		6 25
Pails No. 5		3 35

SUGAR QUIET AND STEADY

Toronto.

SUGAR.—The sugar market is pretty much in the same position as a week ago. Prices on spot are holding at last week's levels.

Last week, says Willett and Gray's reports, saw the end of the liquidation of September options and which carried the price of Cuban sugars in store, to 4.80c. duty paid or a parity of 3 3-16c. c. and f. for Cuban sugars.

After such a severe decline, the market naturally reacted sharply and Exchange quotations at this writing have advanced to 3.69c. for December compared with 3.38c. last week. With these cheap stored sugars out of the way, refiners naturally turned their attention to sugars for shipment from Cuba and finding that the lowest available offerings were at 3 5-16c. c. & f. (4.92c.) American and National purchased some 30,000 bags of Cubas in nearby positions at this price while the American also secured a cargo for prompt shipment at 3⅜c. c. & f., this cargo having the privilege of shipping to outports. Cuban holders showing but little disposition to offer sugars, refiners had to advance their buying limits but even this did not have the incentive to increase offerings and after a small sale of spot sugars at 3⅜c. c & f., refiner's bids of 3½c. did not result in business, seller's views being 3¾c. c. & f. (5.36c.).

The refined market on the other side is inclined to be dull and irregular, two refineries quoting 6.50c. Demand is in small volume.

SUGAR—	
Acadia Sugar Refinery, ex. gran.	7 59
Dom. Sugar Refinery, ex. gran.	7 78
Canad Refinery, gran.	7 59
St. Lawrence, Refinery, gran.	7 59
Atlantic Refinery, gran.	7 59

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

TEA MARKET IS STRONG

Toronto.

TEAS.—No new features are reported in the market for teas this week. The situation is very strong, and there seems to be only one opinion and that is, that higher quotations are in store. All indications point to a strong position in the tea market for some time to come, and present stocks on spot are said to be light.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	**0 42**	**0 58**
Broken Pekoes	0 45	0 58
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		**0 65**
Do., seconds	0 50	0 55
Hyson thirds	**0 32**	**0 40**
Do., points	**0 45**	**0 57**
Do., sifted	0 55	0 65

FLOUR IS REDUCED

Toronto.

FLOUR.—Prices of flour have declined in the past week, but dealers state that the market is steady at the new prices. First patents in cotton bags, are quoted at 7.30 per bbl., and second patents, in jute bags, are 7.20 per bbl. Dealers are not anticipating any further reductions at the present time. The new crop is moving forward in good volume.

FLOUR—	
First Patents, in cotton bags, bbl.	7 30
Second Patents, in jute bags, bbl.	7 20

MILLFEEDS ARE UNCHANGED

Toronto.

MILLFEEDS.—No change is reported in the market for millfeeds this week. Demand is inclined to be quiet.

MILLFEEDS—	
Bran, per ton	26 25
Shorts, per ton	27 25

FRUITS ARE PLENTIFUL

Toronto.

FRUITS.—Prices of fruits are much the same as a week ago. Supplies are coming forward in abundance. The later peaches, that is the Crawfords and yellow varieties, are beginning to come now, and are selling at fairly reasonable figures. Cantaloupes, too, are offered in good supply, and are at easy levels. Blueberries in large baskets are still available and are selling at from $2 to $2.50 each. Plums, pears and apples are all arriving freely and prices are much the same as a week ago.

FRUITS—		
Oranges, Cal. Val.	7 50	10 00
Lemons, Verdellis, 300s, per box	5 00	....
Bananas, per lb.		0 07
Blueberries, 11 qts.	2 00	2 50
Grapefruits, 64s, 80s, 100s, and 126s	6 50	7 00
Watermelons, ea.	0 50	0 90
Grapes, Cal. Malagas, box, ea.	....	4 50
Cantaloupes 11 qt. bkt.	0 30	0 35
Do., 16 qt. basket	0 50	0 65
Peaches, Canadian 11 qt. bkts.	0 75	1 00
6 qt. basket	0 35	0 50
Apples, Duchess and Astrachan in boxes, each	1 25	1 75
Pears, 11 qt. baskets, ea.	0 60	0 75
Do., 6 qt. baskets lenos	0 40	0 50
Do., 11 qt. basket	0 50	0 65
Lawtonberries, box, each	0 15	0 20
Pears, Cal. Bartlett, box	....	4 00
Plums, local, 6s.	0 15	....
Do., 11s	0 35	0 50
Grapes, 6 qts.	0 60	0 65

POTATOES ARE EASIER

Toronto.

VEGETABLES.—Easier prices are quoted this week on potatoes at from 70 to 75c. per bag. Onions are selling freely, and are in good supply at steady prices. Beets and carrots are quoted at from 75c. to $1 per bag. Cauliflower is selling at from $1.50 to $2 per doz. Tomatoes in 11 qt. baskets are selling at easy levels.

VEGETABLES—		
Potatoes, new, bag	0 70	0 75
Onions, per bag, 100 lbs.	....	3 00
Do., Spanish, large cases	....	4 75
Do., Spanish, half cases	....	2 50
Green Onions, local, doz.	0 25	0 30
Beets, bag	0 75	1 00
Carrots, bag	0 75	1 00
New cabbage, per doz.	....	0 50
Radish, per doz.	....	0 25
Green peppers, 11 qt.	0 40	0 50
Vegetable marrow, per doz.	....	0 10
Cucumbers, per basket	0 15	0 25
Cauliflower, doz.	1 50	2 00
Parsley, 11 qt. bkt.	....	0 50
Vegetable marrow, doz.	0 90	1 00
Celery, doz.	0 50	1 00
Corn, doz.	0 10	0 15
Do., Golden Bantam, 10 doz.	....	2 00
Tomatoes, 11 qt. baskets	0 20	0 30

MANITOBA MARKETS

WINNIPEG.—Harvesting is proceeding under practically ideal conditions in the West. Encouraging reports have been received and instances of exceptionally good yields are not uncommon. Cutting in Southern Manitoba is completed and in central and Northern section over 75 per cent. is finished. Threshing is general, with yields exceeding expectations in the majority of cases. The outlook in Saskatchewan and Alberta is very promising, as the crops will average from 25 to 30 bushels per acre.

The feature of the grocery market this week has been the decline of 25c per cwt. in sugar and also the drop of $1.50 per case on sockeye salmon. Eastern canners have named their opening prices on plums which are practically 40 per cent. lower than last year. The coffee market is showing a firmer tone and all lines of tea have stiffened up. There is a good demand for fruits and quotations are lower. Vegetables are plentiful with easier prices.

FIRM TONE TO COFFEE

Winnipeg.

COFFEE.—The coffee market is strong with the situation at primary points indicating higher quotations. Advices point to a strong situation and prices on spot although showing no change are firm at their present levels. Grinders are purchasing only in small quantities and not much interest is shown.

COFFEE—			
Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

LOWER PRICES ON SOCKEYE

Winnipeg.

CANNED GOODS.—B. C. packers have announced a reduction of $1.50 per case on sockeye salmon on ones and halves. Definite information as regards the drop is not obtainable but it is supposed to have been caused by the lack of European demand. Other salmon lines are ruling firm particularly pinks. Eastern canners have named opening prices on plums and they are practically 40 per cent. lower than last year. The new pack is expected on the market shortly.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, ½s, 8 doz. case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	**6 50**	**8 00**
Lobsters, ¼s, 8 doz. case, doz.	....	3 00
Do., ½s, 4 doz. case, case	....	5 00
Oysters, 1s, 4 oz. 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case.	....	**7 50**
Pilchards, 1s, tall, 4 doz. case, per case	....	**5 25**
Do., ½s, flat, 8 doz. case, case	....	8 50
Salmons—		**Per case**
Sockeye, 1s, tall, 4 doz. case..	....	**20 00**
Do., ½s, flat, 8 doz. case	....	**21 00**
Red Spring, 1s, tall, 4 doz. case	....	14 00
Do., ½s, flat, 8 doz. case	....	15 00
Coho, 1s, tall, 4 doz. case	**11 50**	**13 00**
Do., ½s, flat, 8 doz. case	**13 00**	**14 00**
Pink, 1s, tall, 4 doz. case	**6 00**	**6 50**
Do., ½s, flat, 8 doz. case	....	**8 00**
CANNED FRUITS (Canadian)—		**Per case**
Apples, 6 tins, in case	....	3 25
Blueberries, 2s, 2 doz. case	....	**6 75**
Cherries, 2s, 2 doz. case	....	**6 70**
Gooseberries, 2s, 2 doz. case	....	**7 50**
Lawtonberries, 2s, 2 doz. case	....	**8 00**
Peaches, 2s, 2 doz. case	**6 60**	**7 10**
Pears, 2s, 2 doz. case	**6 45**	**7 00**
Plums, Green Gage, H. S. 2s, 2 doz. case	....	**6 00**
Plums, Lombard, H.S. 2s, doz. case	....	**5 95**
Plums, Lombard, L. S., 2s, 2 doz. case	....	**4 65**
Raspberries, 2s, 2 doz. case	**8 00**	**8 60**
Strawberries, 2s, 2 doz. case	**8 00**	**8 60**
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	**10 60**
Peaches, 2½s, 2 doz. case	....	**9 15**
Peaches, sliced, 1s, 4 doz. case..	....	**10 85**
Do., Halves, 1s, 4 doz. case	....	10
Do., 2s, 2 doz. case	....	**6 50**
Pears, 1s, 4 doz. case	....	**13 25**
Pineapple, sliced, 2s, 2 doz. case	....	7 50
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 70
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corns, 2s, 2 doz. case	3 85	4 10
Peas, standard, 2s, 2 doz. case	3 25	4 10
Peas, Early June, 2s, 2 doz. case	4 65	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	5 60
Pumpkin, 2½s, 2 doz. case	3 80	4 85
Sauer Kraut, 2½s, 2 doz. case	3 80	3 90
Tomatoes, 2½s, 2 doz. case	4 05	4 35
Spinach, 2½s, 2 doz. case	....	5 80

DRIED FRUITS QUIET

Winnipeg.

DRIED FRUITS.—The entire dried fruit market is more or less marking time and no material developments are expected for at least a week or so. Buyers are reluctant to take hold of independent packs of new crop California raisins. The prune situation is showing a weaker tone. The prune association is still awaiting the development of the industrial situation before naming opening prices.

DRIED FRUITS		
Evaporated apples, per lb.	....	0 25
Currants, 90 lb., per lb.	....	0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.	....	0 12
Dates, Hallowee, bulk, lb.	....	0 13
Jamaica, roasted, best grade, lb.	0 23	0 30
Do., pkgs., 8 doz. case, lb.	....	**0 09**

Loganberries, 8 oz., 4 doz. case, pk...		**0 27¼**
Peaches, standard, per lb.		0 21
Do., choice, per lb.		0 22
Do., fancy, per lb.		0 25
Do., Cal., in cartons, per carton	**1 00**	**1 20**
Pears, extra choice, per lb.		**0 30**
Do., Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.		**0 24**
40-50s, 25s, per lb.		**0 20**
50-60s, 25s, per lb.		**0 17½**
60-70s, 25s, per lb.		0 16
70-80s, 25s, per lb.		**0 14½**
90-100s, 25s, per lb.		**0 12½**
In 6-lb. cartons, carton	**0 73**	**0 80**
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		**0 21½**
Do., pkg., 12 oz., fancy, per pkg.		**0 17½**
Do., 16 oz., choice, per pkg.		**0 21**
Do., 12 oz., choice, per pkg.		**0 16**
Cal., 5 lb. cartons, per carton		**1 15**
Do., bulk, 25-lb. boxes, per lb.		**0 20**
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.		**0 20**
Do., bulk, 25-lb. boxes, per lb.		**0 22**
Do., bulk, 5-lb. cartons, per carton		**1 15**
Do., Cal. Muscatels, 5 lb. carton, per		
Apricots—		
carton		**1 15**
Do., Standard, 10s, per lb.		**0 32**
Do., 25s, per lb.		**0 30**
Do., Choice, 10s, per lb.		**0 34**
Do., 25s, per lb.		**0 32**
Do., Fancy, 10s, per lb.		**0 36**

CEREALS RULING STEADY

Winnipeg.

CEREALS.—There is no change in quotations on package cereals. On many of the lighter breakfast foods the retail trade is devoting its attention to getting rid of as much as possible before the demand for heavier cereals starts. The prospect of generous crops in the majority of grains has eased the bulk cereal market.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.	3 85	4 25
Do., 36s, case, square pkts.		4 00
Do., 18s, case		1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case		2 85
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 65
Do., 40s, per bag		1 40
Do., 20s, per bag		0 75
Do., 10-8s, per bale		3 40
Oatmeal, 98s, gran. for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bushel		4 75
Peas, split, yellow, 98s, per bag		8 00
Do., split, yellow, 49s, per bag		4 10
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Barley, pot, 98s, per bag		3 20
Do., pot, 49s, per bag		1 65
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 35
Do., pearl, 24s, per bag		1 15
Cornmeal, 98s per bag		2 75
Do., 49s, per bag		1 45
Do., 24s, per bag		0 75
Do., 10-lbs. per bal.		3 35
Buckwheat, Gritz, 98s, whole, per bag		6 00

JAMS CONTINUE FIRM

Winnipeg.

JAMS.—There is no change in the jam situation. Manufacturers are maintaining their prices and the demand for the better grades is showing a slight improvement. New plum jam will be much lower due to the heavy crop in the east this year.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80
Peach, 4s, per tin	0 70	0 80
Compound (all flavors) 4s tin	0 45	

FLOUR UNCHANGED

Winnipeg.

FLOUR.—The market for flour is steady and unchanged with prices to the trade quoted at $3.75 per 98 pound bag.

FLOUR—	
98 lb. sacks	3 75
Two 49 lb. sacks	3 82½
Four 24 lbs. sacks	3 92½

QUIET NUT MARKET

Winnipeg.

NUTS.—The nut market is reported dull and no signs of renewed activity are expected until the cooler weather increases consumption. New crop California almonds are offered by the independent packers at ½c. per lb. lower than the almond growers' association.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 28
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

ORIENTAL RICE FIRM

Winnipeg.

RICE.—The Oriental rice market is firm but not active. Southern rice is reported firm but some holders are making concessions in order to reduce their supplies of old rice before the new crop arrives.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	**0 08¼**
Do., 50-lb. sacks, lb.	**0 08⅝**
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

REDUCTION IN SUGAR

Winnipeg.

SUGAR.—There has been a reduction of 25c. per cwt. on Canadian refined. Winnipeg price is $8.25 per cwt.

SUGAR—	
Extra gran., bags, 100 lbs.	8 25
Do., gunnies, 5-20 lbs.	8 65
Do., cartons, 20-5 lbs.	8 85
Do., gunnies, 10-10 lbs.	8 75
Yellow, No. 1, lt. bags 100 lbs.	7 85
Do., golden bags, 100 lbs.	7 75
Powdered sugar, bbls.	8 65
Do., boxes, 50 lbs.	8 85
Do., boxes, 25 lbs.	9 05
Icing, barrels	8 75
Do., boxes, 50 lbs.	8 95
Do., boxes, 25 lbs.	9 15
Soft lumps, boxes, 100 lbs.	9 05
Do., boxes, 50 lbs.	9 35
Do., cases, 20 cartons	10 10
Do., cases, 40-½ lbs.	10 85
Small lump boxes, 100 lbs.	8 95
Do., boxes, 50 lbs.	9 05
Do., boxes, 25 lbs.	9 25
Do., cartons, 50 2-lb.	10 35
Do., boxes, 25 lbs.	9 05
Hard lump boxes, 10 lbs.	9 20
Do., boxes, 50 lbs.	9 35

SPICE MARKET ACTIVE

Winnipeg.

SPICES.—There is an active enquiry for spices at the present time. With the pickling and preserving season in full swing there is a heavy demand for most lines. Cloves and nutmegs on the primary market are firmer while mace is reported scarce.

SPICES—	
Allspice, Jamaica, best qual., lb.	**0 18**
Cassia, Batavia, per lb.	0 38
Do., China, per lb.	0 26
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 58
Cinnamon, Ceylon, per lb.	0 50
Do., No. 10, carton, doz.	**0 75**
Do., Zanzibar, per lb.	**0 60**
Ginger, washed, Jamaica, No. 1	0 55
Do., Jamaica, No. 2	0 50
Do., Japan or Africa, lb.	0 20
Mace, extra bright Penang, lb.	0 65
per lb.	0 37
Do., Amboyna, per lb.	0 90
NUTMEGS—	
Nutmegs, extra large brown, 70 lb., per lb.	0 55
Do., large brown, 85 lb., per lb.	0 40
Do., med. brown, 110 to lb., per lb.	0 35
Do., carton of six, per doz.	**0 80**
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	**0 35**
Pickling, ¼-lb. pkg., per doz.	0 90
Do., bulk, No. 1, per lb.	0 22
Do., No. 2, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18
Do., No. 2, per lb.	**0 16**
Do., No. 1 4 oz. cartons	1 30
Cassia, No. 1 bulk, per lb.	0 27
Do., No. 2, bulk, per lb.	0 25
Do., No. 1, 2 oz. cartons	0 95
Cloves, bulk, per lb.	0 63
Do., 2 oz. cartons	**1 45**
Do., 4 oz. cartons	2 75

SYRUPS ARE UNCHANGED

Winnipeg.

SYRUPS.—There is no change in quotations on corn and cane syrups. Buyers are purchasing supplies as they actually need them.

CANE SYRUP—	
No. 2s, 2 doz. case	5 55
No. 5s, 1 doz. case	6 50
No. 10s, ½ doz. case	6 05
No. 20s, ¼ doz. case	5 70
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	17 80
Pure, 5s, per case of 1 doz.	16 20
Pure, 10s per case of ½ doz.	15 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 85
5 lb. tins, 1 doz. case	8 00
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½s, tins, 4 doz. case	4 15
2s, tins, 3 doz. case	3 40
2½s, tins, 2 doz. case	3 25
5s, tins, 1 doz. case	3 00
10s, tins, ½ doz. case	2 90

STARCH IS STEADY

Winnipeg.

STARCH.—The demand for starch is met by the placing of orders in a routine way and in sufficient volume to hold the market steady.

STRONG TONE TO TEA

Winnipeg.

TEA.—All reports point to a stronger tea market. Indians are up a penny a pound and Ceylons are also reported firm. Buying has been stimulated on the local market as with values higher and spot stocks light the trade has realized that present prices are below replacement costs.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36

Continued on page 34

MARKETS BY WIRE

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Sept. 6.—Few changes are announced in the markets for groceries here this week. Grapefruit is quoted at $9.50 per case, onions at $2.50 per cwt. Granulated sugar is $7.50 per cwt. and No. 1 yellow is $7 per cwt.

Rolled oats, bag		3 75
Do., bbls.		8 50
Cornmeal, gran., bags		2 75
Rice, Siam, per cwt.		6 60
Tapioca, per 100 lbs.		9 50
Sugar, gran. cwt.		7 50
Do., No. 1, yellow		7 00
Molasses, gal.		0 65
Tomatoes, cans, doz.		1 90
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 13
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 46
Walnuts		0 23
Almonds		0 22
Brazils		0 20
Peanuts		0 18
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bushel	0 80	0 90
Onions, 100 lbs.		2 50
Pork, clear, bbls.		33 50
Oranges, per case	10 00	12 00
Bananas, per lb.		0 08
Lemons, case		6 00
Grapefruit, case	9 50	
Pigs' feet, per 20-lb. pail		2 25
Hams, shoulder, per lb.		0 22
Bacon, side per lb.		0 33
Bacon roll, per lb.		0 62
Lard, pure, in pails, lb.		0 17
Lard, pure, in tubs, lb.		0 16½
Shortening, in pails, lb.		0 16
Shortening, in tubs, lb.		0 1[illegible]
Butetr, creamery prints, lb.		0 37

WINNIPEG MARKETS

Continued From Page 33

Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

FRUITS ARE EASIER

Winnipeg.

FRUITS.—There continues to be the usual activity in the fruit market as receipts are heavy. Dealers are quoting Italian prunes in 25-case lots at $1.25. Elberta peaches are in good demand at $1.75 per case. Large quantities of Ontario plums are arriving and are selling freely at 40c. to 50c. per basket with damson at 80c. California Malaga grapes are slightly lower and quoted at $4.00. Concord grapes in packages of 5 lbs. are selling at 50c. Australian navel oranges are in good demand at the unchanged price of $10.50. Bananas are slightly easier and are quoted at 8½c.

FRUITS—	
Peaches, per case, Elbertas	1 75
Plums, per case	2 50
Pears, per case	3 50 3 75
Apples, per box	2 00
Apples, per basket	2 00

POTATOES ARE LOWER

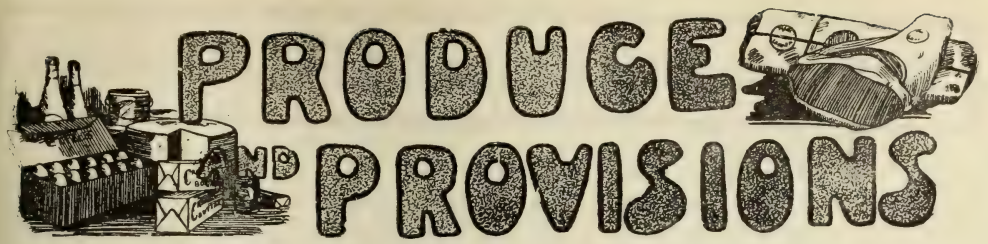
Winnipeg.

VEGETABLES.—Prices are inclined to be easier this week on potatoes, dealers quoting them at 40c. per bushel. There is a heavy crop of potatoes with a poor outlet as there is no export demand for same. Ontario tomatoes are quoted at $1 per basket with local at 8c. per lb. Vegetable marrow at 60c. per doz. and hubbard squash at 3c. per lb. are selling freely. There is a fair demand for cauliflower at $1 per dozen.

VEGETABLES—	
Cabbage per lb.	0 1½
Leaf lettuce per doz.	0 20
Head Lettuce, per doz.	0 50
Green onions per doz.	0 20
Cucumbers, per doz.	0 50
Tomatoes, per basket	1 00
Celery, per lb.	0 [illegible]



An attractive interior display as seen early in the season in a store in a Western Ontario town.



Cold Storage Holdings of Many Dairy and Meat Products Show Increase

Butter, Cheese and Eggs in Storage on August First Indicate Sharp Gain Over Corresponding Period of Last Year

OTTAWA, Sept. 6 (Special).—The dairy and meat products in cold storage at the beginning of August were, in many cases, considerably in excess of the holdings for the previous month, and also for the corresponding period last year.

The butter in storage amounted to 18,176,037 pounds of creamery and 551,650 pounds of dairy. Comparative figures show this to be an increase of 10.14 per cent. in the case of creamery and a decrease of 20.45 per cent. in dairy butter from the amount held in storage for the corresponding date last year. Comparisons with last month show increases of 19.95 per cent. and 25.80 per cent. in creamery butter and dairy butter respectively.

Cheese holdings totalled 16,707,234 pounds, an increase of 26.24 per cent. from last year and 81.56 per cent. from last month.

Storage Eggs Show Increase

The eggs in cold storage totalled 16,754,609 dozen; other than cold storage, 470,202 dozen, and frozen, 954,159 dozen. Comparative figures show an increase in cold storage eggs of 46.61 per cent. from last year and 10.55 per cent. from the previous month. Other than cold storage eggs decreased 27.23 per cent. from last year and 35.66 per cent. from July, while frozen eggs increased 34.46 per cent. from last year and 7.63 per cent. from July.

Oleo in Store is Less

A decrease of 39.05 per cent. from last year, and 51.15 per cent. from the previous month was shown in oleomargarine. The holdings at the beginning of August totalled 122,470 pounds.

Poultry and Fish in Store

Stocks of poultry were as follows.—105,920 pounds of broilers; 226,880 pounds of chickens; 184,154 pounds of fowl; 47,684 pounds of ducks; 84,934 pounds of geese; 191,849 pounds of turkeys and 141,380 pounds of unclassified The total of 982,801 pounds is an increase of 47.34 per cent. over last year and a decrease of 26.21 per cent. from last month.

There was a decrease of 28.25 per cent. in the amount of fish in cold storage compared with last year, an increase of 10.22 per cent. compared with the beginning of July. The holdings totaled 14,477,454 pounds in cold storage and 1,284,474 pounds other than in cold storage. The other than cold storage stocks of fish decreased 2.66 per cent. from last year and increased 68.08 per cent. from last month.

Fraser River Fishermen Oppose River Closing

New Westminster, B. C., Sept. 6 (Special)—The Fraser River Fisheries Board, will this week lay before the fisheries enquiry commission meeting here, certain recommendations against the proposed closing of the Fraser River for fishing.

A large increase over last year in cohoes, spring salmon, humpbacks and chums, has been noticed this year, and the fishermen voiced strong opposition to any measure which would close the Fraser River. Sockeye salmon showed a falling off this summer, which gave rise to the circulated report that the Fraser was "fished out."

As approved by the board the recommendations to the commission will include the following eight clauses:

(1) That absolute closure of the Fraser River be not recommended by the commission, as this board is strongly opposed to any such action. This year the Fraser was a big spring salmon producer. Closure would mean merely Canadian propagation for the benefit of American fishermen.

(2) Prohibit use of sockeye nets during July for four years. This would allow seeding of upper reaches of spawning areas.

(3) Closed season from 6 o'clock Friday evening until 6 o'clock on Monday morning. This would give the fish 12 additional hours to get up the river.

(4) Greater care and attention to natural spawning areas, including the elimination of chub, bullhead and other natural enemies of salmon fry, and in this class trout are placed as dominant.

(5) Extension of rearing pond system where feasible, and a close study of the system with a view to improvement.

(6) Cancellation of drastic regulations providing for confiscation of fishermen's boats and gear for breaches of regulations.

(7) Stability of regulations; that no change be made in those affecting the Fraser River without consulting this board, which has the interests of the industry at heart, and is composed of men of long experience in the various branches of the salmon fishing industry, and, therefore, capable of correct judgment.

(8) While the endeavor to have a "humpback" salmon run every year in the Fraser meets with our support, it is held that unless the department has substantial funds with which to carry on the work it would be better to devote available funds to the production of a higher grade of salmon.

SIBERIAN SALMON PACK IS INCREASED FOR THIS YEAR

Japanese interests operating on the Siberian coast increased their salmon pack materially over that of the year 1921. A recent advice was received from the Tokyo correspondent of the Vancouver Merchants' Exchange to the effect that the Kamchatka pack this year totalled 384,100 cases.

Of this amount, the letter states, 264,500 cases carried half-pound tins. This amount, it is pointed out, is considerably larger than that of last year.

A remarkable demand for salt salmon developed in North China in late July, the same correspondent says, one company receiving an order for 40,000 koku. Crabmeat, too, found popularity and the pack amounted to 82,147 cases in the past season on the Kamchatka coast.

"Oh, may he, who says from his depths of stupidity:
'It isn't the heat, it is just the humidity;'
In quitting this life with a temperature meet
Where humidity ain't, but there's plenty of heat."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 7.—There is little change in the produce market but almost throughout there is a stronger tone. This week should show an improved demand on account of the number of people who are returning to the city for the fall. This will no doubt have a noticeable effect on the meat market. Hogs are steady in price and beef quotations are unchanged. Butter and cheese show a firmer tone on account of an improved export market. Lard prices are unchanged. Smoked hams and bacon are reduced by a number of wholesalers but cooked meats are unchanged. Egg prices are so far steady but an advance may come in new laid eggs. A change in other grades is hardly expected. The fish market is more brisk but there are no price changes.

FIRMER TONE TO BUTTER

Montreal.

BUTTER.—Although there was a stronger tone to the butter market late last week, the heavier supplies offered as a result of the holiday had a weakening effect. The general feeling in the market is that there will be an advance in the price of creamery butter in the near future. The receipts however are much smaller than for the corresponding week one year ago and when the heavier buying comes this month, the market price is sure to reflect increased demand.

BUTTER—

Creamery prints, finest	0 37	0 38
Creamery solids	0 36	0 37
Dairy solids		0 30
Dairy Prints		0 28

CHEESE MARKET IS IMPROVED

Montreal.

CHEESE—The cheese market shows a stronger tone as a result of an improved demand in England. The local demand is just fair and wholesale prices are unchanged.

CHEESE—

Old colored, twins		0 22
Old white		0 22
New Large, per lb.	0 15	0 16
New Twins, per lb.	0 15	0 16
Fancy Old Cheese, per lb.	**0 28**	**0 30**
Triplets, per lb.	0 15	0 16
Stilton, per lb.		0 28
Quebec	0 15	0 16

EGG PRICES FIRM

Montreal.

EGGS.—The production of eggs seems to keep up and prices stand steady but without the promise of an advance just yet. New laid eggs and specials are firm but other grades are easy.

EGGS—

Specials		0 42
New Laid	0 37	0 38
Selects	0 34	0 35
No. 1	0 28	0 29
Storage		0 26

SMOKED MEATS LOWER

Montreal.

SMOKED MEATS—Lower prices were quoted early this week on smoked meats. The prices on smoked hams dropped one and two cents a pound. Light weight hams are quoted at 30 and 31c a lb. Breakfast bacon is also easier in price.

LARD PRICES FIRM

Montreal.

LARD—The lard market is without any feature of note, prices being steady with a fair trade passing for small lots to meet immediate requirements.

LARD—

Tierces, 350 lb.	0 15½	0 16⅓
Tubs, 20 lbs.	0 16	0 17
Pails, 20 lbs.	0 16½	0 17½
1 lb. bricks	0 17½	0 18½

COOKED MEATS ARE UNCHANGED

Montreal.

COOKED MEATS—The market for cooked meats is steady with a good demand. Wholesale prices are unchanged, except for some advances made in cooked veal.

COOKED MEATS—

Hams, cooked		0 47
Sandwich		0 54
Square hams		0 49
Smoked shoulders		**0 22**
Bologna	0 10	0 21
Corned Beef 1's, per doz.		**3 25**
Per doz. 2's		**5 75**

HOG PRICES STEADY

Montreal.

FRESH MEATS—The fresh meat market shows no change. Hog prices, both for the live and dressed hogs are steady. The demand for fresh pork and beef shows improvement but this week, with the return of many to the cities should show even more improvement. Beef prices are steady but veal shows another advance.

FRESH MEATS—

Hogs, Selected, weighed off cars		12.50
Fresh killed		18 75
Legs of pork, (foot on)	0 22	0 23
Loins (trimmed)	0 27	0 28
Trimmed shoulders	0 20	0 21
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front quarters	0 04½ 0 06	0 06½
Loins	0 18	0 21
Chucks	0 06	0 08

FISH MARKET IS IMPROVED

Montreal.

FISH—The demand for fish shows an improvement and the market throughout is more brisk. Prices are steady and the supplies are ample to meet requirements.

FRESH FISH—

Herring		**0 06**
Market cod, fresh		0 06
Steak cod		0 08
Haddock		0 07
Halibut		0 22
Lake Trout		**0 17**
Flounders		**0 08**
Mackerel		0 12
Brook trout		**0 50**
Spring salmon		0 25
Dressed pike		**0 13**
FROZEN FISH—		
Haddock		**0 06**
Halibut		**0 18**
Chicken halibut		**0 16**
Market cod	0 05	0 05½
Steak cod	0 05½	**0 06**
Dores	**0 13**	**0 14**
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21

TORONTO MARKETS

TORONTO, Sept. 6.—Actual changes in prices of produce lines are few this week. There is a tendency to easiness in the butter market, although there continues a moderate export inquiry. Supplies coming forward are inclined to be heavy, and storage stocks are in greater volume than a year ago. Much the same condition rules in cheese, with the difference that there is practically no export at the present time. Egg receipts show a very material falling off, and prices are higher as a result. Both fresh meats and provisions are unchanged. Cooked meats are in good demand. Poultry and fish are unchanged in price, with receipts of the former showing considerable improvement.

BUTTER INCLINED TO BE EASIER

Toronto.

BUTTER.—The butter market is inclined to be easier. There is a fair amount of export inquiry, but supplies coming forward are in good volume. Receipts are in excess of last year, as are also storage supplies. There is a fair amount of butter moving for immediate consumption. Prices are steady at last week's levels.

BUTTER—

Creamery prints No. 1	0 38	0 40
Creamery prints, No. 2	0 35	0 37

LITTLE EXPORT OF CHEESE

Toronto.

CHEESE.—The inquiry for cheese for export is not extensive at all, and

prices are inclined to easiness, although no change is reported as compared with a week ago. Receipts coming forward are fairly heavy, and with the export demand that is bound to come, prices are more than likely to advance. Dealers are quoting large new cheese this week at from 18 to 19c. and September cheese at from 22 to 23c.

CHEESE—

Large new	0 18	0 19
Do., Sept.	0 22	0 23
Stilton, new	0 22	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGGS ARE ADVANCING

Toronto.

EGGS.—Receipts of eggs here have shown a very marked falling off, and prices have advanced accordingly. Dealers are quoting number ones at from 33 to 34 cents per doz., and the selects at from 37 to 38c. per doz. In the cartons the selects are 40c. per doz.

EGGS—

No. 1, per dozen	0 33	0 34
Selects, per dozen	0 37	0 38
Selects, per dozen in cartons	....	0 40

NO CHANGE IN PROVISIONS

Toronto.

PROVISIONS.—No change is reported in the market for provisions this week. Prices are holding at the easier levels announced last week. The market for live hogs has been inclined to lower levels, and the provision market has been easy in sympathy. There is a very good inquiry, the Exhibition having stimulated the demand as far as Toronto itself is concerned. Outside buying, however, is also in good volume.

PROVISIONS—

Hams—		
Small 6 to 12 lbs.	0 32	0 35
Medium, 12 to 20 lbs.	0 32	0 35
Large, 20 to 35 lbs. lb.	0 26	0 29
Heavy, 35 lbs. and upward	0 22	0 23
Backs—		
Boneless, per lb.	0 41	0 43
Rolled, per lb.	0 49	0 50
Peameal	0 37	0 40
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 35
Do., special trim	0 38	0 40
Cottage rolls in casing	....	**0 38**
Cottage rolls	....	**0 37**
Rol., per lb.	....	0 34
Wiltshire (smoked boneless), lb.	....	0 30½
Do., three-quarter cut	....	0 33
Do., middle	....	0 34½
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.	....	0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 16-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.	....	**0 19**
Out of pickle prices range about 2 cents per pound below corresponding cuts above.		
Mess pork		36 00
Short cut backs, 200 lbs.		41 00
Pickled Rolls—		
Lightweight		**47 00**
Heavy		**36 00**
Above prices subject to daily fluctuations of the market.		

COOKED MEATS SELL FREELY

Toronto.

COOKED MEATS.—Cooked meats are selling this week at steady prices. There is a very good inquiry for the same. The square-pressed hams appear to have the better demand. They are quoted at 50c. per lb., the boiled hams being 48c.

COOKED MEATS—

Boiled ham, lb.	....	0 48
Do., square pressed	....	0 50
Boiled shoulders	....	0 44
Choice jellied ox tongue, lb.	....	0 60
Jellied pork tongue	....	0 33

Above prices subject to daily fluctuations of the market.

FRESH MEATS ARE STEADY

Toronto.

FRESH MEATS.—With prices for live hogs ruling at easier levels, fresh meats are slightly lower. There is a better inquiry for meats this week. Quotations show little change as compared with a week ago.

FRESH MEATS—

Hogs—		
Live, fed and watered, cwt.	13 25	13 50
Live, f.o.b.	12 50	12 75
Live, off cars	13 50	13 75
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 15 lbs.	....	0 27
Loins	....	0 32½
Fresh hams, lb.	....	0 27
Tenderloins, lb.	0 45	....
Picnics, lb.	....	0 18½
Montreal shoulders	....	0 20
Boston butts, lb.	0 24	0 25
New York shoulders	0 20	0 19½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	**0 18**	**0 22**
Ribs, lb.	**0 16**	**0 20**
Chucks, lb.	**0 07**	**0 09**
Loins, whole, lb.	0 28	0 30
Hips, lb.	**0 14**	**0 16**

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	**0 13**	**0 15**
Do., medium	0 09	0 10
Sheep, whole, lb.	0 08	0 15
Lamb, Spring, lb.	0 22	0 24

Above prices subject to daily fluctuations of the market.

LARD IS FIRM

Toronto.

LARD.—No change is reported in the market for lard this week. The demand is in the usual volume and dealers are quoting from 18½ to 19c. per lb. for the prints and at 16c. for lard on the tierce basis.

LARD—

1-lb. prints	0 18½	0 19
Tierces, 400 lbs.		0 16

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING IS EASIER

Toronto.

SHORTENING.—The tendency in the market for shortening is easier, and dealers are quoting somewhat lower prices this week. The 1 lb. prints are 16c. and on the tierce basis the quotation is 13½c.

SHORTENING—

1-lb. prints	0 16	
Tierces, 400 lbs.	0 13½	

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

POULTRY RECEIPTS INCREASING

Toronto.

POULTRY.—Receipts of poultry coming forward show some increase in the past week, and from now on dealers state there should be moderately heavy supplies. The demand has been better too, and a general improvement is noted. Dealers are quoting dressed turkeys at 35c. per lb., and spring chickens at from 30 to 35c. per lb.

POULTRY—

Prices paid by dealers—

	Live	Dressed.
Turkeys	**0 25**	**0 30**
Chickens, spring, over 2 lbs.	0 22	0 25
Roosters	**0 14**	**0 20**
Fowl, 4 to 5 lbs.	**0 20**	**0 25**
Fowl, over 5 lbs.	0 22	0 25
Fowl, under 4 lbs.	0 14	0 20
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 20	0 28

Prices to retail trade—

Turkeys dressed		**0 35**
Chickens, spring	0 30	0 35
Ducklings		0 35
Fowl, 4 to 5 lbs.		**0 30**

MARGARINE IS UNCHANGED

Toronto.

MARGARINE.—The market for margarine is unchanged, with wholesalers quoting margarine No. 1 at from 20 to 21c. per lb. and No. 2 at 16c.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

FISH IN BETTER DEMAND

Toronto.

FISH.—Dealers report a better inquiry for fish. Prices show little change as compared with a week ago. Supplies are plentiful. Whitefish is selling at from 14 to 15c. per lb., and medium halibut at from 20 to 21c. per lb., chicken halibut at from 19 to 20c. per lb. These are the lines that are selling chiefly.

FRESH SEA AND LAKE FISH—

Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Halibut, Med., lb.	0 20	0 21
Do., Chick, lb.	0 19	0 20
Whitefish, lb.	0 14	0 15
Trout, lb.	0 15	0 16
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
Salmon Red Spring	0 24	0 25

FROZEN FISH—

Halibut, medium	0 17	0 18
Do., chicken	0 16	0 17
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	0 12	0 13
Do., Qualla	0 09	....
Sea Herring	0 07½	0 08
White Fish	0 10	0 11

SMOKED AND SALT FISH—

Fillets, lb.	0 14	0 16
Kippers, box	3 00	....
Haddies, lb.	0 12	0 13
Shrimps, No. 6 can		13 00
Do., milkers, 10 lb. keg.		0 95
Holland Herrings, mixed, 10-lb. keg		0 85

WINNIPEG MARKETS

WINNIPEG.—The produce market is quiet with little feature of note except the decline in the price of cheese. Butter is ruling steady. Eggs are unchanged and an improvement is noted. Lard and shortening remains steady. Live hogs are firmer and have advanced to $13 per cwt. The enquiry for fish and poultry is quiet with no change in prices. Smoked and cooked meats maintain their present prices.

BUTTER MARKET STEADY

Winnipeg.

BUTTER.—The butter market is ruling steady. Dealers report a better enquiry and prices on No. 1 creamery prints are 38c. per lb.

EGG MARKET STEADY

Winnipeg.

EGGS.—The egg market holds steady with an improvement in the demand. Wholesalers are quoting fresh eggs in cartons at 35c. per doz. and No. 1 cartons at 27c.

CHEESE PRICES LOWER

Winnipeg.

CHEESE.—There has been a decline in cheese quotations. Ontario large is

quoted at 19c. per lb. with Stilton at 22½c. per lb. The market is quiet with little movement.

CHEESE—	
Stilton cheese, large, lbs.	0 22½
Ont., large, lb.	0 19
Ont., twins, lb.	0 19½
Ont., tripelets, lb.	0 20

LARD PRICES STEADY

Winnipeg.

LARD.—Lard prices are steady with a fair movement of supply and no indication of a change in price in either direction.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 17
Do., wooden pails, 20-lb. pails	3 80
Shortening, tierces of 400 lbs.	0 16½
Do., per pail, 20 lbs.	3 50

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS.—The cooked meat market is steady with a firm tone. The demand for all lines of cooked meats continues good and quotations remain unchanged.

COOKED MEATS—	
Hams, best quality, skinned, 8-14 lbs.	0 48
Do., 13-1 lbs.	0 48
Roast ham, lb.	0 48
Roast shoulders, lb.	0 40
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lib.	0 13

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS.—There is no change in the market for smoked meats. Prices are steady and an improvement in the demand is noted. With the live hog market showing a slightly firmer tone it is not likely there will be any declines.

SMOKED MEATS—	
8 to 16 lbs., per lb.	0 35
16 to 20 lbs., per lb.	0 35
Boneless, 8-14 lbs., per lb.	0 40
Skinned, 18 to 22 lbs., per lb.	0 40
Good veal, 40 to 80 lbs., hind quarters	0 25
Bacon, to 10 lbs., per lb.	0 42
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 34

POULTRY QUIET

Winnipeg.

POULTRY.—Trade in poultry is inclined to be quiet. Receipts arriving are limited and the demand is light.

POULTRY—	
Broilers, 1½ to 2 lbs., per lb.	0 43
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22 0 28
Roosters, per lb.	0 20
Turkeys, young, per lb.	0 42

FISH MARKET UNCHANGED

Winnipeg.

FISH.—There is no new feature of note in the fish market. The demand is fair and the call is principally for halibut and salmon.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases, 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Haddies, in 30-lb. cases, per lb.	0 12

FIRMER TONE TO HOGS

Winnipeg.

FRESH MEATS.—The hog market is showing a firmer tone and has advanced to $13 per cwt. The lamb market is active and prices have advanced 50c., choice lambs selling at $11.50 and the other grades quoted at $6 to $8. The cattle market is active and an advance of 25c. is quoted on the better quality.

HOGS—		
Selected, live, cwt.	13 00	....
Heavier	6 50	9 50
Lights	11 50	12 50
Sows	6 50	8 50
Fresh Pork—		
Legs of pork, lb.	0 22	0 28
Spare ribs	....	0 15
Loins of pork, lb.	0 28	0 32
Fresh hams, lb.	0 26	0 [illegible]
Shoulders	0 18	0 21
Fresh beef—from steers and heifers—		
Hind quarters	0 15	0 20
Front quarters	0 06	0 10
Whole carcass, good grade, lb.	0 10	0 15
Mutton—		
Choice, lb.		0 19
Lambs—		
Choice		0 30
Veal—		
Skinned, 18 to 32 lbs., per lb.		0 26

TURNOVER—WHAT IT IS, WHAT IT DOES

Continued From Page 27

fit of better relations with creditors. They are also in a better position to take advantage of all discounts and to make their purchases more deliberately and independently than they otherwise would be.

Some further points dealt with in this bulletin with regard to methods of calculating turnover and increasing it will be dealt with in the next issue.

ESTABLISH RIGID TERMS OF PAYMENT

Continued From Page 21

grades of prunes ties up necessarily $1.50."

I told him the question of suitable, inexpensive fixtures for bulk prunes and other dried fruits is now being studied. Then I added: "But, frankly, I do not see how you can expect to get any suitable fixture for less than the price you name. The interest charge against $1.50 is either nine or ten and one half cents a year, depending on whether you figure at six or seven per cent. You have no depreciation because you can change the cans from time to time. The cans are as clean and moth proof as probably any fixture can be. Any time you care to quit handling bulk prunes, permanently or temporarily—or when any other dried fruit is out of season, which now is never the case with prunes—you can return the cans you do not care to use longer, and get your entire original investment out of them."

The Air Content of Butter

"ABOUT TEN per cent. of the volume of butter consists of air," says Jaques W. Redway, F.R.G.S., Mount Vernon, N.Y., in the Medical Times. "Air and its dust content is carried into the milk at the moment of milking. Still more is blown into it during the cooling process. Another addition is made at the separator. Some is churned into it—a considerable proportion in fact. In the kneading process air is worked into the butter; it is likewise kneaded out.

"The effect of churning air into a food product is illustrated in the case of fabricated ice cream. Six or seven gallons of the fabricated mixture is put into the freezer and churned or stirred until the volume is increased to ten gallons, by the addition of air.

"Now, if the air that is churned into butter were pure and free from dust, one might assume that the occluded air would be harmless. Perhaps this might be the case, but experiment has shown that the contrary very probably is true. Butter exposed to the air becomes rancid unless a preservative is added. So does butter packed tight in firkins. It is the air within quite as much as the air without which causes the change. It is oxidation as well as putrefaction.

"The Department of Agriculture has presented some figures worth noting. Freshly churned butter was analyzed as to its free oxygen content at measured intervals. When the butter was kept in still air at a temperature of 32° Fahrenheit, the changes in the amount of free oxygen were slow. An average of many samples showed that at the end of less than two months four-fifths of the free oxygen had entered into chemical composition with the butter fat. At ordinary room temperatures the disappearance of the free oxygen was very rapid. That is, an oxidation of the elements of the butter fat had occurred, which not only impaired the flavor of the butter but also caused a destruction of the vitamines. With the loss of the vitamines the food value is lowered, or perhaps disappears; there remains only the fuel value.

"The moral is obvious. Foods require preservatives; otherwise they must be prepared in an atmosphere which contains no free oxygen. Professor W. P. Heath finds that an atmosphere of carbon dioxide is effective in preventing oxidation; it also imparts a pleasant flavor to butter.

"In the manufacture of butter Professor Heath forces carbon in the churn at the bottom, thereby displacing the air at the top. With careful manipulation, practically all the free oxygen is expelled and the prepared butter is aerated with an atmosphere which not only prevents rancidity but preserves the vitamines as well."

LIPTON'S

HIGH-CLASS JAMS, JELLIES, Etc.

Made in our own Preserve Works from Finest Fruits

JAMS and MARMALADE

Awarded Grand Prize, Liege Exhibition, 1905; Gold Medal, Paris Exhibition, 1900

HIGH-CLASS PICKLES
IN PURE VINEGAR

Awarded Gold Medal, Liege Exhibition, 1905

Agents for Canada:

Harris Abattoir Co., Limited, Toronto



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Customers bringing repeat orders mean many sales for you. Be ready for them. Order your supply of Maple Leaf Pork Sausage now.

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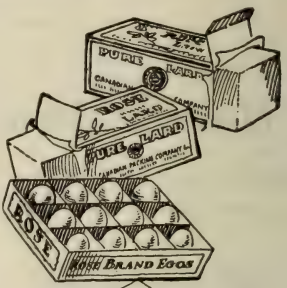
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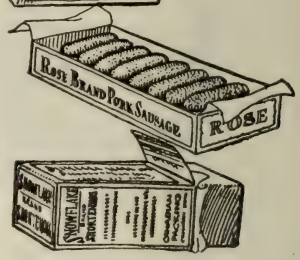
ROSE Brand gives the **customer** a means of identifying goods she can rely on—it does away with indiscriminate "hit or miss" buying—and it protects **you** against the dissatisfaction of your customers. Let the people who come into your store know the kind of goods you sell by keeping Rose Brand products well displayed.

As the merchant of other days regarded his sign as the symbol of character, so do we regard our "sign," the Rose Brand, placed upon the very highest quality products this organization prepares.









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TORONTO ONTARIO

PACKING HOUSES	BRANCHES
Brantford	Fort William
Toronto	Sudbury
Peterboro	Sydney, N.S.
Montreal	Charlottetown, P.E.I.
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CPC

The Perfect Wood Container



for all food products in bulk, is

"Riteshape"

No odor, no contamination, no waste—and an appearance that is ABSOLUTELY *RIGHT*.

The "Riteshape" is the cheapest container you can get for serving bulk foods, such as butter, lard, dripping, fish, bacon, cold cooked meats, fruit, vegetables, etc. It's the **cheapest** simply because it's the best. No defective dishes. No waste of the goods. No contamination. Requires less paper and string to wrap. Is more compact and neater in appearance than any other wood or paper dish.

Write for Samples and Prices

The "Riteshape" comes in all sizes from ½ lb. to 10 lbs., packed in sealed wrappers containing an average day's supply—the whole shipment in strong wooden crates. If you want to give your customers the best service, as well as saving your own time and money you will use the "Riteshape." Why not begin **now?**

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439-441 Wellington St. W., Toronto **382 Notre Dame St. W., Montreal**

Sole Canadian distributors for the Oval Wood Dish Corporation, New York

57

A Half Century of Popularity

Two years ago H. J. Heinz Company celebrated its fiftieth anniversary—the completion of fifty years of growth and development. During the trying time which has elapsed since that anniversary the company has continued its prosperous progress.

Fifty-two years of continued use have not dulled the appetite of the consuming public for these foods in which quality has always been the first consideration. That is why retailers still find that the 57 Varieties are in constant demand and that the rapid turnover brings a steady flow of profit and an increasing list of satisfied customers.

H. J. Heinz Company

57 Varieties

THE BEST IN 1750 STILL LEADING

PURNELL'S

Pure Malt VINEGAR

Since "Purnell's" was put on the Canadian market over 40 years ago it has established itself as the most popular MALT VINEGAR used in the Dominion.

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

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The Dealer's Chance!

The new 15c. cigarette your trade has been waiting for! A Macdonald product with Macdonald quality and the usual generous Macdonald profit to the seller.

The Tobacco with a heart



10 for 15c

Announcing the Establishment of Our Eastern Ontario Branch

Every dealer in high class food products will be interested to hear that we have opened an Eastern Ontario branch for the accommodation of our customers.

Our same policy of prompt, attentive service will be carried out in the new establishment, which has been operating in the past by the firm of Major and Soublières, whose interests we have acquired. The branch will continue under the management of Mr. Major.

Pursuing our usual policy of helping the Retail trade with practical service, we are opening an exhibition booth in the Pure Food Building at the Ottawa Fair, and you may feel sure that it is one which will be found extremely interesting to the public at large, for it will exhibit a range of imported and domestic food specialties of a quality unequalled.

List of Products

"Soleil" Peas and Vegetables
Moon Brand
French Alimentary Pastes
Blue Bird Tea
Victoria Brand Food Specialties
Canadian Vinegar Co.
Plagniol Olive Oil
"Le Soleil" Castile Soap
Roberts "Vichy-Lemonade"
"Neptune" Vichy Water
Perrier Aerated Water

Laporte, Martin Limitee

Wholesale Grocers

Montreal and Ottawa





Ford CAR WINS GOLD MEDAL as Pathfinder of the Canadian Rockies

FORD CAR PILOTED BY GEORGE GORDON MAKES FAST TIME TO COAST AND GETS GOLD MEDAL.

Made Trip of Seventeen Hundred Miles Over Rocky Mountains in Eight Days without Repairs or Change of Tires.

[*From the Edmonton Journal, July 15th*]

The recent pathfinding tour from Edmonton to Victoria, B.C., brought further laurels to the Ford Car and it demonstrated that this popular car can be operated successfully under the most severe conditions.

When the City of Victoria offered a gold medal to the driver of the first car to blaze a trail from Edmonton to Victoria via Jasper Pass, Yellowhead Pass and Kamloops, it was considered an almost impossible feat, and if accomplished the trip would take from three to five weeks and the car would be almost a wreck.

A motor road between Edmonton and Victoria has been the dream of Western Canadians. An automobile had never crossed the Rocky Mountains. Mr. George F. Gordon, the winner of the Gold Medal gives unstinted praise to the Ford Car in which he made the trip:—"I knew that if any car got through in reasonable time it would be the Ford, and to back my own faith, I purchased a new Ford Roadster. We never had the slightest trouble with the engine, and we found it economical on both tires and gas. We had no further damage than a broken spring leaf, and never used any of the spare parts. The tires do not show any wear at all, nor did we have a puncture. If I should ever have occasion to make a similar trip I will take a Ford."

Remarkable, Yes! Unusual, No! Every day on the ragged edge of civilization, hundreds of Fords blaze new trails, do the impossible. Sufficient publicity has not been given to the unbelievable performances of the Ford.

128

FORD MOTOR CO. OF CANADA, LIMITED, FORD, ONTARIO

This Is The Time
For
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"Elberta Peaches"
For Preserving

Car Lots or less from the best packers in the Niagara Peninsula.

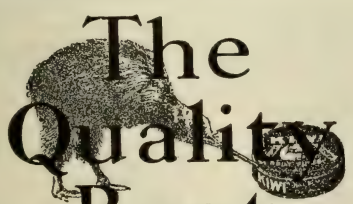
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TORONTO - ONT.

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic Fruit and Vegetables

LEMON BROS.
OWEN SOUND, ONT.

The Quality Boot Polish
IS UNQUESTIONABLY
"Kiwi"



AGENTS
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Riggs-Selman Buildings, Pender Street, Vancouver.
G. W. Price & Company,
Lombard Bldgs., 70 Lombard Street, Toronto, Ontario.
Kiwi Polish Co., Pty., Ltd.,
London, Eng.

There are many good boot polishes on the market—but only one "KIWI." Its great and rapidly-growing reputation is based on that best of all testimony—the glowing praises of the user.

It never varies in the smallest degree from its original high standard, hence it can be safely recommended.

CANNON'S GELATINES

Have you tested the product of the new plant?
They are justly acclaimed

THE WORLD'S PREMIER GELATINES

Samples gladly sent on request.

CANNON CANADIAN CO. LTD.
Toronto **Montreal**



Toilet Papers

INSURING AN EXCELLENT

Profit

FOR WHOLESALER AND RETAILER



"WHITE CROSS" is a pure, bleached-white, genuine crepe paper. It is exceptionally soft and strong—is purchased by the discriminating customers. Each roll weighs 8 ounces.



"BLUE BIRD" is a Manilla genuine crepe tissue. Very soft and strong and the only genuine crepe roll made in Canada at the price. Each roll weighs 6 ounces.



"OLD DUTCH" is a plain Manilla Duplex Tissue. A very popular brand for those who prefer a plain tissue. Each roll weighs 11 ounces.

You May Buy With Confidence, These Registered Brands of Toilet Tissue

Write for Free Carton of Full Roll Samples and Prices.

Interlake Tissue Mills Co.
Limited

Head Office, 54 University Avenue, Toronto, Canada.
Branch: McGill Bldg., Montreal. Que.
Mills at Merritton, Canada.

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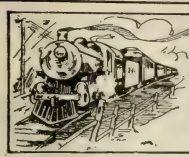
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BUYERS' MARKET GUIDE
Latest Editorial Market News



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QUALITY VINEGAR
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W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto.
J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

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OF SUPERIOR QUALITY
At a Reasonable Price
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CANADIAN GROCER
it will help to identify you

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CHANGE OF ADDRESS
A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

OLIVE CROP IS REPORTED SHORT

The olive is an exception to the general rule of luxuries which never sell so well during a financial or industrial depression, says the New York Journal of Commerce. Sales of old crop Spanish olives have been unusually good this season and there is every indication to point to a remarkably firm market during the balance of the 1921 crop season. Cables from Seville are disappointing as to 1922 production, even more so than previously. It is stated that Queens will be hardly half of normal, with Manzanillas even less promising. Consequently the prices abroad on what few stuffed Manzanillas remain are stiffening and 120 pesetas is asked for poor assortments, which run 90 per cent. small sizes, which are the undesirable kinds. Old crop at Seville is reported to be practically cleaned up, as indicated by the last cargo which is just in. The boat brought in only 700 hogsheads and none is due for about forty-five days. The market, in a jobbing way, is decidedly better at a considerable price betterment. The big operators are picking up stuffed Manzanillas, as this fruit seems to be increasing in popularity with consumers. At the moment, it seems to be more a question of getting olives later on than of prices, and the prospects are that when quotations on new crops are announced in November they will be on an extremely high level.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
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C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

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Do Your Own Card Writing
Write for our Catalogue which will tell you what you need. Best goods at Closest Prices.
ARTISTS' SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

When Writing Advertisers
Please Mention
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are Offered
Every Week
On This Page.
Are you making
use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.



HANDLED BY
Wholesale and Retail Druggists
AND
Wholesale and Retail Grocers
HAROLD F. RITCHIE & CO.
LIMITED
SALES AGENTS FOR CANADA
10 McCaul Street, Toronto, Ont.

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FOR SALE: Two grocery stocks and businesses. Will sell separated. Modern fixtures in both. No. 1 store turnover fifty thousand a year. Carrying between 4 and 5 thousand dollar stocks. No. 2 store turnover twenty thousand a year, carrying about 12 hundred dollar stock. Both are well located. Will rent fixtures and stores. Good reasons for selling. Apply to owner of business and buildings. A. E. Stirling, 188 Park Street, Chatham, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, Sumach St., Toronto.

When writing to advertisers kindly mention this paper.

WANTED

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

WANTED—POSITION AS MANAGER OF grocery department or store in Ontario. Live man, eight years' experience. Good references, Box 244, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITION WANTED—CLERK OR MANAGER in general store. Speak French and English. Age 27. References. Will consider proposition in Northern Ontario. Box 95, Canadian Grocer, 128 Bleury Street, Montreal, Que.

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Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

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MacLean Publishing Co.

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(Write plainly.)

Address.....
(Write plainly.)

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This is the slogan which is selling

"Vittoria" Brand

Pure Lucca Olive Oil

There are many brands on the market catering to many tastes but the genuine pure imported brand—the original quality—shipped in the original containers—sold at the original pre-war prices.

Order direct or from your Wholesaler.

"VITTORIA BRAND

12—1 gallon tins, per gallon $3.50
24—½ gallon tins, per gallon $3.60
48—¼ gallon tins, per gallon, $3.75
40—⅛ gallon tins, per gallon $4.25
80—1/16 gallon tins, per gallon $4.75

For those who prefer it in bottles we recommend our

"VERITAS" BRAND

24—4 oz. bottles, per dozen $2.50
24—8 oz. bottles, per dozen $5.00
12—12 oz. bottles, per dozen $6.00

The CHARLES CICERI Company Limited

Established 1897

Specialists in Italian Products

84-86 St. Peter Street, - - MONTREAL

Ring Up More Sales—Carnation Sales

Carnation advertising is telling your customers week by week of the convenience of Carnation Milk—and that you, the grocer, are their milkman.

Ring up more sales, and make a bigger volume and a more rapid turnover. Tie up your store with Carnation Milk advertising and be the milkman for your customers. Get a Carnation display. They are free—on request. Ask our representatives or write to us for window trims; giant Carnation carton; counter cut-out; counter stand; Carnation recipe folders; Carnation streamers or hangers.

Your jobber can supply you.

CARNATION MILK PRODUCTS CO., Limited, Aylmer, Ontario.

Carnation

"From Contented Cows"

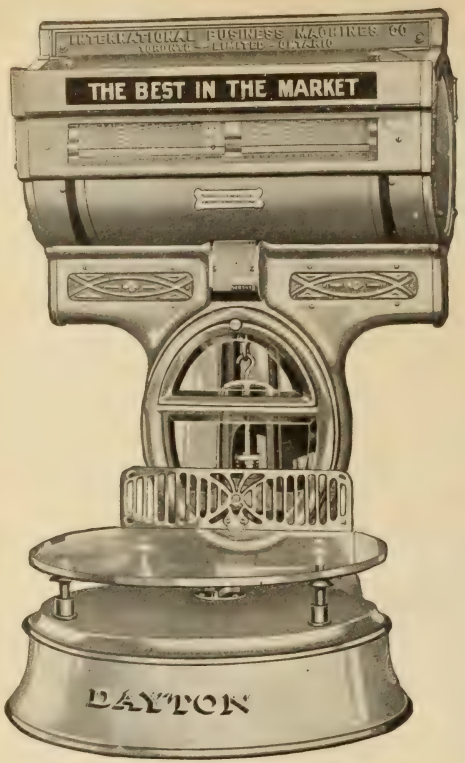


Milk

The label is red and white

3 Sizes—6 oz.—16 oz.—32 oz.

Made in Canada



THE NEW GREATER DAYTON

Points of Superiority

The following points, among many others, give the leading place among scales to

The New Greater DAYTON

Mechanism Fully Enclosed—No dirt, no dust gets into the fully enclosed mechanism to interfere with the working parts.

Low, Plate Glass Platform—Clean, smooth, sanitary; permits weighing of tall sacks without obstructing view of chart.

Wire Line Indicator—Points out for you the exact weight and the selling price to the fraction of a cent.

Spirit Level—Shows you at a glance whether your scale is level.

Beautiful and Durable Finish—Turquoise blue durable oven-baked enamel finish. Trimmings of heavy nickel plating over a base of brass.

DAYTON International Scales

are accurate—they protect your profit. They show both you and your customer the exact weight of the purchase and automatically compute the selling price. No pencil figuring, no guessing, no chance for a mistake.

We also make the International Recording Door Lock and Autograph Recorder—the finest protective system that any business can have. Write for descriptive literature.

The Dayton is Sold on attractive monthly payments. Discount for cash.

INTERNATIONAL BUSINESS MACHINES CO. LIMITED

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Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Montreal, Quebec, Ottawa, St. John, N.B., Halifax, St. John's, Nfld.

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CANADIAN GROCER

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The Largest Circulation of any Trade Paper in Canada
THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., SEPTEMBER 15, 1922 No. 37

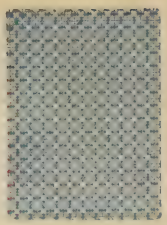


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Sports

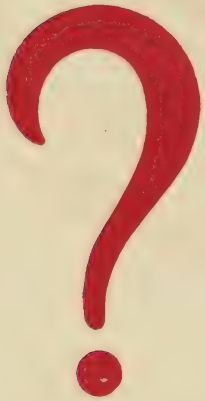

Golfer


Colonial Bridge


Buffalo (Poker)


Pyramid

SPORTS DESIGNS



How many people come into your store in a day?

Count them—their number will surprise you!

Everyone of them can use Playing Cards—in fact just await your suggestion that they buy.

Figuring **every** customer as a Playing Card user, send your jobber an order at once for a stock of our Playing Cards.

CONSOLIDATED
LITHOGRAPHING & MANUFACTURING COMPANY,
LIMITED.
MONTREAL, CANADA.

Why the N. D. G. Stamp Helps You Sell Grapes

You know from experience that your customers have more confidence in goods that are trade-marked. The same is true of grapes. Your customers know that grapes from the Niagara Peninsula stamped with the mark of the Niagara District Growers are higher in quality than ordinary grapes. For this reason with N. D. G. grapes your sales and profits are always bigger.

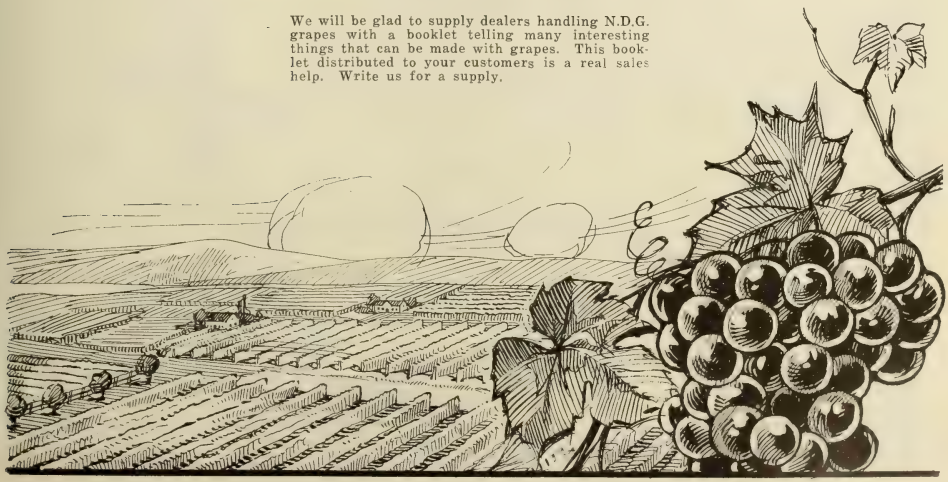
The Blue Worden varieties of N. D. G. grapes now being offered are the finest that have come from this famous district in several years.

Order now through your jobber.

NIAGARA DISTRICT GRAPE GROWERS
LIMITED

St. Catharines - Ontario

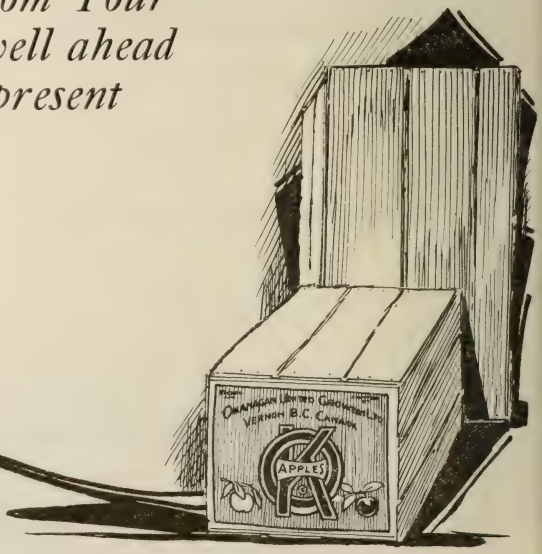
We will be glad to supply dealers handling N.D.G. grapes with a booklet telling many interesting things that can be made with grapes. This booklet distributed to your customers is a real sales help. Write us for a supply.



Sell by the BOX!

YOU'LL have no trouble selling "O.K." Apples by the Boxful —it's the only logical way. It means larger sales for less trouble.

Order from Your Jobber well ahead of your present Stock!



OKANAGAN UNITED GROWERS LIMITED

Vernon, B.C.

Growers of the Famous "O.K." Apples and "O.U.G." soft fruits.

WAYAGAMACK PURE KRAFT



as a wrapping paper is acknowledged to be the

Acme of Perfection

Its attractive appearance, great strength, toughness, pliability and high quality generally stamp it as the best value that can be obtained and consequently the cheapest wrapping paper on the market. It is also largely used in the manufacture of Bags and Commercial and Notion Envelopes, which give the maximum of service at a minimum cost.

Ask any paper wholesaler to demonstrate this and explain why

Wayagamack Pure Kraft

means

Strength and Security

In next week's issue there will be published a list of wholesalers from whom Wayagamack Pure Kraft may be obtained.

LIQUID VENEER

Get Ready Now for the Good Things that are Coming—

We want to help you make all the money you can.

On September 11th we will launch our big Fall Advertising Campaign in Magazines and Newspapers that will create a tremendous demand everywhere for Liquid Veneer and Liquid Veneer Products.

Now is the time to stock up on these three splendid house-cleaning specialties! If you want quick turnovers, permanent, satisfied customers and BIG PROFITS —look over the list below and send your order to your jobber.

These Prices Are to the Dealer Only

LIQUID VENEER

	DOZ.		DOZ.
4 oz. (30c. bottles) in cartons	$2.40	64 oz. ($2.00 bottles) $1.34 each, or	$16.00
12 oz. (60c. bottles) in cartons	4.80	128 oz. ($3.50 bottles) $2.34 each, or	$28.00
32 oz. ($1.25 bottles)	$10.00		

Liquid Veneer Mop Polish

	DOZ.		DOZ.
4 oz. (30c. bottles) in cartons	$2.40	64 oz. ($2.00 cans) lithographed	$16.00
12 oz. (60c bottles) in cartons	$4.80	128 oz. ($3.00 cans) lithographed	$24.00
32 oz. ($1.25 cans) lithographed	$10.00		

Liquid Veneer Mops

	DOZ.		DOZ.
L-V Champion Mop (Retail Price $2.00)	$16.00	L-V Junior Mop Swab (Retail Price $1.00)	$8.40
L-V Champion Mop Swab (Retail Price $1.25)	$10.50	L-V Victory Mop (Retail Price $1.25)	$10.00
L-V Junior Mop (Retail Price $1.75)	$14.00	L-V Victory Mop Swab (Retail Price 80c.)	$6.40
		Liquid Veneer Hand Mop (Retail Price 60c.)	$4.80

Better write for Special Deals and Free Offers if you want to get FULL share of Liquid Veneer Profits.

Liquid Veneer Products are made in Canada.

BUFFALO SPECIALTY CO.

BRIDGEBURG, ONT.
BUFFALO, N.Y. LONDON, ENG.



Quaker Talks

Our Advertising Investment and What it Means to You



THE Quaker Oats Company has a standing investment in advertising of many millions of dollars. The Quaker is one of the world's most famous advertising characters—he is known in practically every land. He is recognized by buyers everywhere as the symbol of honest, uniform quality in cereals and honest, uniform value.

There is a steady demand for Quaker products due to past reputation—BUT we continue to make direct expenditures of large sums of money in advertising to get new customers.

We have just started our Fall newspaper advertising campaign throughout Canada. Practically every important daily newspaper will be used and the advertising will be read in over a million and a quarter homes.

It is Going to Move Quaker Oats More Quickly for You

It will make your selling easier—it will remove the resistance. Your customers will ask for Quaker Oats. If not, you will only need to suggest "a package of Quaker Oats" to them, and you will make a sale.

And sales of Quaker Oats multiply themselves many times over. No customer ever carried Quaker Oats from your store who was not satisfied; this cannot be said of unbranded goods or goods of inferior quality.

It is obviously to your advantage to handle Quaker Oats, to push them, to make yours known as a Quaker Store, and to reap the full benefits of the Quaker reputation and the Quaker advertising. Why not start today?

Any wholesaler in Canada will fill your order. Their prices will give you a good profit.

The Quaker Oats Company

Peterborough and Saskatoon

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.
Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

When Writing to Advertisers
Kindly Mention This Paper.

$5 May Save You $500 or $5,000!

You work hard for the dollars you save. Properly invested they can be made to work hard for you. But they must be properly invested.

If you feel the need of a guide to show you how to invest your money to bring you the biggest return consistent with safety; to show you how to avoid the pitfalls of investment; you need THE FINANCIAL POST.

It will give you a personalized investment service. Its articles every week will tell you what you want to know about investing. Its discussion of current business and national problems will give you a new angle on economic and political questions. You will have too all the privileges of the Investors Inquiries Department. You may ask as many questions as you like about your own investment and financial problems—the standing of your broker, and the analysis of particular securities, insurance problems, etc. This service is free to all readers.

Stop losing money on bad investments. Invest $5 now where it may save you $500 or $5,000. Pin a $5 bill to this ad. (or your letterhead), write your name and address and we will send you THE POST for one year (52 issues).

THE FINANCIAL POST 143 University Ave. Toronto

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker.
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

When Answering Advertisements Mention Canadian Grocer

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.



250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

THE BEST IN 1750 STILL LEADING

PURNELL'S
Pure Malt VINEGAR
IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England



OAKEY'S
"Wellington"
KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermot Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

It's easy to make



Real Beer

--the kind that's good to drink--with
CREAM OF MALT & HOPS
--a profitable line to handle

The Inland Revenue Act permits brewing for home consumption.

CANADIAN MALT EXTRACT CO. LIMITED, 44-46 PEARL STREET, TORONTO
Telephone--Adelaide 3304

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
17 ST. PAUL EAST — MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
Grocery Brokers
Manufacturers' Agents
11 St. Sacrament St., Montreal

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

This Space is Yours for $2.20 on Yearly Order

When Answering Advertisements Mention Canadian Grocer

"EXTRA VIERGE"
"EXTRA SURFINE"
In bottles and in tin cans, **Imperial measures.** The right quality for Olive Oil Importers and Wholesalers.

PROVENCE OLIVE OIL
HILAIRE FABRE, PERE & FILS
Salon de Provence, France
For quotations C.I.F. apply to
ERNEST LEGARE
138 St. Peter Street, Quebec.
Representative for Canada

Guaranteed chemically pure and virgin.
Perfectly clear and filtered.
HIGHEST AWARDS
Our Trade-Mark is highly appreciated on Canadian market.

ALL STICKNEY & POOR'S PRODUCTS
can be depended upon

Whenever you order



Mustards, Spices or Seasonings

be sure to tell your jobber to send you Stickney & Poor's.

It will pay you, because S. & P. Products mean satisfied customers.

Your co-operating servant,
"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old — Century honored 1922
HALIFAX
Mustard — Spices — Seasonings

Eureka Refrigeration Equipment



When you purchase your new refrigerator this Fall, be sure to get the best you can. We manufacture the Eureka Refrigerator — we believe it is the Best! We believe this because the Eureka Refrigerator is the most popular refrigerator on the market.

We know you will be satisfied with the economy and satisfaction you will get from the operation of the Eureka Refrigerator — in fact we believe you will be **more than satisfied.**

You are guaranteed the Best of materials, workmanship of design and service and cold dry air circulation system—therefore you are guaranteed the Best Refrigerator.

Write us for prices and all information.

Eureka Refrigerator Co., Ltd.
Head Office and Factory:
OWEN SOUND, ONTARIO



"WAIT"

Before placing Contracts for Season 1923 as we can make you interesting propositions.

Best Ice Cream Cones on the Market

"St. Lawrence Cake Cones" have won a reputation in the Canadian Market.
OUR FACTORY HAS BEEN WORKING DAY and NIGHT to supply the demand.

BEST FOR YOUR TRADE

Every Cone Pure Food

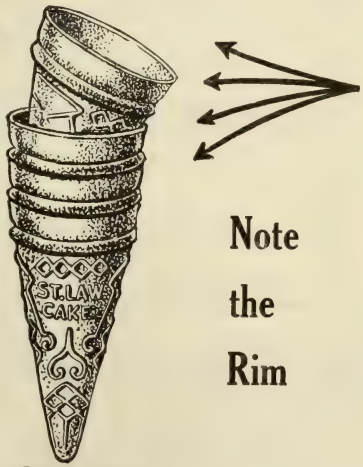
There is a big "FOOD VALUE," in every "ST. LAWRENCE CAKE CONE."
No Grease or Artificial Coloring.

CLEAN -- PURE -- WHOLESOME--

Best Service

"ST. LAWRENCE CAKE CONES" are made from the best materials, by trained and experienced workmen. **Special up-to-date packing prevents all breakages.**

Best Prices



Pat. No. 213253

Note the Rim

The St. Lawrence Baking Co. Ltd

23 St. Francis Xavier St. - - Montreal

CANNED PEAS

Canadian Pack now over, and no surplus stock will be left over.

French Pack is almost a total failure, owing to heat.

Belgian Pack is now over and our shipments have now arrived Ex. S. S. Melita and Minnedosa.

J. VAN DE POEL & CO. — **Stabroeck, Antwerp**
"Sloop Brand" — **Belgium**

Sur Extra Fins, decorated tins,	100's
Extra Fins, decorated tins,	100's
Très Fins, decorated tins,	100's
Fins, decorated tins,	100's
Mi-Fins, decorated tins,	100's
Moyens, No. 1, decorated tins,	100's
Moyens, No. 2, decorated tins,	100's

The quality is the very finest,
Prices reasonable, full weight.
Samples submitted with pleasure.

Prices advancing in primary market to-day.

— DON'T DELAY —

OLIVE OIL

CAISSON & BROCARD — **Nice, France**

Shippers and producers of the very finest Olive Oil.

We solicit import orders, for direct shipment.

We offer two qualities: "VIRGIN" First Choice and "SURFINE" quality.

All sizes in tins and barrels. All sizes in bottles.

The analysis will accompany each shipment from France.

Give us a trial, we have had many repeat orders from our jobber friends.

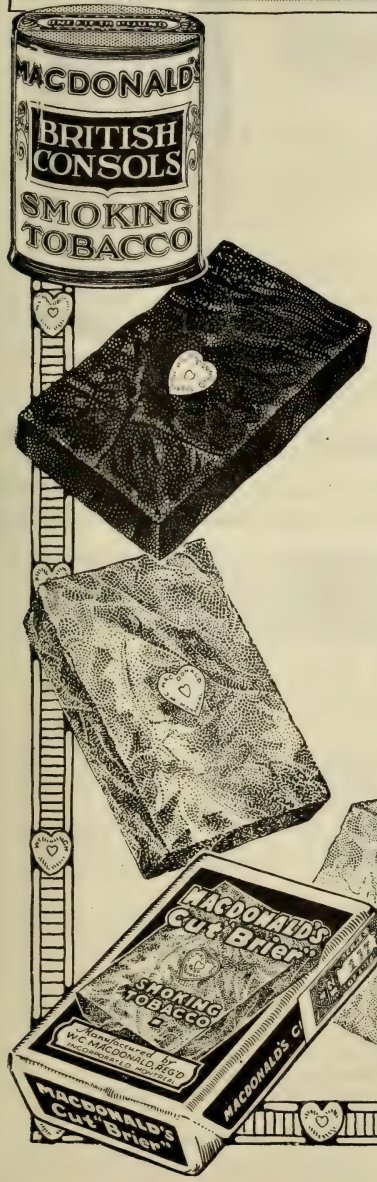
"Our Motto Always: *Satisfaction*"

L. Chaput, Fils & Cie, Limitee

Wholesale Grocers, Importers, Manufacturers

Montreal - - Canada

MACDONALD'S



Tobaccos That Satisfy

Macdonald's Tobaccos have been on sale in Canada for more than sixty years and we don't know of a single dealer who has had trouble selling Macdonald's. Because Macdonald's satisfies the customers.

Macdonald's sells constantly and repeatedly—and **profitably.** Profitably because its steadily growing demand assures a fast turnover and larger returns from your investment.

Investigate for yourself the "profitableness" of Macdonald's Tobaccos, and you will learn why it is the **retailer's** most satisfactory tobacco.

The Tobacco with a heart

DON'T EXPERIMENT!

We did this for you, that is why we can supply you to-day with RITE-GOOD Home Brew, a scientific preparation containing choice Malt Extract and genuine Pacific Coast Hops, packed in separate packages in sanitary sealed cans to prevent premature fermentation.

With RITE-GOOD any one can make at home **the best Beer ever brewed,** a thing that can't be done with preparations of hop-flavored malt extracts. Don't experiment!



RITE-GOOD is sold in

Packages to make 5 gallons (with 3 doz. crown corks) to retail at $2.25

Packages to make 2½ gallons (with 1½ doz. crown corks) to retail at $1.25

WHOLESALE DISTRIBUTORS :

ONTARIO **Ottawa, Kingston, Brockville:** D. Stewart Robertson & Sons
Toronto and Western Ontario: E. B. Nettlefield & Co.

QUEBEC **Montreal:** Poulin & Cie
Quebec: J. B. Renaud & Cie, Inc.
Sherbrooke: C. O. Genest & Sons Co., Ltd.
Three Rivers: J. N. Godin, Ltd.

MARITIME PROVINCES **Halifax, N.S.:** John Tobin & Co.
St. John, N.B.: The Brayley Drug Co., Ltd.

SASKATCHEWAN **Regina:** Stockton & Mallinson, Ltd.

MANITOBA **Winnipeg:** Rogers Fruit & Co., Ltd.

Manufacturers: ST. LAWRENCE PRESERVING CO., Reg'd., Quebec, P.Q.

The Next Steamer from FRANCE

brings us a shipment of

GENUINE French Peas

Delory Brand

also

BERTRAND'S Famous Alimentary Pastes

Macaroni, Vermicelli, Spaghetti, Noodles, etc.,

in sealed 1-lb. packets.

Henri Jonas & Co.

173-177 St. Paul St. West - Montreal

ESTABLISHED 1870



A Few Centuries Ago

WHEN printing was in its infancy, most people seldom saw what we call a newspaper, and few ever saw a book. Most people could not have read them if they had seen them.

Nowadays, in Canada alone, there are hundreds of newspapers and periodicals, vast organizations employing thousands of skilled investigators and news gatherers, who turn out the many newspapers, technical and other periodicals. It is impossible for any one person to read all the papers published in Canada. If it were possible for a person to read them he would acquire a vast store of information, but he would not have any time left to turn his information to practical use.

If you, for instance, could have someone read these papers for you and clip items concerning your own line of business, your particular private interests, etc., it would be better than reading all the papers.

This is where we come in.

It is OUR BUSINESS to furnish clippings on any subject. We read all the papers and send you only clippings that interest you. Tell us your needs and we will tell you how we can serve you. The charges are moderate, because we will be reading not only for you, but for many other satisfied clients.

CANADIAN PRESS CLIPPING SERVICE

143 University Ave. - TORONTO



You can do the same thing!

Since tea merchants in the United Kingdom began to push package teas in 1896, consumption in the British Isles has grown from 5¾ to **9 lbs. per head.**

RED ROSE TEA is a package tea that has had the name of being a **good** tea over 28 years. It holds old friends and makes new ones because of its fine quality.

Sell it!

T. H. Estabrooks Co., Limited

St. John, N. B., Montreal, Toronto, Winnipeg, Calgary

OUR NEW **MENTHOL** COUGH DROPS

In addition to the famous S. B. COUGH DROPS, we have perfected and have ready for the trade, our new SMITH BROTHERS' MENTHOL COUGH DROPS, put up in **orange** colored boxes. Keep a display case of SMITH BROTHERS' MENTHOL beside the S. B. COUGH DROPS—and let one help to sell the other.

SMITH BROTHERS'



S. B.



COUGH DROPS

TRADE "Put one in your mouth at bedtime" MARK

Canadian Distributors

We have appointed The **ROY C. LEWIS SALES COMPANY, Dubrule Building, Montreal,** as Canadian Distributors of Smith Brothers' S.B. and MENTHOL Cough Drops.

SMITH BROS. - - POUGHKEEPSIE, N.Y.

1,338,531 Pounds

This represents the Increase only in the sales of "SALADA" Tea so far this year compared with the same period of 1921.

"SALADA"

Mail Orders to "SALADA," Toronto will be shipped (freight prepaid on 60 lbs. or more) within 24 hours.

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CANADIAN GROCER

Vol. XXXVI TORONTO, SEPTEMBER 15, 1922 No. 37

1922 Breaks All Exhibition Records

Attendance at the Canadian National Exhibition This Year Exceeds the Objective of a Million and a Quarter by 122,000—Many New Features of Great Annual Event Win Approval of an Appreciative Public—Plans for Next Year

"THE BIGGEST annual permanent Fair in the world," as the Canadian National Exhibition held each year at Toronto, is well and truly termed, can further substantiate its claim to the title, by pointing to the splendid record of the 1922 Exhibition just closed. Surpassing the objective of the directors of a million and a quarter, the total figures of attendance when the last person had passed through the turnstiles on the last day, showed that one million, three hundred and seventy-two thousand people had paid admissions into this wonderful Show. This is 130,500 more people than attended in 1921, also a record year, when the attendance was only eight thousand under the million and a quarter, aimed at and exceeded this year.

Favored with ideal weather conditions, and every effort having been put forth to make the exhibition attractive both from the educational and the entertaining standpoint, there could hardly have been anything else, but "a bigger and better Fair," than ever before attempted. Officials of the Exhibition Board are more than gratified at the success attending their endeavors, and are filled with enthusiasm and encouragement to attain to even greater heights of success in 1923.

New attractions awaited the visitors to the Exhibition this year, and chief among these are to be mentioned the new buildings that had been erected since the last Fair, the Coliseum and the Pure Food Building, both of which are splendid and magnificent additions to the long list of handsome structures that dot Exhibition Park. Reference is made on another page to the success attending the inaugural year of the Food Show, and in passing it might also be said that the Coliseum not only provided ample and much needed accommodation for exhibits of various kinds, but it is architecturally beautiful, and represents an asset that indicates the permanency and continuous expansion of this great annual event.

More new buildings are likely to be found again next year when the Exhibition opens. A new Machinery Hall, to cost $350,000, is assured, and it is more than probable that the present Transportation Building will be doubled. A Music Building is also a possibility. The question of enlarging the grounds to keep pace with the continuous growth of the Fair, is being talked of by the management and definite plans along this line may shortly be made.

The amusement features of the Exhibition proved as popular as ever to the thousands of people that attended, and the arrangements devised for the entertainment of the throngs were appreciated to the fullest extent. The performances daily in front of the Grand Stand, including the singing of the great pageant chorus of 2,000 voices on two occasions, the races, the wonderful display of fireworks each night, and last but not least the diversions of the Midway, were all appreciated. Then again the lovers of art found an abundance of interest in the beautiful showing of paintings and photographs.



Showing one of the main thoroughfares at the Canadian National Exhibition, with a glimpse of a few of the buildings in this great Exhibition Park.

Some idea of the crowds that attended the exhibition is gleaned when one considers that on the closing day 135,000 people passed through the gates.

Improvements Suggested for New Building

Exhibitors Greatly Pleased With Interior Appearance and Open Courts—Ask Exhibition Directors to Change a Few Details—Annual Meeting of Food Products Association

EXHIBITION Grounds, Toronto.—The Food Products Association, which was responsible for the New Pure Food Building on the Canadian National Exhibition Grounds, held a general meeting on Friday last which was in the nature of a conference with Sam Harris, exhibition director, chairman of the new building, to discuss methods of improving the building for next year. H. N. Cowan, president of The Cowan Company and chairman of the association, presided.

Mr. Harris outlined four or five points that he thought might improve the building. It had been found, he said, that the natural tendency when the building was opened was for people to go to the right, left and centre on entering. However, on account of the drop sidewalk in the courtyard the traffic to the centre of the building was stopped, and the tendency then was to go around either right or left. He would propose to the Exhibition directors if the association was agreeable that walks across the courtyard be raised level with the main floor leaving the sunken court on either side for the flowers, fountains, etc.

To Keep Sun off Perishables

Secondly, he suggested that awnings be placed on the sides of all courtyards where the sun came in during the day and evening. Some awnings had been put up in the main courtyard. He thought that these should be movable so that they could be raised if found necessary.

3. A larger number of lights in some of the courts were needed. He said the lighting plan would be submitted to an expert and the matter would be taken up with the directors before next year.

4. He wanted to see the concessions to the south of the new building eliminated, so that the building could easily be seen from the main thoroughfare past the grand stand. He would also take this up with the directors.

5. He referred to the rules re smoking in exhibits and what he termed unseemly noises, in other words, loud talking on the part of salesmen and saleladies endeavoring to sell their respective wares. He did not think there should be such a competition in voices between the different exhibits.

Want Crossings Elevated

On motion of Mr. Law, of C. J. Bodley Limited, and Mr. Gregory, of The Cowan Company, it was decided to recommend to the Exhibition Board that the pathways across the courts be raised wherever necessary.

The question arose as to the closing in of the courtyards during the winter. N. V. Hansplant, assistant manager of the Exhibition, stated that this matter was in hand and it was likely a two-inch decking would be placed over the top of the court. This had already been referred to the executive of the Exhibition.

Storage Facilities in Extension

More facilities for storage was also a question raised. It was suggested to Mr. Harris that facilities for storage other than that provided at the back of the different booths should be planned when the extension to the building is made. This will also go before the Exhibition directors. Just when the extension will be made was not stated.

F. C. Copp, of Gunns Limited, suggested a Correspondence Room in the new extension. The assistant manager stated that the board had in mind the erection of a centrally located Comfort Room for all exhibitors on the grounds.

A strong protest was raised against the concessions to the south of the new building. Mr. Harris promised to recommend to the Exhibition Board the elimination of these. The board is planning a park in front of the new building.

Mr. Harris and the Exhibition Board were thanked by Mr. Cowan for the prompt erection of signs showing location of the new building, and Mr. Hansplant stated that if the management next year considered the food exhibitors required signs they would be provided for.

Chas. T. Miller, of Red Rose Tea, suggested the replacing of the old wooden sidewalk up the side street with a concrete walk. Mr. Hansplant replied that their plans called for a straight street there and they did not want to change the sidewalk until that portion of the grounds had been rearranged.

A number of other suggestions were made by exhibitors including a high illuminated sign for the building next year, or raising the walls to make a more imposing looking structure.

Harry Horne, of the Harry Horne Company, suggested some sort of screen over the courts to prevent smoke dust from the railway trains coming in and settling on goods that were unwrapped for the purposes of display and demonstration. This will be also looked into before another year.

Want Dust Kept Down

The Exhibition officials are experimenting with a cement hardener to keep down the dust on the aisles of the building. A vitrifier was used on one of the aisles and the exhibitors in the vicinity considered that it had a very beneficial effect. The association has the assurance of the directors that everything necessary in this connection will be done. The association was also assured that every precaution possible would be taken in connection with closing in the building during the fall and winter but they would not guarantee the safety of any goods left in the booths after the Exhibition was over. One member brought up the point that snow might drift in through the windows over the booths but assurance was given that this was impossible.

Use of Price Cards

Mr. Harris referred to the use of price cards in exhibits. The directors, he said, wanted to control them so that there would be no competition in price cutting between different exhibitors. He did not, however, see any objection to a small sign being put up containing the regular price of an article, but the sign must be small. As the chairman of the building, it was up to him to decide whether a sign was objectionable or not.

One exhibitor asked who owned the partitions that were erected. Mr. Harris replied that they belonged to the exhibitors and if a booth was sub-let at any time the exhibitor could charge his successor with the partition.

After the conference with Mr. Harris the members decided to continue the Food Products Association during the coming year. A $5.00 membership fee was agreed upon again to cover incidental expenses. A committee was also named to continue the work.

It was generally agreed that the architecture of the new building was ideal for exhibiting food products. The open courts kept the interior atmosphere pure and unusually cool, a feature much ap-

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FOOD PRODUCTS NEW EXECUTIVE

At the annual meeting of the Food Products Association held on Friday last in the Administration Building at the Exhibition grounds, the following committee was selected to continue negotiations with the Exhibition Board in connection with the New Pure Food Building:

H. N. Cowan, president, the Cowan Company; W. G. Patrick, president, W. G. Patrick & Company; William H. Dunn, The Borden Company, Montreal; James Wagstaffe, Wagstaffe Limited, Hamilton; Charles T. Miller, Toronto manager, T. H. Estabrooks Company; Thomas Shortiss, Quaker Candy Company, Toronto; Geo. W. Varty, Walter M. Lowney Company; A. Field, sales manager, Christie-Brown Company; F. C. Copp, Gunns Limited; H. L. Walker, William Neilson, Limited. The chairman and secretary will be appointed at the next meeting of the executive.

"The Prettiest Building on Grounds"

Favorable Exclamations Were Heard on all Sides, in Comment Made on the New Pure Food Building at the Canadian National Exhibition—An Assembly of Really Magnificent Exhibits Attracts Thousands of People Daily During the Big Fair

"THE COOLEST building on the grounds;" "the only building in which one can get a breath of fresh air;" "such a beautiful building;" "the prettiest on the grounds."

These were among the exclamations to be heard on all sides in the New Pure Food Building which was opened for the first time at the Canadian National Exhibition this year. Its unique architecture with the big open air court yards took the fancy of the thousands and thousands of visitors and it became the most talked of place on the entire grounds soon after the gates of the big Exhibition were thrown open.

Grounds to be Rearranged

The present location of the building is, perhaps, not as desirable as many exhibitors would like. It is located north of the grand stand and somewhat out of the way of the main thoroughfare, and was hidden on the south by a number of concession tents. The Exhibition Board have, however, assured the Food Products Association that was responsible for its construction that in the rearrangement of the grounds the New Pure Food Building will occupy a location just inside the main entrance. The plan includes the removal of the main entrance from Dufferin Street to just north of the western entrance of the New Pure Food Building.

During the first few days of the Exhibition all the people were not finding the building. Many had to inquire as to its location. A meeting was held on Tuesday of the first week with one or two of the officials of the Exhibition Board, when it was arranged to have erected some 50 to 100 signs showing how to get to it. Tuesday was the Children's Day and it usually takes the children to find out things. It was crowded all day and from then on received its quota of Exhibition visitors.



Another view of the Pure Food Building giving some idea of the handsome architecture of it.

Some Fine Exhibits

Many of the booths in the New Pure Food Building were really magnificent. Exhibitors went to great expense to produce a pleasing and attractive effect and nothing but praise was heard on all sides on the result. The exhibitors have agreed to lease their spaces for a term of ten years, so, evidently they considered it would be money well spent to construct something that would always receive good attention and praise.

Monday, September 4, being Labor Day, the building was crowded to capacity and again on Saturday, the last day. On Friday a general meeting of the Food Products Association was held when a number of improvements were suggested to directors of the Exhibition who have promised to do what they can to meet the wishes of the members of the association. A report of this meeting appears elsewhere.

On the closing day the crowds surged through it all day long. Late in the evening prior to ten o'clock people sat on the benches in the open air courts and in many instances police officers had to point out that the Exhibition was over and that they must move along.

Another year it is generally believed that the Pure Food Building will be a still greater attraction because it is now known. Pure Foods always draw the crowds.



Showing one of the attractive court yards in the Pure Food Building at the Canadian National Exhibition.

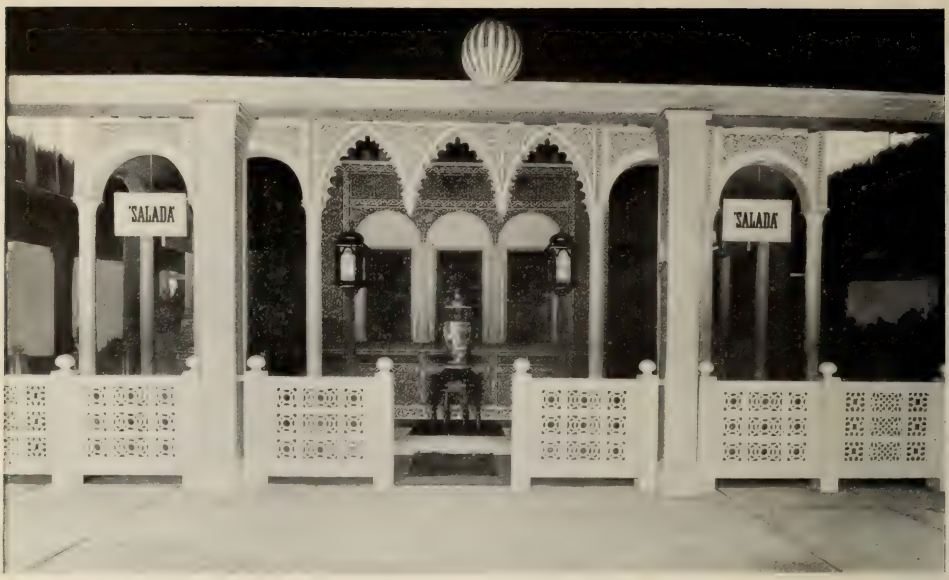
IMPROVEMENT SUGGESTED FOR NEW BUILDING

(Continued from page 16)

preciated by the attendants as well as visitors.

To show that they appreciated the assistance of Chairman Sam. Harris in connection with erecting signs, etc., a number of exhibitors in the Pure Food Building presented him on Saturday night with a silk umbrella. W. Hinton, of Wagstaffe, Limited, made the presentation informally. It rained on Sunday and Monday so the umbrella was just received in time.

Employees of the biscuit department of the McCormick Mfg. Co. of London held a very enjoyable picnic at Ipperwash Beach on Lake Huron, the other day.



The exhibit of "Salada" was one of the most outstanding in the new Pure Food Building at the Canadian National Exhibition—Thousands of the Blue Label packages were distributed from this booth.

"Salada" Booth a Thing of Beauty

THERE were many attractive booths in the new Pure Food Building at the Canadian National Exhibition this year, but there were none surpassing the "SALADA" Booth in real beauty and uniqueness.

Of massive proportions, and standing in a prominent central position, its oriental setting attracted the attention of the many thousands who viewed it. The soft colors and luxurious harmony immediately gave one a suggestion of the orient, and the rare beauties of India and Ceylon, where "Salada" Tea is grown.

The central feature was a reproduction of an Eastern Temple and in its construction an endeavor was made to exactly duplicate East Indian architecture. A few curios and art treasures from the Far East, taken from the valuable collection possessed by the Salada Tea Company, were placed appropriately about the booth and lent still further to the desired oriental atmosphere. The color scheme and lighting effects were such as to bring out the beauties of the booth to advantage.

Displays of Salada Tea were placed about the booth and the attendants were kept busy selling small packages of Blue Label Tea and handing out advertising matter to visitors.

All this is of special importance to grocers all over Canada. It means larger sales for dealers because the name "SALADA" is more firmly impressed than ever on the public mind. Visitors who saw their attractive booth could not help having "SALADA" imprinted on their minds while the trial package of the tea carried into nearly 20,000 homes for use will do as much work in making the name better known as in creating more customers for Salada Tea.

Dealers will be well advised to be prepared for this greater demand for Blue Label.



Where the popular Harry Horne Products were shown to thousands of visitors at the Canadian National Exhibition—Double Cream Custard and Nu-Jell made many new friends.

Harry Horne's Products Are Favorites

MORE attractive than ever was the exhibit this year of The Harry Horne Co., Ltd., in the new Pure Food Building, at the Canadian National Exhibition. The display comprised "Double Cream" Custard, NU-JELL (the perfect jelly powder), Horne's Rapid Puddings, Extracts, Double Cream Baking Powder, Tartarine, Garden and Cooker Brand Package Peas, and Blue Bird Marshmallows, the marshmallows with a real flavor.

Thousands of souvenirs were given out, and sales of jelly powder and the various other products were heavier than ever before in the history of the Company. The demand for these products is bound to be greater than at any previous time, and every grocer will find it to his advantage to be well stocked with these lines at all times. Nu-Jell, like the other Harry Horne products, is an article of quality. Retailers need feel no hesitancy in pushing its sale. The housewives, in large numbers, were convinced at the exhibition of the dainty desserts that these products make, and the tempting, delicious and appetizing array at this booth aroused a desire to go home and do likewise.

The Harry Horne Co., Ltd., 1297-99 Queen St., West, Toronto, will supply you, Mr. Grocer, with these specialties.



James Pascall Canada Ltd. Show New Lines

"Oh there is Pascall's barley sugar," and the accent at once denoted a former resident of the Old Land. The remark was made in front of the exhibit of James Pascall, Canada, Ltd., located under the grandstand at the Canadian National Exhibition. The exclamation was expressive, for it proclaimed an instantaneous delight, similar to that of meeting an old friend.

Pascall lines need no introduction to people from the land across the seas, and are fast winning favor in Canada, where they have already established an enviable reputation. New friends were made for these choice confections at the Canadian National Exhibition, and an ever increasing demand is assured for products of such a high standard of excellence and of a quality that is incomparable.

All the old lines with some new ones constituted the products of this exhibit. Barley sugar in fruit flavors in the glass containers, lemon barley, mixed fruit drops, and the old-fashioned mint bull's eyes had first place, but much interest was displayed in such lines put up by this company, as the English fruit bon-bons, Butter Walnuts and Almonds, etc.

Pascall's five-cent Brazil butterscotch bar, made from selected nuts and absolutely no substitutes, freshettes in flavors of lime, lemon and rose, and another five-cent line known as Old Gold toffee.

Merchants all over the country will now be handling these lines, and the retailer who is looking for increased profits will do well to get behind these popular confections. In doing so he will not only stimulate his own revenue, but will bring pleasure to his many customers.

For over sixty years the name Pascall *has stood for the best as to quality and purity*



Where The Borden Co., Ltd., demonstrated their milk products to thousands of people at the Canadian National Exhibition.

Borden's Exhibit Again a Big Feature

ELABORATELY designed, with a background descriptive of the origin of the products displayed, and with the counters arrayed with their four well-known products, The Borden Company's exhibit stood out as one of the most conspicuous and attractive in the Pure Food Building. Several demonstrators familiar with the Borden goods explained in detail to thousands of Exhibition visitors the character and uses of the products—Borden's Eagle Brand Condensed Milk, Borden's St. Charles Evaporated Milk, Borden's Reindeer Coffee and Reindeer Cocoa. Everything possible was done to make these four big Canadian sellers still more familiar to the consumer, thus making the work of selling so much lighter for the Canadian retailer.

One of the big features of the exhibit was the demonstration of Borden's Eagle Brand Condensed Milk in connection with the Baby's Welfare work, which The Borden Company have been developing for several years. A trained nurse was present to give advice and suggestions to the mothers on feeding, exercise of the baby, etc., and to explain the different stages of growth. The baby scale which has always been a part of the Borden exhibit in their former booth was kept busy during the entire two weeks and upwards of two thousand babies were weighed.

Another feature was the demonstration of St. Charles Evaporated Milk. It was shown how easy it is to whip, and the different uses to which the whipped milk can be put. As the trade knows, St. Charles Milk is just pure cows' milk "with the cream left in." Every care is taken with the milk to see that sources of supply are absolutely sanitary so that milk can be served in no purer form than in both St. Charles Evaporated and Eagle Brand Condensed. St. Charles Evaporated Milk is used for baking of all kinds, for bread and muffins, for cakes and cookies, ice cream, soups, puddings and pastries, salad dressings, cocoanut macaroons, etc., and can be recommended without hesitation by every Canadian dealer.

Reindeer Coffee and Cocoa were also served to thousands. They are prepared by simply adding boiling water to the Condensed Coffee and Cocoa. Both are already sweetened. Recipe booklets were given away with each tin, showing how Reindeer Coffee and Cocoa can be used in the home for flavoring puddings, blanc mange, cake, ice cream, macaroons, etc.

The entire exhibit was one of the busy spots in the new building and without doubt it will have a great effect in stimulating sales for all dealers who display "The Borden Products" prominently.



Premium Hams and Bacon were the chief features of this particularly educative display of The Swift Canadian Company.

Premium Hams and Bacon are Winners

APPETIZING hams and bacon pyramided on a dark background, some incased in the wrappers in which they are sent out to the trade; and names of the various products flashed through the dark sides of the booth, formed the central features of the very attractive exhibit of The Swift Canadian Company in the new Pure Food Building. The back and one side of the booth were covered with dark cloth with openings cut through it to bring into relief names of the Swift Products. Back of each opening was placed an electric light so that the names shone out to meet the eyes of the thousands of visitors who daily passed the exhibit during the two weeks and one day of Canada's great, and the world's greatest annual exhibition.

Swift's Premium hams and bacon, undoubtedly the acme of perfection in these two universally used products, were concentrated on. Men who understand the extraordinary care with which they are made, explained to hundreds of people how the Premium brand products are cured, the reasons why they are leaders in the ham and bacon field, and the difference between the value of them and ordinary hams and bacon.

How the surplus fat is cut from Premium hams was demonstrated, illustrating their higher quality and why householders are so willing to pay a better price for them. Swift's Premium hams are cut so that when cured they stand up straight, the fatty ends having been carved away.

And so with Premium bacon. It was shown that only the central portion of the side of the hog was good enough to be cured and sent out to the trade carrying the Swift Premium brand. Cheaper bacon can be made and is made by cutting out a larger side but the sweet solid centre only can bear the Premium name.

The foreground of the exhibit included other Swift products such as Brookfield eggs in cartons, Brookfield cheese and butter, and Premium and Gem Nut margarine.

The demonstrators here again showed the superiority of these lines. Brookfield eggs for instance, are always guaranteed. They are carefully sorted according to size and color, candled and stamped. Brookfield cheese is especially selected by expert cheese men, and years of experience have made Premium and Gem Nut margarine among the top leaders.

Altogether the exhibit of the Swift Canadian Company was of a splendid educative character and accomplished a great deal towards familiarizing the Canadian public still further with the high quality of their many products—all of which is of great assistance to the army of Canadian merchants stocking them.



Where "Biscuits of Quality" were shown at the Canadian National Exhibition. The Christie Brown Co. Ltd., welcomed hundreds of customers at this booth in the new Pure Food Building.

"Biscuits of Quality" Widen Popularity

"BISCUITS of Quality," emblematic of the Christie, Brown Co., Ltd., Toronto, gained fresh ground in their march to capture the ever widening acclaim of popular opinion, at the Canadian National Exhibition this year. Situated facing one of the lovely open courts in the new Pure Food Building, the Christie-Brown exhibit was thronged with visitors, day in and day out, throughout the fortnight of the big Fair. More grocers than ever before on any similar occasion, were callers at this booth. Old customers long since convinced of the quality of these biscuits and many new merchants, were given a hearty welcome by this firm, and were introduced to some of the recent lines now being manufactured by the Christie, Brown Co. The booth was in itself, a thing of great attractiveness. A combination of immaculate white woodwork and shining plate-glass, with the Christie biscuit cabinets much in evidence, suggested in every detail the high standard of efficiency that is maintained in the manufacture of these lines. The display of these choice confections was a tempting array and called forth many words of admiration from thousands of people who have long been acquainted with the excellence of Christie products, a reputation that has been held over a period of seventy-five years.

Quality, first and above all else, is the slogan that has won success for Christie biscuits. They are to be found in every store in the country and the choice assortment that is always available, and the freshness, purity and tastiness, that are always assured, render "Christie's" the biscuits for all occasions. In the company's factory on King Street, E., Toronto, these biscuits are manufactured under conditions and amid surroundings that are unsurpassed; all the latest machinery and devices known are utilized and ingredients used constitute only the best and finest that can be obtained.



The Quality lines of Wagstaffe Limited, were much admired in their new mahogany decorated booth in the Pure Food Building.

Wagstaffe's for Quality

MR. GROCER and Wholesaler, we have again spent considerable money in keeping our quality products, before the public, and during the two weeks of the Exhibition have demonstrated our new lines such as Lemon Shred, and Grape Fruit Shred Marmalade to thousands of both old and new customers, also our three kinds of Cake Mixtures, namely, "Fairy," Scon, and Tea Cake Flour, which have been real sellers.

Our fours glass in both jams and jellies is the best package on the market, and will make friends for you.

Peels are now ready for shipment, also in a new package of both 1 lb. and half pound, cut mixed, which show you a nice profit and it is a handy package to handle.

The new Pure Food Building was a wonder this year, and everybody enjoyed their visit among the exhibitors. Now, Mr. Grocer, it's up to you to support the manufacturers who are spending money in creating a demand for their products, by giving your customers what they ask for when they ask for Wagstaffe's. The same guarantee that has always been Wagstaffe's motto still stands, and that alone will help to hold your customers and build a real successful business.

Have Wagstaffe's on every order.

WAGSTAFFE LIMITED, HAMILTON, CANADA



More than ever before was Red Rose Tea a popular beverage at the Canadian National Exhibition. The exhibit in the new Pure Food Building was a rendezvous for thousands.

Where "Good Tea" was Exhibited

"THIS IS a great cup of tea," a lady was overheard to remark as she stood partaking of this invigorating beverage in front of the **Red Rose** booth in the Pure Food Building at the Canadian National Exhibition on one of the many days of the big Fair.

"Red Rose Tea is Good Tea," came the bright and instantaneous rejoinder of her companion.

"No truer slogan was ever framed," was the next comment, and forthwith a discussion as to the merits of Red Rose Tea ensued. Opinion was not divided, however, and it was evident that both these apparent housewives were long since convinced of its worth.

The booth was an attraction in itself. The artistic arrangement and the effect realized were decidedly impressive, exciting much favorable comment, resulting in many lingering to have a cup of tea, before passing on to other sections of the building. The background of the exhibit depicted in native costume, three men of India seated in their accustomed attitude enjoying their beverage of tea, silently proclaiming to all, the satisfying refreshment that comes from a cup of the famous Orange-Pekoe Tea, that has made in Canada an enviable reputation for the T. H. Estabrooks Company, Limited.

Thousands of cups were served to visitors during the two weeks, and a staff of courteous and obliging girls was kept busy all the time. Again this year, each purchaser of a cup of tea was handed a coupon, entitling the holder to a credit of ten cents on one 1-lb. or ½-lb. package of **Red Rose Orange-Pekoe Tea,** when presented at any grocery store, being redeemable by the T. H. Estabrooks Co., Ltd., either at their office or through their travellers.

Retail grocers all over the country will be having **Red Rose** tea coupons handed into them shortly, and a great deal of very helpful advertising and sales promotion work has been accomplished in this way. Merchants will find a few packages of Red Rose Orange-Pekoe Tea displayed on the counter a big help in boosting sales of this line.



Creamola Food Products were introduced to thousands of visitors at the Canadian National Exhibition this year—the display shown above can very easily be duplicated in any retail store.

Creamola Custard, Blanc Mange and Jelly Powder

NO NEW food product ever received more attention at the Canadian National Exhibition than did Creamola Custard, Creamola Blanc Mange and Creamola Jelly Powder, all of which were so attractively shown in the Creamola Booth in the new Pure Food Building this year.

Coming from Scotland just a few months ago Creamola Custard and the two other lines have made wonderful progress. The booth of the Creamola Food Products, Limited, has given a great impetus to the Scottish reputation and it is safe to say that in the future they will be much more in demand in many sections of Canada.

The bright colored attractive packages of Creamola Custard, Blanc Mange and Jelly Powder were most artistically arranged in the exhibit. There was a semi-circle of custard packages that could be seen a long way off. In the alcove at the top of the booth were several plants that added a tone of distinction to the entire display.

On the counter always appeared made up moulds of the custard, blanc mange and jelly powder. The attractive character of the moulds induced thousands of exhibition visitors to enquire more about the Creamola line, and in the great majority of cases they carried away with them a package of Creamola Custard and frequently a package each of Creamola Blanc Mange and Creamola Jelly Powder to try them in their own homes.

Creamola Custard is known throughout Scotland and to a large extent in Canada as "The Queen of Custards." It has a flavor all its own and must not be classed among the ordinary brands of custard. It is made from the purest selected ingredients, is rich in nutriment and can be used either by itself or with so many different fresh fruits that it is a dessert which housewives like to keep in the house once they know its quality and flavor.

The lady demonstrators at the Creamola booth also explained the many delightful dishes Creamola Custard can make. Fruit dishes and puddings taste much more delicious when Creamola Custard Sauce has been added.

Creamola Blanc Mange is obtainable in six different delicious flavors and it was explained that it could be served by itself as a dessert or with different kinds of fruits. On account of the purity of the ingredients it is as wholesome as its taste is good.

Creamola Jelly Powder has a distinct fruit flavor all its own which is making hosts of friends wherever tried. It is obtainable in eleven different flavors to suit every taste—a very high-class jelly.

The exhibition display shown herewith is a splendid suggestion for retailers who have stocked Creamola in making a window or counter display. A few packages kept on the counter to remind the customers who secured samples at the Canadian National Exhibition will undoubtedly help sales greatly.

It is a very significant fact that a great many who took packets of Creamola lines home during the early days of the Exhibition, came back for more later on in larger quantities.

The exhibit was in charge of the Canadian representative of the firm, Donald F. Porter, 170 Portland St., Toronto.



Where demonstrations of the Heinz products were made daily during the Canadian National Exhibition. The "57 Varieties" are bound to be more popular than ever as a result of this exhibit.

The Exhibit of the "57 Varieties"

DECORATED in soft rich tones, designed most artistically throughout, and filled with the "57 Varieties" of pure foods, the exhibit of The Heinz Company stood out as one of the most attractive in the splendid new Pure Food Building at the Canadian National Exhibition. As the reproduction of the booth shows, it was built up with glass jars and tins of the Heinz goods to the ceiling, making a commanding display and one that every visitor could not help but see. In the central part of the architecture there appeared a colored painting which carried a great deal of significance. It showed the small original house in which the Heinz products were born many years ago and in the background a glimpse of the present day factories of the Heinz Company. There were several other views showing interior departments in the Heinz plant. As the trade knows, the Company has its Canadian factory in Leamington, Ontario, where every care and attention are given to the making of their different lines.

Demonstrations of the Heinz products were made during the entire two weeks of the Exhibition by several young ladies. Hundreds of visitors tasted Heinz Ketchup, and Chile Sauce, Heinz Baked Beans, Cooked Spaghetti, Cream of Tomato Soup, Sweet Pickles, Beefsteak Sauce, Evaporated Horse Radish, Peanut Butter, India Relish. Heinz Vinegar, Olive Oil, etc., were also displayed prominently. Heinz Baked Beans and Cooked Spaghetti were served hot from chafing dishes and scores of new friends were made for these two prominent lines. Heinz Cooked Spaghetti in tins, although one of the latest additions to the "57 Varieties," has rapidly become one of their most popular foods. It is cooked with rich cheese and a specially delicate sauce of red ripe tomatoes, all seasoned and blended in just the proper proportions.

All the Heinz products are prepared in kitchens where the strictest regard for purity, cleanliness and sanitation is constantly maintained. The "57 Varieties" are sold to the merchant and through him to the consumer under guarantee—money back if any fail to please.

The entire exhibit of the Heinz "57 Varieties" was undoubtedly a beautiful one as well as practical and a great deal was done at the Canadian National Exhibition this year to help retail merchants display and sell these goods to better advantage to their customers.



The exhibit of Canadian Wirebounds at the Exhibition drew the attention of manufacturers and shippers, who expressed satisfaction at the enormous saving they would receive in transportation charges by packing their product in Canadian Wirebounds.

Canadian Wirebounds an Economical Container

THE Canadian Wirebound Boxes Limited, introduced Canadian Wirebounds in Canada in the year 1915, commenced manufacturing in Toronto in a small way with floor space of 2,500 sq. ft. Their sales steadily increased, until they were obliged in 1920 to build an extensive plant of 50,000 sq. ft. to handle the increased business. The reception given by the manufacturers of Ontario to the Canadian Wirebounds was most assuring that this container would revolutionize the box industry.

In November, 1921, the Canadian Wirebound Boxes Limited started another plant on a small scale in Montreal, which is repeating the progress made at their Toronto plant. They are now working on a new up-to-date plant there equal in size to the one they have in Toronto.

Why have the manufacturers and shippers discontinued using the old style container in favor of Canadian Wirebounds?—because Canadian Wirebounds have reduced their costs.

In what way have Canadian Wirebounds reduced the manufacturer's cost? In transportation charges—for example, a woollen manufacturer in Eastern Ontario formerly used a nailed box weighing 110 lbs. By adopting Canadian Wirebounds, which weighed 50 lbs., effected a saving to them of 60 lbs. weight per box. Their L. C. L. freight rate to Winnipeg is $3.50 per 100 lbs., a saving of $2.10 on each box shipped. The Canadian Wirebound only cost them $1.61, the saving in transportation charges paid the cost of box and 50 cents additional.

Another example:—a large confectionery manufacturer adopted Canadian Wirebounds for no other reason than the saving in transportation charges which they make from Canadian Wirebounds. In one particular size the Canadian Wirebounds weighed 7 lbs. less than the nailed box which was formerly used and the average transportation charge saved was 12½ cents per box. They use approximately 20,000 per year, resulting in a yearly saving on this one size of $2,500.

The retailers are now requesting that their shipments be made in Wirebounds as in a great many instances they pay the transportation charges and will receive the benefit from the saving in weight. The Canadian Wirebound Boxes Ltd. have educated the retailers how to properly open Canadian Wirebounds by printing instructions on the lid of each container.



Thousands of housewives at the Canadian National Exhibition were shown the merits of "Cooket," a new vegetable shortening now being manufactured by Lever Brothers, Toronto. The exhibit as reproduced here was a very attractive one.

Cooket a New Shortening of Excellence

"COOK IT with **Cooket"** is the slogan that caught the eye of thousands as they passed through the New Pure Food Building, at the Canadian National Exhibition this year. Arresting attention, as this slogan did, they stopped to investigate, and learned the real merits of **"Cooket,"** what it is, and what a truly long felt want it is going to fill in every Canadian household.

"Cooket" is a pure vegetable shortening for all baking and frying purposes. It is made from selected and purified vegetable oils, by the latest scientific process. It is the modern answer to the housewife's demand for a shortening and frying fat that will be dainty enough for the nicest cakes, and economical and serviceable enough for ordinary kitchen frying. **Cooket** contains no water or salt, and is more concentrated and richer than either butter or lard. In all recipes calling for butter or lard Cooket may be used and in one-quarter less quantity.

The exhibit in itself was an extremely attractive one, and stood out conspicuously in the Pure Food Building of many wonderful displays.

Put up in packages, labelled in yellow and black, **Cooket** invites inspection and creates a desire to know more about it. One had only to look at the delicious pies, cakes, tarts and other choice dainties in the way of pastry, to realize what a really wonderful shortening is being placed within the reach of every housewife. To taste them, of course, was even more convincing, and women went away, after hearing of **Cooket,** impressed with the fact that here at last is something that has not only economic value, but is capable of producing equally as good results as ever before obtained.

Since coming on the market a few months ago, **Cooket** has been used extensively in the largest and best hotels and restaurants, and is now being put into the retail grocery stores. It is manufactured by Lever Brothers, Limited, Toronto, and the impression it made upon thousands of housewives at the Canadian National Exhibition is bound to mean that you, Mr. Grocer, are going to have many requests for **Cooket** in the coming weeks.



Many Thousands of tins of "Victory" brand canned goods were distributed from this very attractive display of National Canned Meats, Limited.

Victory Brand Products in Full Display

FEW booths in the Pure Food Building at the Canadian National Exhibition drew larger or more interested crowds than the NATIONAL CANNED MEATS exhibit featuring their already famous Victory Brand Products.

A battleship cleverly constructed with tins of Victory Products formed a striking background for the booth, while rows and pyramids of tins, display jars of crisp, fine flavored Victory Pickles artistically arranged with flowers and hanging baskets completed an altogether admirable exhibit.

There were few busier people in the Pure Food Building than the staff of Victory demonstrators. From early morning till late in the evening they told the story of Victory Canned Meats—told how they were processed from **only Government inspected meats,** in a spotless modern factory under the most hygienic conditions—told the scores of housewives just why they possessed a distinctive superior flavor and why it was to their advantage to specify VICTORY products at their grocers.

During the Exhibition many thousands of tins of "Victory" canned products were passed over the counter, and many grocers placed large orders. Judging from the hundreds of repeat orders and the flattering comments of the crowds that daily sampled these superior canned meats, grocers will find them unusually profitable sellers.

The Victory booth was in charge of W. J. Robertson, general manager of the National Canned Meats, Limited.

Grocers who are looking for a line of canned goods of outstanding quality will do well to try these exceptional products.

Your wholesaler will gladly supply you.



"The Travels of a Grain of Wheat" was graphically depicted in this Purity Flour and Purity Oats exhibit. The moving wagon, train of cars and boat attracted throngs.

Purity Flour in Unique Display

ONE of the most unique and artistic exhibits in the Pure Food Building at the Canadian National Exhibition this year was that of the Western Canada Flour Mills Company—featuring their well known and generally preferred lines—Purity Flour and Purity Oats.

The novel scenic features, lighting effects and striking appearance of this display made it the cynosure of all eyes and drew thousands of flattering comments from the throngs that daily surrounded it.

A miniature stage setting occupying the central display depicted the progress of the grain from the fields by all methods of transportation, which by the way were tiny model wagons, boats and trains which actually moved down the road from the fields, glided along the waterways and over the tiny rails to modern elevators and mills. Framing this scenic feature were pillars of wheat sheaves, with pyramids of Purity Oats and Purity Flour, while a central display case filled with the most tempting pastries, cakes, etc., baked with Purity Flour by ladies of the city, caught the admiring eyes of most every housewife.

Many thousands of handsome booklets containing scores of useful recipes were passed out to the crowds of visitors as well as hundreds of Purity Painting Books for the children. Altogether the Purity Booth was a remarkable one and one that will indelibly associate the name PURITY with good flour in the minds of merchants and consumers alike.



The exhibit of Willards Chocolates, Ltd., was the centre for crowds at all times during the Canadian National Exhibition—It was one of the prettiest booths in the Pure Food Building.

Many Innovations at the Willard Booth

WILLARD'S Chocolates made many new friends with their wonderful exhibit in the New Pure Food Building at the Canadian National Exhibition. The "Originators of Swiss Style Milk Chocolate" certainly displayed their wonderful products under the most unusual and pleasing environs. The 36 ft. booth was brilliantly illuminated and the rich color scheme of the dainty decorations told a quality story that was a credit to the Canadian Chocolate and Confectionery Industry. The display was literally bubbling over with innovations—New goods of merit with a charm that suggested many novel selling thoughts to the thousands of retail merchants who personally inspected the booth.

Willard's chocolates represent purity, flavor and variety. They have won a lasting place in the esteem of the connoisseur of real confections. It must be a Willard, and this assertion was never more truly spoken than during the two weeks of the big Fair. When one witnessed the throngs of both young and old, of both children and adults, that gathered around the Willard booth, it was possible to estimate something of the tremendous strides that these lines have made towards the complete capture of popular opinion.

"There are none just like them," was a remark heard in front of the booth. "They are always fresh." It is just this maintenance of quality and high standard of excellence that have made Willard's the chocolates of the people.

One of the most attractive display cases in the exhibit contained Willard's new Swiss Style Bulk Chocolates. This line was displayed in handsome maroon colored boxes with gold printing which were beautifully packed with a superfine grade of Chocolates.

Another delightful spot to connoisseurs was a showcase displaying a very extensive assortment of new Packages. Something entirely different in gift boxes and novelties.

In the 5c and 10c line a display of some seventy different varieties were on exhibit. This display presented some of the most original products, for which Willard's are justly famous.—5c Swiss Bud Tubes, 5c Humpty Dumpty Bar, 5c Oh Min Bar, 5c Sunny Jim Bar and dozens of other wonderful combinations under their well known Swiss Style Labels and different attractive wrappers.

One Package in particular claimed an entire display case.—The name of the Package is "Chocolate Irresistible" and it embodies everything that the name implies and will immediately appeal to connoisseurs who are especially particular.



Illustrating the beautiful booth of The Cowan Co., Ltd., where thousands of people saw cocoa in its native state growing in the pod on the tree.

Cowan's Cocoa Grove Attracts Thousands

WERE YOU a visitor to the cocoa grove in the Pure Food Building at the Canadian National Exhibition? Of course if you were at the big Fair at all, you could not miss this beautiful exhibit, for it was the subject of admiration from the thousands who daily thronged the Food Show. It was none other than the exhibit of The Cowan Co., Ltd., Toronto, manufacturers of cocoa and chocolate.

From the standpoint of originality, educational value, and real artistic merit this booth was outstanding, and further enhanced the popularity of Cowan products. Showing the cocoa tree as it grows in tropical climes, was a revelation to the public. Against a background of tropical scenery in lovely and harmonious colors, depicting the far away countries where the cocoa beans grow, hung these cocoa trees laden with the pods in their natural state. The educational feature of this exhibit was something for everyone at the Exhibition to profit by, and children as well as "grown-ups" manifested a keen interest. Few people were aware of how cocoa is obtained. They learned through the enterprise of this firm that it is a tree whereon grow the pods from which the cocoa bean is obtained. Unlike bearing trees in this country the pods grow from out the trunk and limbs, the light branches serving merely as shading. When the pods are ripened they are cut from the trees by means of a forked knife set on the end of a long pole. They are then gathered in heaps and left on the ground for 24 hours, after which the beans are removed and taken to sweating houses where they undergo fermentation and are cured. What happens after the beans reach the Cowan factory is interestingly told in an illustrated booklet that was given to the people who called at the booth.

The value of cocoa as a food, its satisfying qualities, within the reach of rich and poor alike, were all stressed by the courteous attendants who sought to enlighten visitors. That thousands went away more convinced than ever of the place cocoa and chocolate should hold in the average household, there can be no doubt, and you, Mr. Grocer, more than ever before, are going to be asked for Cowan's cocoa. See to it that your stock is equal to this increased demand that is bound to evidence itself in your store.

Cowan's maple buds, bars, and other chocolate confections were more than ever popular, particularly with the kiddies and younger folk, who would have none other.



One of the prettiest exhibits in the Pure Food Building at the Canadian National Exhibition was that of the Patterson Candy Co., Toronto, where the three lines, Patterson's Chocolates, Moonlight Mellos and Patterkrisp Candy were shown.

Patterson Candy Booth a Magnet for Crowds

THE PATTERSON Candy Co.'s booth in the Pure Food Show at the Canadian National Exhibition was one of the most attractive and artistically decorated of the many admirable exhibits in the splendid new Pure Food Building, and during each day of the entire two weeks of the Exhibition proved a magnet for record crowds who were all eager to sample the famous Patterson's, Toronto, Candies.

Pictured on a beautifully decorated background were the three feature Patterson lines that have done much to build up the confectionery departments of thousands of grocers from coast to coast—

PATTERSON'S CHOCOLATES—"A matter of good taste;" MOONLIGHT MELLOS; and PATTERKRISP CANDY—that "Tastes Like More." Most every grocer will remember with what phenomenal success these last two live-sellers were introduced to the trade, while it is a generally known fact that Patterson's delicious chocolates have won premier laurels wherever good candy is appreciated.

Patterson's Chocolates are of a quality which has held a foremost position in the Candy world for over a quarter century—a quality welcomed and appreciated by the candy lovers from the Atlantic to the Pacific. The daintiness of the packages has made them eagerly sought after by the highest class of trade in the Dominion. These popular and always pleasing packages were attractively displayed in glass showcases at either end of the booth. On the centre counter a complete variety of 5c and 10c chocolate bars were featured—special attention being called to the delicious new Swiss Style Milk Chocolate Bars that are rapidly making a name for themselves as trade winners wherever displayed. Rows of glass display jars contained the samples of the Patterson's comprehensive line of Satin Finish and Gloss Goods, Assorted Fruit Jellies, and many other varieties of specialties that have gained favor among the trade—completed an exceedingly effective display—one that drew many complimentary remarks from the vast numbers who viewed it.

A most pleasing and gratifying feature of the Patterson Exhibit this year was the large number of merchants who called at the booth and expressed their keen delight in the quality of Patterson's lines and their appreciation of the prompt and courteous manner with which they had been served.

Patterson Candy Co.'s success is largely due to the close co-operation with their customers that places their products at the topmost line among confectioners—the assistance they render to their agencies in the way of display matter, signs and samples—the guarantee of their chocolates—and the superb quality of the goods.

Dealers who get behind these popular Patterson products will find them all fast sellers with an unusually generous profit margin.



Where the "Made-in-London" Kellogg's Toasted Corn Flakes were exhibited—one of the real busy spots in the new Pure Food Building.

Kellogg's Made-in-London Corn Flakes

ONCE again Kellogg's "made-in-London" Toasted Corn Flakes (the corn flakes with that different flavor) made a big hit with the throngs of visitors at the Canadian National Exhibition. Many thousands of sample packages of this nationally preferred breakfast food were passed out from the Kellogg booth in the new Pure Food Building by a staff of demonstrators who explained to housewives just why they should specify these original "Kellogg Baked" and "London Flaked" Corn Flakes—just why they should insist on the old familiar red and green package with the words "Made in Canada" and "London, Ont.," printed in red on the face of the carton.

Most grocers know what this "Made in Canada," "London, Ont.," means to them. They don't need to be told that these five words are still the safest guide to the best corn flakes as they have been for the past thirteen years.

The London, Ont. plant where these superior corn flakes are processed is one of the most modernly equipped of its kind on the continent. The corn used in their preparation is the finest that money can buy and every detail throughout their manufacture is carried out under the watchful eyes of experts. To this careful, special processing of the best corn, is due their different flavor—a flavor that has always brought greater profits and greater satisfaction to merchants who featured them.

Specify these "Kellogg Baked," "London Flaked," all Canadian corn flakes next time you order. "There's a difference" that makes it worthwhile being particular.



Exhibit of Jack Frost Refrigeration Systems where their economical characteristics were explained to hundreds of interested merchants at the Exhibition.

Jack Frost Refrigeration Systems

MORE than six hundred interested merchants visited the exhibit of the Jack Frost Refrigeration Systems in the Industrial Building at the Canadian National Exhibition this year, and went away convinced that the Jack Frost method of refrigeration for stores where meat and other perishable foods are kept for sale, is the ideal one.

Many facts were presented by those in charge of the exhibit to show the economical value of Jack Frost Refrigeration. Its first cost is the biggest cost, but after that the expense of operation is so much less than the cost of ice that it immediately appeals to the merchant who is anxious to give the best service to his customers at the least expense to himself. The response to the exhibit this year greatly surpassed that of a year ago. The reputation of Jack Frost has been steadily growing and those who have heard during the year of its wonderful economical value spent a great deal of time at the Exhibition this year in going thoroughly into the equipment and in visualizing the duties it can perform in their own stores.

In the center of the booth was installed a standard size butcher's refrigerator and at one end was an eight-foot glass top-display counter. These were operated by a one-ton Jack Frost Unit, which is capable of cooling a space to the amount of twelve hundred cubic feet.

The refrigerator and display counter were appetizingly arranged with fresh meats and vegetables and were just as fresh and tasty in appearance at the end of the two weeks of the Exhibition as at the beginning.

The Jack Frost System is unique in many respects. It can be readily installed in any show window, which makes it a valuable asset to the retail merchant who is desirous of displaying to best advantage his cooked meats, bacon and green vegetables during the hot days of the year.

It must not be considered that Jack Frost is a refrigerator. It is a cooling system that can be easily attached to any type of refrigerator, show case or counter in any center where there is a supply of electricity and water. Jack Frost keeps the cooling box at an even temperature throughout the entire year. It never varies. The thermostatic control, a special feature with the Jack Frost System, automatically keeps the temperature at the degree decided upon. It is only necessary to set the Thermostat at a certain point ranging from twenty to forty degrees, turn on the power and Jack Frost does the rest. The System removes all worry in connection with keeping food products until they have been sold. When the desired temperature in the refrigerator is obtained, Jack Frost instantly ceases to operate, but the minute that the temperature rises to as much as one degree the machine is again snapped on.

Many tests have shown that the cost of operating Jack Frost is more than 50 per cent. less than the cost of ice, and the majority of cases have shown that the cost has been in the neighborhood of 25 per cent. of the cost of operating by ice.

The Jack Frost Ice Machine Company, Limited, is located on Dundas Street, Toronto, and any merchant who was not fortunate enough in seeing the demonstration at the Exhibition this year should get in touch with the company. A booklet describing the System in detail will be sent to any enquirer.



The log cabin in the centre made entirely of Old Tyme Maple Sugar was one of the chief attractions in the Canadian Maple Products booth.

Throngs Stop to See Maple Sugar "Log Cabin"

THE HUNDREDS of retail merchants who attended the Canadian National Exhibition in Toronto recently, will recognize the photograph reproduced here, as the exhibit of the Canadian Maple Products Company. It is certain that no dealer failed to see this booth in the new Pure Food Building where a big "log cabin" built entirely of maple sugar was a unique feature. Without exaggeration, hundreds of thousands of people stopped to admire the exhibit and to sample the Old Colony Maple Syrup, the Old Tyme Maple Butter or the delicious maple sugar of which samples were generously distributed. Many carried bottles of syrup or jars of maple butter home with them and the outcome is sure to be a big demand from those who have sampled the products. Many dealers who had not previously stocked these lines, stopped to make inquiries and on talking with the representatives in charge of the exhibit, promptly gave orders. In fact, no dealer could have done otherwise when he witnessed the interest women showed. The demonstration of the various uses for Old Tyme Maple Butter attracted housekeepers particularly. They eagerly crowded about the demonstrator, as she explained her quick and economical method of icing cakes.

Old Colony Maple Syrup and Old Tyme Maple Butter are made of none but the first run of sap from the famous maple syrup province, Quebec, thus absolutely guaranteeing the quality. Critical government analysis has proved it 100 per cent. pure. These facts were not lost sight of by the throngs of Canadians who demand perfection in their national product, and many made careful note of the names "Old Colony" and "Old Tyme."

Dealers who are not carrying this line of unrivalled maple products can secure them through the wholesale trade or by communicating direct with the Canadian Maple Products Co., Ltd., Van Horne Street, Toronto.



This exhibit was responsible for getting thousands of samples of Egg-O Baking Powder into Canadian homes.

Egg-O Gets 100 per Cent. Certificate

DIRECTORS of the Canadian National Exhibition gave the Egg-O Baking Powder booth in the new Pure Food Building a one hundred per cent. efficiency mark. This was for appearance and the general tone and character of the booth and the way it was conducted by the men in charge. The background consisted of stucco panels with a beautiful blue decorative border, very pleasing to the eye and denoting purity and cleanliness.

E. G. Willard, president of the Egg-O Baking Powder Company, stated on the closing evening that the exhibit had been a marked success in every way. A large number of sample tins of Egg-O had been provided for the exhibition and all had been disposed of a number of hours before the closing time. Several thousand tins found their way to homes of interested users of baking powder during the two weeks of the Exhibition and hundreds of housewives were in addition talked to about the reasons why Egg-O Baking Powder should be used in their baking. The company had sampled Toronto from January to June and the Exhibition gave the men in charge a splendid opportunity to follow up this sampling work.

With every sample tin of baking powder purchased a cook book and balloon were given. The booklet was entitled, "The Truth About Baking Powder," and contained a large number of special bread, cake and biscuit recipes. The double-action character of Egg-O was explained in the cook book as well as to a large number of visitors at the booth. It was shown that Egg-O contains two entirely different gas-relieving ingredients, one which starts to leaven the cake immediately it is mixed, and the other containing the leavening process after the cake is in the oven. Another page in the book gave a number of facts about baking powder, showing why Egg-O is the perfected result of what scientists now know about this great leavening product.

The work done at the Canadian National Exhibition was done to assist merchants in making it easier to sell Egg-O Baking Powder. Thousands of Canadian women are now more familiar with it and frequent displays on the counter or in the windows will mean additional business to retailers.



The exhibit of Bodley's Ltd., Toronto, manufacturers of choice cakes and confections, in the Pure Food Building at the Canadian National Exhibition was the Mecca for thousands of interested visitors.

600,000 lbs. of Bodley Fruit Cake This Year

THE HUNDREDS of people who daily gathered in front of the booth of C. J. Bodley, Ltd., in the Pure Food Building, during the exhibition attested to the popularity of Bodley lines. One of the most attractive exhibits in a great assembly of beautiful displays, it was the centre for crowds at all times, and it goes without saying that the coming months will see a bigger demand than ever before for Bodley confections. It is estimated that 600,000 pounds of famous Bodley fruit cake will go into consumption this year. The immensity of this amount is realized, when it is known that it would take a train of 25 cars to transport it.

The Bodley fruit cake is a cake of quality, and is without a doubt first in its class. The standard of excellence that has long been maintained on this line, has assured for it a permanent popularity, establishing it for all time to come, in the homes of thousands of people. Displayed in a large silent salesman, in the centre of the booth, one of those large fruit cakes caught the eye of the passerby at once, compelling him to stop and gaze upon this toothsome confection, so temptingly arrayed before him. An immense wedding cake, too, in its glistening white icing, was equally inviting and brought forth many complimentary remarks.

Appealing particularly to the children at the Fair were the many chocolate specialties that were shown at Bodley's. The almond bars, the jelly rolls in chocolate, and the many dainties that are shown in these five cent lines, sold in great volume, proving conclusively that the grocer and confectioner will do well to have them in stock at all times. The increased demand for them, as evidenced at the Exhibition, will undoubtedly be extended into the weeks to come. Likewise the animal biscuits in the picture packages were great favorites with the youngsters, and the supply was constantly sold out, inquiry for the same exceeding the quantity available. These confections and cakes are all made by C. J. Bodley, Ltd., 99 Ontario Street, Toronto, under the most ideal conditions.



Attractive booth in the Pure Food Building where the merits and economical character of Crisco Vegetable Shortening were explained.

Fine Display of Crisco Shortening

CRISCO, the modern shortening for all kinds of cooking, was appetizingly displayed in the booth of the Procter & Gamble Distributing Company in the new Pure Food Building during the two weeks and one day of Canada's great National Exhibition. Thousands of Canadian women visited the exhibit and heard the merits of Crisco thoroughly explained by the lady demonstrators in charge.

At the rear the booth was made up to represent the interior of a kitchen with a kitchen cabinet, refrigerator, etc., on which were displayed tins of Crisco. In the foreground attractively arranged on the glass show case were more tins of Crisco, some of them with the covers off, showing to advantage the pure white character of the shortening. Inside the cases were temptingly arrayed many good things to eat, all made with Crisco.

There were Tea Biscuits, Doughnuts, different kinds of Layer Cakes, etc., that were a delight to see. Ferns and cut flowers added to the general effectiveness of the entire exhibit and helped to make it one that will not be forgotten by the Canadian housewives who visited it and listened intently to the story of Crisco.

Crisco has been on the market since 1911 and is used in thousands of households all over Canada. It is no longer an experiment but is now an everyday commodity, held in the highest esteem by particular housewives.

Demonstrators at the Procter & Gamble booth emphasized the point that Crisco was not a substitute for butter or lard but it was a real primary product in itself and a richer and more wholesome fat for cooking. For any ordinary purpose one-fifth less than of other fats is sufficient. An important point explained was that it can be used over and over again in frying all kinds of foods and because the foods absorb so little Crisco it becomes still more economical than even lard.

Canadian merchants are assured of the uniform quality of Crisco. The fact that the Procter & Gamble Distributing Company exhibited it in the new Pure Food Building to hundreds of thousands, demonstrates their confidence in it. Merchants can sell it with the same confidence.



Gunn's striking display at the Canadian National Exhibition which attracted wide interest among the throngs of visitors to the Pure Food Building.

Gunns—Specialists in Good Foods

GUNNS Yellow and Blue, the colors which almost everyone recognizes as emblematic of excellence in Government Inspected Food Products, shone out with unusual brilliance and impressiveness at the Canadian National Exhibition.

MAPLE LEAF and TIP TOP Brands of "Good Food" are so well known, that the merits of the various products need hardly be enlarged upon. The impression of quality conveyed by the attractive arrangement of the demonstration booth of this Company drew many comments of agreeable surprise. Easifirst Shortening was a prominent factor, and as usual won new friends every day, while many of last season's converts stopped to tell of their success with Easifirst during the year.

TIP TOP BRAND MINCEMEAT. "Why of course," more than one visitor remarked, "I will never bother about home-made Mincemeat so long as I can buy GUNNS TIP TOP. It is every bit as good as I could make myself, and, it costs less —to say nothing of one's time."

There was that wonderful new product, GUNNS MAPLE LEAF COOKED SAUSAGE, in sealed containers—one of the most delicious and satisfying foods imaginable. They may be eaten hot or cold —one may keep a few tins in the house all the time ready for lunches or hurry-up meals—for picnics, fishing, or hunting trips there is nothing so valuable and so convenient.

GUNNS YELLOW AND BLUE, aided by the presentation of a delightful Maple Leaf Rhyme Book to the children or their parents, made the booth a popular point of interest, and it is a certainty that not only the products mentioned above, but MAPLE LEAF HAMS AND BACON—MAPLE LEAF FRESH SAUSAGE—MAPLE LEAF CARTON EGGS—MAPLE LEAF BOILED HAMS—and the many other Good Food Products manufactured by GUNNS LIMITED will have won thousands of new friends.

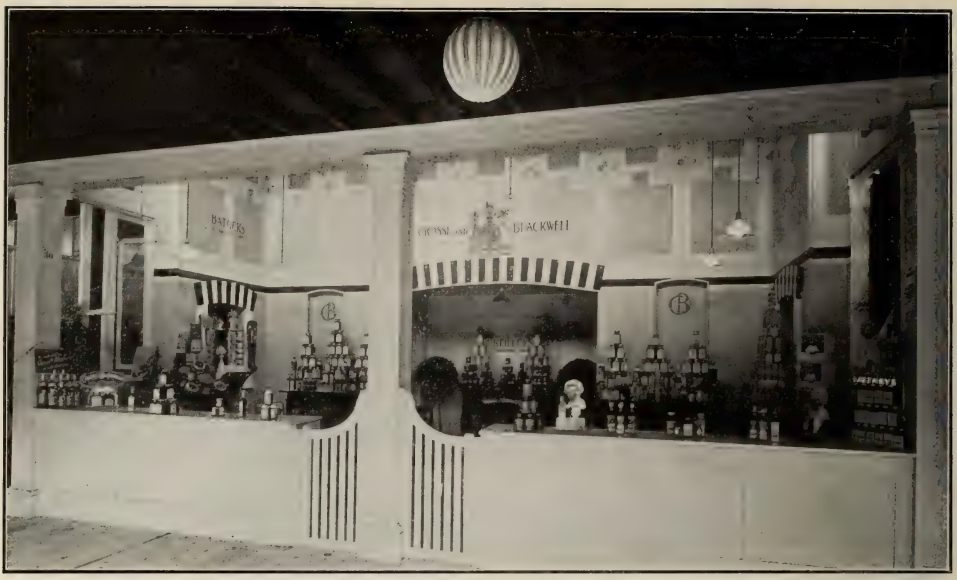


Exhibit in the new Pure Food Building where the quality lines of Crosse and Blackwell, Keiller's, Lazenby's, and Batger's were displayed and introduced to thousands of visitors at the Canadian National Exhibition.

Bowes Butter Cow Attracts Thousands

THOSE who were fortunate enough to be in the new Pure Food Building during the early hours of the 1922 Exhibition saw the finishing touches being made to the Bowes Butter cow which was moulded completely by hand out of Bowes butter. When finished the cow was life size, its Jersey appearance being easily distinguishable. No exhibit in the building drew bigger crowds than this butter cow. It was appropriately termed, "The Foster Mother of the World." Every day of the exhibition visitors flocked to The Bowes Company booth, eager to get a glimpse of this wonderful reproduction.

The sculptor accomplished his work in a refrigerated glass show-case. The soft butter quickly hardened to the frame work and gradually took on the shape of the pure-bred Jersey cow. It was particularly appropriate in expressing to the thousands of visitors the high quality and character of Bowes butter which has gained such an enviable record among those who are judges of real good butter.



Reproduction of the cow moulded out of Bowes Butter—The Foster Mother of the world.



The above illustration shows Marsh's striking Grape Juice Exhibit where great crowds daily sampled their famous Grape Juice Punch—the tempting drink that made a decided hit with Exhibition visitors.

Marsh's Grape Juice a Popular Beverage

THE Marsh Grape Juice Company's exhibit at the Canadian National Exhibition was one of the most interesting and attractive booths in the splendid New Pure Food Building.

The booth was artistically decorated, the centre arranged in the form of a lattice pergola, which was an ideal background for a display of Marsh products. Many bunches of Grapes, punch bowls filled with Marsh's, and potted ferns added to the attractiveness of the display. At the counter, the famous Grape Juice Punch prepared from Marsh's, was served, from specially constructed aluminum coolers that kept the product ice cold.

Demonstrators were busy serving this delicious punch, and the many thousands of visitors who sampled Marsh's went away with a new idea of flavor and quality in Grape Juice, firmly convinced that "There is another Grape Juice"—an all Canadian Product—that is "Just a little sweeter" and "With a better flavor."

The Marsh exhibit brought scores of favorable comments from the hosts of visitors and created a very favorable impression that will certainly be reflected in a greater demand for Marsh's.

Marsh's Grape Juice is the pure juice of choicest Concord grapes. No manufacturer uses better grapes, in fact Grape Juice of a better quality cannot be made. Every bottle is guaranteed to please your trade.

October is Grape time and very soon the Marsh plants will be pressing the choicest grapes and preparing Marsh's Grape Juice for the 1923 season.

New prices will be announced immediately after pressing.



Many new lines were a feature of the display of biscuits by the Telfer Biscuit Co. Ltd., in their exhibit this year at the Canadian National Exhibition.

"Telfer the Buy-Word for Biscuits"

"TELFER the buy-word for Biscuits" meant everything the slogan implies at the Canadian National Exhibition this year. Consistently maintaining their high quality, the Telfer Company are continually offering the trade new and distinctive varieties. In their artistically arranged exhibit were featured this year their three newest lines, Radio, Molly-O and the new Kiddie-Kraft Animal Package.

Startling news broke through the ether from Coast to Coast when Telfer broadcasted that their new Radio Biscuit had been enthusiastically approved by a Special Women's Advisory Board. The popularity of this biscuit is assured and its broadcasting still goes on. Mr. Grocer, "tune in" and order Radio Biscuits to-day.

KIDDIE-KRAFTS are of course for the children and every time they take home a ten cent package they have a piece of furniture for their doll's house. There is a piano, writing-desk, kitchen-cabinet and dresser. They are filled with delicious Animal Biscuits and will be a wonderful specialty line for the grocer.

Molly-O Biscuit is now an established line throughout Canada from Coast to Coast and its high quality shall be maintained.

Other lines featured at the Telfer Booth were "Duplex" Soda, Pineapple Delight, Puff Cream, Thin Arrowroot, Creme Fruit, Duplex Cream and many others.



Where J. H. Wethey Limited, St. Catharines, showed their products in the New Pure Food Building at the Canadian National Exhibition.

Wethey Jams and Mincemeat are Superior

A BEAUTIFUL picture effect in the rear wall, most artistically arrayed with jams and marmalades, their clearness and appetizing character showing up by means of concealed electric lights around and at the back of them, was the chief feature of the beautiful exhibit of J. H. Wethey, Limited, in the new Pure Food Building. The bright glass jars of marmalade and the darker jars of jam were so placed that the contrast produced a most pleasing effect and one that compelled attention from everyone. On the show cases were displayed most attractive jars of marmalade and jam as well as packets of the Wethey Condensed Mincemeat, the original product made in the Wethey daylight factory.

A most energetic sales force showed the merits of these various lines to thousands of visitors during the two weeks and one day of the great Exposition. Naturally these thousands have gone home with a bigger and better idea of the Wethey products, how carefully they are made, how appetizing they are and the pleasing character of the jars and labels and mincemeat containers.

J. H. Wethey Limited, was established back in 1883 so that the company has years of experience in making good food products. Originally only mincemeat was made in their factory. This meant specializing in the one product for many years in consequence of which Wethey's mincemeat is known to-day from coast to coast not only to the wholesale and retail trade, but to the great majority of consumers.

In 1914 the new daylight factory of the Wethey company was erected, containing more than 60,000 square feet of floor space. The making of the first kettle of jam in the new plant was an historic event. It was in August, 1914, that the company began to pack both jam and marmalade and on the 4th of that month the boiling of the first kettle of jam coincided with the firing of the first gun in the great European war which lasted until 1918. Unlike the war, however, which is now being forgotten in the course of events, the manufacture of Wethey's jams and marmalade goes steadily on, developing from year to year.

J. H. Wethey Limited, is situated in St. Catharines, Ontario, which is considered one of the most beautiful of the smaller cities in Canada. It is located right in the midst of perhaps the best fruit-growing district in the country so that fruits are always preserved when they are fresh from the field. The Wethey factory is a model of cleanliness, every product turned out being absolutely guaranteed from the purity standpoint. The Canadian trade can sell no better products than Wethey's mincemeat, Wethey's jams and marmalades. The demonstrations at the exhibit in the Pure Food Building have made many new friends for these goods and merchants throughout Canada will doubtless find increased turnover in these high grade lines.

The Toronto agent, Mr. Thomas of Scott & Thomas, was in charge of the exhibit.



Junket Products were more popular than ever at the Canadian National Exhibition this year. The exhibit in the new Food Building, as reproduced here, attracted crowds daily.

Junket Products in Beautiful Display

WITH its pure white counters and background and its attractive array of Junket products, the exhibit of Chr. Hansen's Canadian Laboratories stood out so that it quickly caught the eye of visitors in the new Pure Food Building.

For two weeks and a day several lady demonstrators, dressed in white, talked to thousands of visitors in the new building about Junket Tablets, Junket Powder and the tempting desserts that can be made from these two lines. While Junket is a comparatively new product as far as Canada is concerned, its reputation as an easily digested perfect food was known to the Old Country many years ago. Chr. Hansen's Laboratories have been the leaders in making Junket in America for a long time so that their goods are known from coast to coast. Many visitors at the Exhibition took home with them packets of Junket Tablets and Junket Powder the first week and during the second week took home with them still larger quantities.

Chr. Hansen's Junket is an indispensable food in case of weak stomach and is used in hospitals all over the country as well as in the homes of thousands and thousands of people.

Junket Tablets are made of the purest digestive Rennet Ferment found in the stomachs of calves, with a little table salt added. The tablets are so easily made into Junket dessert that even a child cannot go wrong. An important feature about Junket Tablets and Junket Powder is that to make the dessert milk is used and everybody knows the food characteristics of milk. When milk is taken as Junket it is much more easily digested, as it is eaten so much more slowly than when gulped down clear.

The demonstrators also showed how Junket is used for the making of ice cream. Junket Powder is made in four different flavors and is sweetened ready to use. These flavors include raspberry, vanilla, chocolate and lemon. Hundreds of booklets were given away to visitors who took home with them lasting impressions of Junket Tablets and Junket Powder. These booklets provide scores of recipes in which Junket Tablets and Junket Powder form a part. The work done at the exhibition in conjunction with the recipe booklets, is sure to mean that a great many more people will be interested in these products, so that it would be good business on the part of merchants to keep them prominently displayed.

Buttermilk Tablets for making buttermilk at home were also shown at the booth. The difference between Junket Tablets and Buttermilk Tablets is that the former contain the rennet ferment which curdles the milk when sweet, while the Buttermilk Tablets act by means of the lactic acid bacteria which sour the milk by converting the milk sugar into lactic acid. Buttermilk Tablets are very handy in the home where buttermilk is relished, and a display of these together with the other Chr. Hansen lines will certainly bring in more business to the merchant.

Loggie, Sons & Co., 32 Front St. West, are Canadian selling agents for the Chr. Hansen lines.



The above illustration shows the attractive Jeffress Booth where many thousands of visitors sampled that popular sandwich filler, "Olive Butter."

Jeffress "Olive Butter" a Great Favorite

A FAINTING woman or the arrest of a pickpocket could scarcely have gathered larger crowds than those which daily surrounded the JEFFRESS' BOOTH in the Pure Food Building at the Canadian National Exhibition. Here the feature attraction was that old favorite which most good grocers know to their profit—Jeffress' Olive Butter.

Scores and scores of Exhibition visitors each day elbowed their way to the front of the Jeffress' Booth, tasted the generous sample of this incomparable sandwich filler, smacked their lips in approval and in most cases walked away with a jar tucked under their arm. Demonstrators were kept busy describing its many uses for making sandwiches, salads, salad dressings, etc., and explaining how it is hygienically made from the finest selected olives, pimento, pure spices and the best malt vinegar.

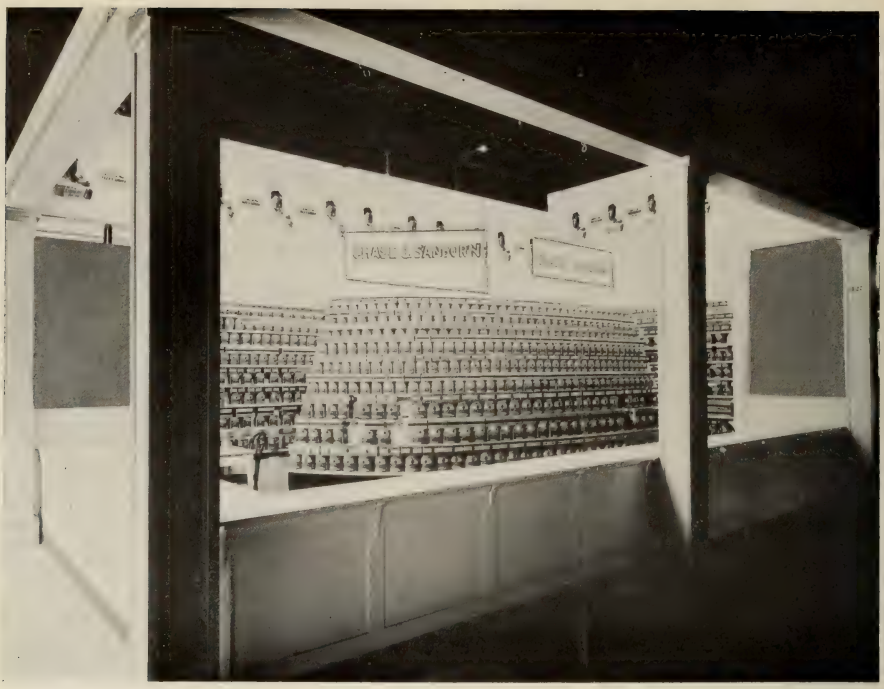
Many thousand jars of this delightful dainty were passed out each week of the Exhibition, as well as many hundreds of bottles of Jeffress' popular Blue Seal Mushroom Catsup and Jeffress' Worcestershire Sauce, two lines that are rapidly making a name for themselves with grocers everywhere as fast, profitable sellers.

Jeffress' Blue Seal Products need no introduction to grocers. Their unusual profit possibilities and high quality have long been familiar to merchants who cater to the better class of trade.

Mr. Jeffress' many friends in the trade will be glad to learn that the factory which he opened in Detroit, Mich., about the first of this year is already operating at full capacity and indications point that these popular Jeffress' Products will prove just as big a success in the United States as they have in Canada.

The Jeffress' Exhibit was in charge of R. C. Blackburn of 60 Front St., West, Toronto, sales representative for Jeffress' Blue Seal Products.

Your wholesaler will quickly supply these sure selling Jeffress' lines.



Showing the unique display of Chase & Sanborn, of Montreal, in the New Pure Food Building at the Canadian National Exhibition.

The Chase and Sanborn Exhibit

AN IMPOSING circular row of tins of Seal Brand Coffee and packages of Seal Brand and Superior Tea built up in receding tiers formed the feature of the display in the exhibit of Chase and Sanborn in the beautiful new Pure Food Building at the Canadian National Exhibition.

The bright colored labels on both the coffee and tea stood out so that the booth was plainly visible a long way off. This was evidently responsible for the crowds that continually lined the counters every day during the two weeks It was readily noticeable that the great majority of visitors were familiar with the Seal Brand Products as it required very little persuasion for the salesmen in charge to induce thousands of them to carry home samples of the coffee and tea. This demonstrates how well known the name of Chase and Sanborn has become.

This was the first year in which Seal Brand and Superior Tea were exhibited at the Canadian National Exhibition and in many instances those who had taken home samples the first week called for larger packages the second. One woman came back for 5—1 lbs. packages of Seal Brand Tea, she liked it so well.

Altogether during the two weeks between 15,000 and 20,000 people purchased samples. The attention given the exhibit greatly exceeded expectations as it was during the first week that the entire supply of sample packages set apart for the whole exhibition were used up and a further and larger shipment had to be made to the grounds.

The display carried a great deal of advertising prestige and it will be significant to merchants that Chase and Sanborn products will be accepted more readily in future when on display in stores or suggested to customers. The whole exhibit was an extraordinary success all the way through. Its effect will be felt all over Canada as visitors were there from every province.

The booth was in charge of three representatives of Chase and Sanborn—H. Scruton of Montreal, E. F. Whittemore, Toronto, and S. C. O'Neill of London.



Headquarters for the New Klim Whole Milk and Klim Shake—the delightful, wholesome drink that proved so popular with Canadian National Exhibition visitors in the new Pure Food Show.

Klim in Great Demand at Exhibition

BELIEVING that the best way to convince any one of the quality of Klim is to have them drink a good glass of it. The Canadian Milk Products, Limited, were very successful this year in converting thousands of people to the quality and palatability of their powdered milk.

"Have a Real Drink," was the call of the Klim exhibit and it certainly proved a real drink judging from the expressions of delight of thousands of people who clustered about the Klim booth. On every side it was heard that the Klim drinks were the best to be found on the grounds.

The Klim exhibit this year was again a feature attraction among the displays at the Exhibition, but this year was located in the splendid new Pure Food Building. The real drink that proved so popular was an ice cold "Klim Shake" made in two flavors from a Klim formula, which was handed out to all who had a drink. This formula was as follows:

To a cup of water in a lemonade shaker, add 6 level tablespoonsful of Klim Brand Powdered Whole Milk and a quantity of cracked ice. Then add fruit syrup or any other flavor desired and shake vigorously for one minute. Strain into a tall glass.

A staff of dainty white-clad demonstrators introduced the new Klim Brand Powdered Whole Milk from the attractive Klim booth and attracted much attention as they made up Klim shakes for the people. Klim Brand Powdered Whole Milk is a new product, the sale of which is increasing because of its quality. It is a rich full cream milk in powder form with only the useless water removed and is packed in 4 oz., 1 lb., 2½ lb., and 5 lb. tins with brown and yellow labels.

The other milk products of the Canadian Milk Products, Limited, were demonstrated to the people, including their several infant preparations. Many manufacturers were attracted to their booth and were interested in their bulk milk in powder form.

Klim Brand Powdered Whole Milk has not yet attained a nation wide sale and up to the present time is sold only by a few selected high-class grocers, who are building up a fine turnover on it. Every grocer is familiar with Klim Powdered Skimmed Milk as sold in the blue and white tin. This Klim is a very useful cooking milk but because of the absence of fat is not found suitable for infant feeding. The new Klim Brand Powdered Whole Milk is a fine pasteurized milk in powder form suitable for absolutely every purpose. It is not handled by the wholesaler trade because it must reach the consumer without delay, due to the high percentage of butterfat in it.

The Canadian Milk Products, Limited, invite inquiries from the trade on this new product and are now in a position to handle steadily increasing business of their new full cream powdered milk.



The scales manufactured in Canada by the Canadian Toledo Scale Co., Ltd., at Windsor, Ont., were shown in this booth in the Industrial Building at the Canadian National Exhibition.

"No Spring—Honest Weight" Toledo Scales

THOUSANDS of visitors to the Canadian National Exhibition at Toronto this year lined up daily, in order to get an accurate count of their weight. This was made conveniently possible for them in the Industrial Building, where the Canadian Toledo Scale Co. Ltd., placed at their disposal the Toledo Personal Weigher scale. This matter of getting weighed has for some years past been a popular feature of the exhibition, and attracts thousands of people to the Canadian Toledo booth every day of the big Fair.

Occupying its usual prominent position in the Industrial Building, the Canadian Toledo Scale Co., Ltd., had one of the finest displays at the exhibition. This Company are the largest automatic scale manufacturers in the world, making over one hundred styles of automatic scales weighing from a fraction of an ounce to thirty tons.

Representing the last word in computing scales, hundreds of retail grocers manifested great interest in this exhibit, and it is an assured fact that as a result of this comprehensive display of automatic scales, the Canadian Toledo, has won increased prestige with the retail grocery trade of Canada. More than ever before the grocer is going to consider the Canadian Toledo before buying a scale, irrespective of capacity required, for the Toledo is to be had in all sizes and styles.

Practical demonstrations and explanations of this "NO SPRING" scale were given by expert attendants at the exhibit and no effort was spared to give detailed advice as to just what the Toledo will accomplish for the retail grocer, or, in fact, for any merchant who requires scales in his business. Automatic computing scales covering the wide variety of sizes that are embraced in the machines of the Canadian Toledo serve every manner of need where scales are required, and the absolute guarantee of accuracy makes the Toledo the desirable scale for all purposes. No worry of overweight nor shortweight will be the grocer's if he installs the Toledo. Rapidly computing values, the merchant is assured of correctness, and on this account alone, apart altogether from the labor-saving device that a Toledo constitutes, the financial outlay represented in the purchase of a Toledo is soon returned to the retailer in the money it saves by assurance of "HONEST WEIGHT."

The presence of these "NO SPRINGS —HONEST WEIGHT" scales in a store lends a finish to the place. It is a decorative as well as a very desirable piece of equipment and guarantees a square deal on both sides of the counter. Eminent satisfaction will be found in the Toledo, and the grocer will do well to investigate their merits when contemplating the purchase of scales. These scales are manufactured in the plant of the Canadian Toledo Scale Co. Ltd. at Windsor, Ont., and thus they constitute Canadian-made products of the first order.

Another feature of the exhibit was the showing of the improved Van Berkle meat-slicing machine. The Canadian Toledo Scale Co. Ltd. have now selling privileges for this machine in Canada.



The exhibit of W. G. Patrick & Co. in the Pure Food Building at the Canadian National Exhibition was a unique arrangement, facilitating the serving of the thousands of visitors who called at this booth.

Exhibit of H. P. Sauce and Midland Vinegar

NOTHING but most favorable comments were heard on all sides about the original and effective design of the W. G. Patrick & Co. booth in the handsome new Pure Food Building. It was divided into six sections, each constructed along similar ideas and each exhibiting attractively one of the six feature lines which the company represents. The Patrick booth was situated to the north of the centre open courtyard and occupied an entire square.

In addition to the display of "the one and only H. P. Sauce," Garton's Custard and the other products of the Midland Vinegar Company, W. G. Patrick & Co. also demonstrated the well-known "Crossed Fish" sardines, packed by The Stavanger Preserving Co. of Norway; "Certo" made by the Douglas Packing Co. of Cobourg, Ont.; Sharp's Kreemy Toffee; Golden Sweet Corn in tins packed by The Carll Canning Co. of Gorhm, Maine; and Clarnico Orchard Fruits, made by Clark, Nicholls and Coombs Ltd. of London, England.

Many thousands of the more than the million and a quarter visitors at the great Exhibition were either served at one or another of the six counters and listened intently to what the demonstrators in attendance had to say about the various products. Samples were taken away every day to be tried out in the homes of the people and it was very significant that in scores and scores of instances those who had sampled them at home came back for more.

The Midland Vinegar Co. lines include H. P. Sauce, Garton's Custard, Garton's Pure Pickles, Midland Malt Vinegar and a new line—English walnuts in H. P. Sauce. All these are standards of excellence and have gained enviable reputations in different parts of the world. H. P. Sauce is a name which practically every Canadian merchant connects with the highest type of thick sauces, is always saleable and always uniform. W. G. Patrick & Co. have been Canadian agents for it for many years, having introduced it from coast to coast to the Canadian trade. The English walnuts in H. P. Sauce proved a popular addition, being enthusiastically talked of wherever sampled. "Crossed Fish" Sardines occupied the next section of the booth. Demonstrators there showed how a tasty and appetizing dish can be relished by a combination of H. P. Sauce and Crossed Fish Sardines. The latter have become so popular with the Canadian trade that the company in Norway have not been able to ship the quantity required to satisfy the demand.

The great amount of work accomplished at the Patrick exhibit in making the six above mentioned lines more familiar to so many thousands of Canadian people, means much to the retail merchant who is stocking them. His work of selling is lightened. Customers always accept more readily, goods the retailer recommends if they already know something about them.

FLOUR EXHIBIT OF McLEOD MILLING CO. A SPLENDID DISPLAY

THE McLeod Milling Company's exhibit proved a center of attraction for thousands of housewives who visited the "Made in Stratford" section in the Coliseum at the Canadian National Exhibition.

Featured in the attractive exhibit was a large pyramid display built up of sacks and barrels of the following well-known McLeod flours:—"Union Jack," "Sunrise," "Classic," "Hercules," and the two old favorites, "Special" and "Our Chief," while samples of McLeod flours and feeds displayed in glass jars conclusively told the story of their sterling quality.

Few flours are better known and better thought of by grocers, bakers and housewives from coast to coast than these two high-grade economical flours.

McLeod demonstrators explained to the crowds of visitors which daily surrounded the booth just which brands were best for bread making and which most economical and efficient for pastry.

Taken altogether the McLeod exhibit did much to further the popularity of these fast-selling McLeod flours—brands that grocers can recommend with absolute assurance of complete customer satisfaction and 100 per cent. repeat orders.



Exhibit in the new Coliseum where products of the McLeod Milling Co. were on display.

Sabine's "Rustics" Win New Friends

AN attractive painting of a woodland scene in the background and one real log hanging in the foreground to impress upon visitors in the new Pure Food Building, the name of his leading line "Rustics," were the compelling features that brought thousands of people to the booth of Frank J. Sabine, confectionery manufacturer, of Toronto. In the evening the name "Rustics" stood out strongly in one log in red letters by means of an electric light. In addition to "Rustics" the two other prominent lines of Mr. Sabine's were shown—Queen's Delight and Mackay's Butterscotch. Queen's Delight is a delicious Turkish Delight made in assorted colors. Queen's Delight also forms the center of the "Rustics" confection. A cube of "Rustics" Delight is covered with nut filled chocolate coating. Hundreds of people purchased samples of these two lines during the first few days of the Exhibition and were frequent visitors later on and carried away with them considerably larger samples.



This attractive exhibit drew thousands to its side, where visitors partook of the delicious "Queen Delight" candy shown here.

Mackay's Butterscotch needs no introduction to the Canadian trade. It has been on the Canadian market for a long time and is one of the finest butterscotch confections made. Mr. Sabine looked carefully after the wants of the many visitors and was assisted by several young ladies.

The confectionery factory of Frank J. Sabine is located at 5 Fenning St., Toronto, established since 1893.



The attractive booth from which thousands of sample boxes of Paterson's high grade biscuits were passed out to Canadian National Exhibition visitors.

Paterson Biscuits Draw Big Crowds

ONE of the outstanding exhibits and attractions in the new Pure Food Building at the Canadian National Exhibition this year was the Wm. Paterson, Limited, exhibit of high class biscuits and delicious candies.

Artistically arranged in every detail with a background of soft blue velvet hangings and amber colored lights, the Paterson booth presented a strong appeal to the artistic as well as those interested in the best in biscuits and confectionery.

The big feature of the Paterson Exhibit was the distribution of a special carton of fancy assorted Paterson biscuits made up of those famous Mary Pickford Biscuits you've heard so much about, Dot Shortbread, Vanilla Wafers, Social Tea, Apple Blossom, Countess, Mellocremes, Oval Arrowroot, Thin Arrowroot, Cocomels, and Orange Slice. Many thousands of these sample boxes were distributed by dainty white clad girls in the Paterson Booth and if complimentary remarks and repeat calls for the feature box were any indication of popularity, these Paterson biscuits made a big hit with Exhibition visitors.

On a separate show case an eye-catching display of DOT SHORTBREAD, the biscuit that made the name Paterson famous, drew the attention of most everyone passing, and judging from the comments and expressions of the scores who sampled it, it well deserves its outstanding popularity. Another feature section of the exhibit was the display of a full line of chocolates, creams, etc., of the better kind, a full line of Pan Goods, including Jelly Beans, Scotch Mints, etc., and popular 5c lines including the Paterson 5c Blue Ribbon Toffee Bar.

All Paterson Biscuits and Confectionery are made in Brantford, Ont., in a large, modern, sunlit factory from the purest ingredients under the most hygenic surveillance.

Their fine flavor, appearance and quality is bringing exceptional profits and steady repeat business to thousands of merchants. If your customers are particular and you are anxious to please them, try PATERSON next time you need biscuits and confectionery. They're just a little better.

The exhibit was in charge of E. J. A. Kennedy, the Toronto representative of the company.



No more popular lines were shown at the Canadian National Exhibition this year than were the "Oh Henry" and "Oh Mabel," chocolate bars. This booth was popular at all times.

"Oh Henry" and "Oh Mabel" Draw Big Crowds

AUNT May's "Oh Henry" visited the Canadian National Exhibition along with his sister "Oh Mabel" and during the entire two weeks of their stay with headquarters in the Crothers' Exhibit in the Pure Food Building, they met with a reception that is seldom accorded to their kind. With the young and old, in fact, with most every one in the great crowds that daily surrounded the artistic Crothers' booth they made a decided hit.

To those who were not fortunate enough to attend the exhibition we will describe this sensational pair. "Oh Henry" was a delicious 10 cent nut bar—a delightful combination of nut caramel dipped in rich milk chocolate and a whirlwind seller that is proving the rage wherever good candy is sold. "Oh Mabel" is a dainty little bar that sells for 5 cents, a none the less popular seller than its brother "Oh Henry."

Hundreds of thousands of these two favorites were passed out from Crothers' booth and with each one went a little advertising novelty in the form of a comic nose with a pair of eyeglasses attached. From the opening of the exhibition grounds in the morning until the closing time in the evening "Oh Henry" and "Oh Mabel" kept the Crothers' staff of demonstrators busy passing them out to scores and scores a day, many of whom returned for "more of those dandy bars."

Grocers who feature these two live ones will find them just as popular with their customers as they have proved everywhere they have been introduced.

From the artistic point of view the Crothers' booth was worthy of special mention. Attractively arranged displays of a full line of Crothers' famous fancy biscuits along with the Crothers' comprehensive line of tempting pan goods, confectionery and jellies formed an eye-catching background and many flattering comments on the Crothers' booth and their products were audible in the throngs that passed.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Quebec

S. W. Narizzano, managing director of the Saxonia Fruit Preserving Co. of Montreal, is in New York this week.

Th. Sulpke of the Belgo-Canadian Trading Co., Montreal, has just returned from a business trip to France and Germany.

C. A. Lefabvre & Co., of Montreal, agents in Canada and the United States for Yacht Club Brand goods, have granted a sub-agency for the state of Michigan to Bliss Coles & Co., Detroit. They have also appointed Farley-Myers Co., of Winnipeg as agents for Manitoba.

Ontario

George Watson, manager of the Canadian branches of the H. J. Heinz Co., has recently returned to Toronto from a trip west to Vancouver.

Clement Ebel, general sales manager, Crosse & Blackwell Ltd., London, Eng., was in Toronto last week visiting Stewart Menzies & Co. in the interests of the new Crosse & Blackwell Canadian Company. He left on Saturday for San Francisco.

Gordon Matthews, manager of the Dominion Canners' factory, No. 45, Wellington, passed away a few days ago, following an illness of some duration. The deceased was 37 years of age, and leaves a widow, one brother and two sisters.

Wm. H. Dunn of the Borden Co., Montreal, was in Toronto on Friday last on his way to Vancouver. He will be back about the first of October. While in Toronto he attended the annual general meeting of the Food Products Association at the Exhibition grounds. Mr. Dunn is a member of the executive.

Bert. Kilpatrick, general merchant of Dery West, near Brampton, was the victim of an unfortunate accident when his truck struck a buried limb and a large ice cream freezer hit the gas and caused the truck to leap forward and turn turtle, pinning Kilpatrick beneath it. He suffered a number of severe injuries.

The death of Edward J. Belch, one of Picton's pioneer business men, occurred a few days ago. Mr. Belch was born at Belleville, but for the last fifty years had been in the grocery business in Picton. He was 72 years of age. Three sons survive him, Fred at Vancouver, and Harry and George, who conduct the grocery business in Picton.

British Sample Train Will Tour Through Canada

Montreal.—British manufacturers are demonstrating their intention to further their interests in Canada and improve their position in the Canadian market by sending out an exhibition train carrying samples of a great variety of British goods which will cross the Dominion, leaving Montreal at the end of October. The tour will last ten months. Two hundred and ten firms will participate in this exhibition and the train will be known as the "British Train Traders Limited."

None of the Dominions were officially represented at the National Food Exhibition opened at Olympia last week. Only three Canadian firms were exhibiting, the Maple Leaf Milling Company, which recently opened an office in London, W. Clark Limited of Montreal, showing canned goods, and a manufacturer of wire goods.

Montreal Office of Coca-Cola Co. is Robbed of $1,578

Montreal (Special).—On Saturday night or early Sunday morning last, professional safe blowers entered the office of the Coca-Cola Co., at 27 Vallee St., Montreal, evidently by using a skeleton key, blew open the company's safe and got away with $1,578 in cash.

They were evidently well acquainted with the building as they made use of an electric drill that was kept in the basement of the building. With this they bored a hole in the steel and then blew open the door with nitro-glycerine. So well and so quietly did they accomplish their feat that nothing was known of the robbery until C. H. Elliott, the local manager, happened to call at his office on Sunday afternoon.

Business Changes

L. Salter is managing the Dominion Stores at 396 Main St., West, Hamilton.

S. F. Kline has commenced business with stock and store at 79 Roncesvalles Ave., Toronto, Ont.

J. Evans Casey is now in business with a store at 577 King St., W., Hamilton.

W. W. Mosier is in business with stock at 28 Buckingham Ave, Oshawa.

Fire Does Much Damage to Swift Canadian Co. Plant

Toronto, Sept. 11.—Fire that broke out in the northwest wing of the Swift Canadian packing plant, Keele and St. Clair, on Friday last, did damage to the extent of $145,000. The sausage and lard rooms were in this section, and between 200,000 and 300,000 pounds of lard made fierce fuel for the flames. Large stocks of sausages just prepared for heavy week-end shipments were destroyed along with a hundred carcasses of beef, besides other meats. Two thousand carcasses of lamb which were in the coolers adjoining the building were destroyed by heat and smoke. The building was badly damaged.

ONTARIO PEACHES ON THE ENGLISH MARKET

Toronto, Sept. 13.—For the first time in history Ontario peaches will be offered in large bulk on the English market this season. A shipment of 1,000 cases of the finest Niagara fruit left for Montreal this week and will be in England 10 days later. It is the expectation of the Department of Agriculture that the peaches will be sold before their arrival.

Western

Vancouver will continue on Daylight Saving time until September 30.

A. B. Flett, who has resigned the position of assistant inspector of taxation for the Winnipeg district in order to associate himself with the Alex. Macdonald Co., was presented with a club bag and a case of pipes by the staff of the Dominion taxation office.

CANTELOUPES ARE GROWN ON ALBERTA FARM

Vauxhall, Alta., Sept. 13.—The Canada Land and Irrigation Company, owners of the famous Vauxhall district, have this year devoted two acres of ground at their home ranch to the raising of canteloupe. The fruit is ripening fast now and will be ready for the market in about two weeks. It is expected that the plot will yield 100 to 150 cases of fine canteloupes containing about two dozen to the case. Last year a small canteloupe patch was grown and this matured and yielded such a fine crop of the luscious fruit that it was decided to raise a small acreage for marketing purposes.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THIS week sees little change in the majority of grocery markets, but in some directions a tendency to easier levels is noted. Sugar is unchanged as far as refiners' quotations are concerned, but there is still a report of selling from second hands. Another reduction is reported in flour in some quarters, the market adjusting itself to the new crop conditions. The likelihood of a scarcity in Grecian currants is reported, due to the unsettled conditions in Greece at the present time, and already advances are reported in some places. Shipments of goods from Smyrna have been cancelled, and only small lots were cleared before the port was closed. Sultana figs and raisins have also been advanced, due to this situation. California raisins are being quoted in some places at lower prices, due to the likelihood of easier quotations on the new crop later on. Packers of evaporated apples announce a reduction of a cent per lb. from the opening prices on the new pack as published last week. Teas and coffees continue to show a strong situation, and the former at primary points made another sharp advance last week. Rice is also very firm, and spices are in good demand, with quotations showing strong levels. Cloves particularly show a tendency to advance, and are reported scarce. Canned goods are moving in moderate volume, with some easier prices quoted on certain lines. Cereals are inclined to be easy. Fruits and vegetables continue in abundance, and prices are at attractive figures.

QUEBEC MARKETS

MONTREAL, September 14.—The grocery market shows some improvement in the movement of stocks, but there is as yet no sign of heavy buying. The demand from day to day is better, and wholesalers express some satisfaction in the improvement but confidence is lacking. Although there is a genuine firmness to raw sugars, the wholesaler prices are still much below the refiner's nominal list price. The molasses and syrup market is steady with a limited demand. Teas are all firm but without any new feature. The coffee market is marking time with prices unchanged. Spices are more active but wholesale prices are steady. There is no new feature in canned goods. The rice market is quiet and lower prices are expected for the fall. The situation in Greece is working unexpected changes in the dried fruit market. Shipments of goods from Smyrna are cancelled and only small lots cleared before the port was closed. Already sultana raisins and figs have been advanced in primary markets and it may affect the prices on California fruits. Many orders for figs and raisins will go unfilled. There is no change in the nut market. Vegetables are plentiful and prices are easy. Fruits are also easy in price, fluctuating from day to day.

COFFEE PRICES STEADY

Montreal.

COFFEE.—There is no change in the coffee market. Prices are steady and the market is merely marking time, awaiting developments in primary markets.

COFFEE—

Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound	....	0 35

CANNED GOODS QUIET

Montreal.

CANNED GOODS.—There is no feature of note in canned goods apart from the lower price quoted on the new pack of canned fruits. Canned plums are particularly low and peaches will be a little easier. The only new prices on canned goods are in canned peas which are a little easier and the trade is looking forward to easier prices on canned tomatoes when the canners issue their list. Some French firms have discontinued canning peas on account of the small supplies available and the high cost of the vegetable and consequent prohibitive price at which it would have to sell. Norwegian sardines are scarce and the prices higher.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corns, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	..
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 67½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 35
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Blueberries,	1 75	1 80
Cherries, red, pitted, heavy syrup, doz.	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 90
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s	....	4 20
Bartlett Pears	....	3 40
Greengage Plums, heavy syrup	2 20	2 90
Lombard plums, heavy syrup, 2-lb.	....	2 40

CURRANT PRICES HIGHER

Montreal.

DRIED FRUITS.—The feature of the dried fruit market is the situation in the east and the consequent strength of currants, raisins and figs. The English market quotes one shilling advance on currants as a result of the situation in Greece. Shipments of figs and raisins have been cancelled and only those supplies now on the sea are apparently available for the trade this fall. There is no doubt that the price on figs and raisins will be higher as a result. The new prices on prunes are easier but spot stocks are light and quotations are strong. Local wholesalers are doubtful about a reduction in the price of prunes

when the new crop reaches this market since high freight rates greatly increase the coast prices.

DRIED FRUITS—

Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	**....**	**0 25**
Do., 50 lbs.	**....**	**0 25**
Peaches (fancy)	**....**	**0 28**
Do., (choice)	**....**	**0 25**
Pears (choice)	**....**	**0 22**
Do., fancy	**0 27**	**0 28**
Peels—		
Cut mixed	**....**	**0 31**
Lemon	**....**	**0 25**
Orange	**....**	**0 25**
Citron	....	0 55
Raisins		
Valencias	**....**	**0 19**
Muscatels, 2 Crown, spot	**....**	**0 17½**
Do., 3 Crown, spot	**....**	**0 18**
Do., 4 Crown, spot	**....**	**0 18½**
Turkish Sultana, 5 Crown	**0 25**	**0 27**
Fancy seeded (Bulk)	**0 18**	**0 19**
Do., 16-oz.	**0 20**	**0 21**
Cal. Seedless, cartons 12 doz.	**....**	**0 21**
Do., 16 oz.	....	0 21¼
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack.	....	7 25
Currants, loose	....	0 13½
Dates, excelsior, (36 10s), pkg	....	4 50
Dromedary, (36-10 oz.)	....	7 20
Loose	0 10	0 12
Figs, 4 crown	....	0 21
5 crown	....	0 22
6 crown	....	0 23
7 crown	....	0 25
Mats, Portuguese	**....**	**0 08**
Smyrna cooking, bags	**....**	**0 13**
Prunes (25-lb. boxes)—20-30s	....	0 20
40-50s	....	0 17
50-60s	....	0 17½
60-70s	....	0 15½
70-80s	....	0 13½
80-90s	....	0 13
90-100s	....	0 12½

SPOT CEREALS FIRM

Montreal.

CEREALS.—There is a firm tone to the cereal market as far as spot stocks are concerned. Buying is light but prices are expected to hold firm until the new crop of grain has been milled and for them lower prices are conceded. These, however, will not be ready for market for some time.

CEREALS—

Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

NUT MARKET QUIET

Montreal.

NUTS.—There is no change in the nut market. Prices are steady with a fair demand.

NUTS—

Almonds, Tarragona, per lb.	....	0 19
Valencia shelled almonds 3 crown	**....**	**0 44**
Pecans, new Jumbo, per lb.	**....**	**0 50**
Do., large, No. 2, polished	**0 20**	**0 30**
Coconut (shredded, bulk)	**0 26**	**0 28**
Brazils, shelled	**....**	**0 50**
Peanuts, Jumbo	**....**	**0 15½**
Filberts (Sicily), per lb.	....	0 12½
Do. shelled No. 1 Spanish	**....**	**0 10½**
Do., salted red	**....**	**0 17**
Pecans, shelled	**0 90**	**1 00**
Walnuts, Grenoble in shell	**....**	**0 30**
Walnuts, Marbot	0 25	....
Do., new Naples	**....**	**0 28**
Do., Bordeaux, shelled	0 58	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Do., shelled, No. 1 Virginia	**....**	**0 12½**
Peanuts (salted)—		
Fancy wholes, per lb.	**....**	**0 34**
Fancy wholes, 10 lb. tins	....	2 10
Do., 10 lb. boxes	....	1 80
Do., 25 lb. boxes, per lb.	....	0 17

PACKAGE GOODS ARE UNCHANGED

Montreal.

PACKAGE GOODS.—There is no change in the package goods market. Cereals are steady and are likely to remain so at least until the new crop is on the market which will not be for a couple of months at least. Even then millers are doubtful about a reduction in price of package rolled oats.

LOWER RICE PRICES SOON

Montreal.

RICE.—Rice prices are steady at present but lower prices are expected and importers and wholesalers are unanimous in the opinion that easier prices will rule for the fall. Tapioca is high in price and sales are hurt by recent figures quoted on stocks to arrive. Some of the better grades show an advance of 1 cent this week.

RICE.—

Carolina, extra fancy	**0 07½**	**0 08**
Do., fancy	**....**	**0 06**
Honduras, fancy	**....**	**0 06**
Rangoon CC, per cwt.	**....**	**5 75**
Rangoon, B, per cwt.	**....**	**5 75**
Texas rice	**....**	**0 05½**
Tapioca, per lb. (seed)	0 09	0 11
Do., (pearl)	**....**	**0 09**
Do., (flake)	**0 08**	**0 08½**
Sago	**0 08**	**0 08½**

FUTURE SUGAR FIRM

Montreal.

SUGAR.—The sugar market shows no change although latest figures indicate that there must be strength in the market which is due to develop before the end of this month. Still the refiners nominally retain their price of $7.25 a hundred but wholesale grocers are quoting $7.00 and in some cases sales have been made at even a lower figure. Wholesale grocers are well unloaded of their stocks and are now buying from hand to mouth. They claim that there is an increased demand and that the market will show strength between now and the 15th of October, but between the 15th of October and the 15th of November they expect an easy tone although none venture to predict a price lower than $7.00. On the other hand in the United States raws are showing a stronger tendency and the consumption is heavy.

SUGAR—

Granulated, per cwt.	7 25
Do., barrels	7 30
Granulated, gunnies, 5-20	7 45
Do., cases, 20 5-lb. cartons	7 65
Do., gunnies, 10-10	7 55
Do., cases, 50 2-lb. cartons	7 75

FIRM TONE TO SPICES

Montreal.

SPICES.—There is no feature of note in the spice market. Prices are steady with an improved demand. Primary markets report a particularly strong feature in cloves for spot stocks but futures show an easier tone.

MOLASSES MARKET FIRM

Montreal.

SYRUP.—The market for syrup is steady with a fair demand for small lots to meet immediate requirements. Molasses is firm in price and all wholesalers are adhering to list prices. Molasses for shipment to country points is quoted at 67 cents a gallon in puncheons, 70 cents in barrels and 72 cents in half barrel lots. For the city trade 70 cents a gallon in puncheons is quoted.

MOLASSES—

Puncheons, Island of Montreal	0 70
Barrels	0 73
Half Barrels	0 75
Puncheons, outside of Montreal	0 67
Fancy molasses in tins (ginger bread)	
No. 2, 2-doz. per case	7 75
No. 3, 2-doz. per case	10 75
5-lb. tins, per doz.	8 95
10-lb. tins, per case	8 60

Case goods subject to 10 per cent. discount.

CORN SYRUPS—

Barrels, about 700 lbs.	**....**	**0 05½**
Half barrels, about 350 lbs.	**....**	**0 05¾**
Quarter barrels, about 175 lbs.	**....**	**0 06¼**
2 gals., 25-lb. pails, each	**....**	**2 00**
3 gals., 38½-lb. pails, each	**....**	**2 35**
5-lb. tins, per case	**....**	**4 20**

TEA MARKET FIRM

Montreal.

TEA.—The tea market remains firm but without any change of note. Some wholesalers have made adjustments in their prices on Japan teas to conform to the higher prices on the new crop teas. Ceylon teas are firm. Buying is only fair and is mainly for small lots to cover immediate needs.

TEAS—

Pekoes	**0 38**	**0 45**
Broken Pekoes	**0 45**	**0 60**
Orange Pekoes	**0 50**	**0 70**
Broken orange Pekoes	**0 44**	**0 57**
China—		
Common	**0 24**	**0 35**
Medium	**0 42**	**0 48**
Choice	**0 60**	**0 60**
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 80

SMALL PRICE FOR PLUMS

Montreal.

FRUITS.—During the past week a record low price was quoted on fruits. At the fruit auction large baskets of plums were sold for 15 cents a basket. The market is glutted at the present time. Peaches are easier in price as a result of the particularly hot weather in the growing districts and the large quantity of fruit that ripened quickly. Lemons still have an easy trend with large supplies offered although the demand is keeping up well.

VEGETABLE PRICES EASY

Montreal.

VEGETABLES.—Large supplies of vegetables feature the market and prices rule easy and fluctuate from day to day. There has been a good crop of potatoes in this district and they are selling as low as 90 cents a bag.

VEGETABLES—

Cabbages, per doz.	0 20	0 40
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.	....	2 40
Parsnips, bag	**2 00**	**2 60**
Peppers, green, per crate	5 25	5 75
New potatoes, local, per bag	0 90	1 00
Yellow onions, per bag	....	1 50
Onions, per crate, No. 2	....	1 90
Spinach, barrel, local	**0 40**	**0 50**
Cucumbers, local, per doz.	....	0 40
New turnips, per doz.	**....**	**1 50**
Tomatoes, per box	0 50	1 00

LAMP CHIMNEYS LOWER

Montreal.

MISCELLANEOUS.—A reduction is quoted in lamp chimneys and lantern globes. No. 2 lamp chimneys are quoted at $1.15 a dozen in half gross lots.

ONTARIO MARKETS

TORONTO, Sept. 13.—In the markets for grocery commodities this week, the feature is another sharp decline in the price of flour. In the adjustment of prices to new crop conditions, a further reduction is announced of 40 cents per bbl. Millfeeds also show a decline. No change is reported in refiners' quotations on sugar, although second selling is reported under this figure. In dried fruits there is a tendency to offer raisins at lower levels, in anticipation of the new crop which is likely to sell at fairly easy figures as compared with last year. In canned goods, prices show little change, although some dealers are offering canned tomatoes at easier levels. Teas continue their upward trend, and coffees too are inclined to be high. Spices are active, with cloves, Jamaica ginger and nutmegs all showing strong levels. Fruits and vegetables continue to arrive freely. Peaches are plentiful and are selling at reduced prices.

NO CHANGE IN BEANS

Toronto.

BEANS.—There is very little change in the situation as far as the bean market is concerned. No change has taken place in prices and demand is quiet. Canadian hand-picked beans are quoted by some wholesalers at $4.40 per bushel.

BEANS—		
Candian hand picked, per bu...	....	4 40
Do., No. 1 lb. pickers, per bu.	8 90	4 00
Cal. Limas, per lb.	0 11	0 11½

COFFEE IN STRONG POSITION

Toronto.

COFFEE.—There continues a very firm undertone to the coffee market. Advices from primary markets indicate a general tendency to strength, and while prices have not advanced on spot, quotations are very firm at present levels.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 48
Guatemala, lb.	0 46	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 55

SOME CANNED VEGETABLES EASIER

Toronto.

CANNED GOODS.—Prices on the new pack of tomatoes are not yet announced. Packing is now in progress and as the crop is heavy, the pack is correspondingly so. Quotations now ruling on the old pack are inclined to be low, and some dealers are quoting 2½s as low as $1.45 per dozen. However a more prevailing quotation rules from $1.65 to $1.75 per doz. Standard peas continue unchanged at $1.42½ per doz. Sockeye salmon is selling at $5 per doz. for 1s and at $2.75 for halves. Alaska reds in 1s are easier at from $3.75 to $3.95 per doz. Offerings of salmon are in fairly heavy supply and prices are inclined to be easy. Jams and canned fruits are unchanged as compared with a week ago. The demand for these lines is a little quiet at the present time.

CANNED GOODS—		
Shrimps	2 85	....
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	....	2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	1 45
Pinks, 1s, doz.	....	1 60
Lobster, ½-lb. doz.	....	5 25
Do., ¼-lb. tins	2 90	3 25
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, extra sifted, doz.	....	2 80
Sweet wrinkle, doz.	....	2 35
Early June, doz.	....	1 87
Peas, standard, doz.	....	1 42½
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.	....	2 15
Do., Golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s, doz.	1 65	1 75
Pumpkins, 2½s	1 90	1 80
Spinach, 2½s doz.	....	2 95
Do., 2s doz.	....	2 25
Pineapples, sliced, 2½s doz.	....	2 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack, doz.	....	6 80
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	....	2 90
Peaches, 2s, doz., H. S.	....	2 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	3 25	3 85
Do., 4s, tins	0 88	0 92
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 58	0 65

PRIMARY RICES ARE STRONG

Toronto

RICE.—Advices from primary markets indicate firm markets in rice, and while prices have not advanced on spot the situation is fairly strong. Wholesalers are quoting Blue Rose fancy rice at from 7½ to 8c per lb. and seconds at from 7½ to 7¾c. Japan rices are from 7 to 7½c per lb. and broken Japans are 5c per lb.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07½	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simin	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	0 7½	0 08
White Sago	0 08	0 08½
Do., fancy	0 09½	0 10

DRIED FRUITS HOLD STEADY

Toronto.

DRIED FRUITS.—Changes in the market for dried fruits are few this week. There is a tendency to offer raisins at reduced prices in anticipation of the lower quotations that are likely to rule on the new crop where it comes on the market in November. There is likely to be a big demand for raisins this fall and winter, and particularly dealers state in view of the situation that has developed in the market for currants. Fighting that is now taking place between the Turks and Greeks is likely to mean delayed shipments of Grecian currants and Smyrna Sultanas. Other lines of dried fruits are steady and unchanged with a moderate inquiry for the same.

CEREALS INCLINE EASIER

Toronto.

CEREALS.—Easier prices are ruling on bulk cereals, in anticipation of a plenteous crop. Some wholesalers are quoting rolled oats in 90s at $3.15, and others are asking $3.25. Other cereals are holding at fairly easy levels, and there is only a moderate inquiry for the same. The general situation is weak, although prices for the most part show no change.

CEREALS—		
Barley, pearl, 98s	....	4 75
Barley, pot, 98s	....	4 00
Cornmeal, golden, 98s	....	2 50
Oatmeal, 98s	....	3 75
Corn flour, 98s	....	2 80
Rye flour	....	4 40
Rolled oats, 90s	3 15	3 25
Rolled wheat, barrels	5 25	5 75
Cracked wheat, bag	....	5 00
Breakfast food, 98s	....	4 45
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Peas, split, per bag	....	6 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	4 00
Whole Wheat Flour	....	4 10
Wheat Kernels	....	5 25

FLOUR MARKET AGAIN LOWER

Toronto.

FLOUR.—The market for flour is again easier, a decline of 40 cents per bbl. being announced this week. There is a good inquiry, first patents in cotton bags being quoted at $6.90 per bbl., and second patents in jute bags at $6.80 per bbl.

FLOUR—	
First Patents, in cotton bags, bbl.	6 90
Second Patents, in jute bags, bbl.	6 80

MILLFEEDS ARE FIRM

Toronto

MILLFEEDS.—The market for millfeeds is lower, prices showing a sharp decline this week. Bran is quoted at $21.25 per ton, and shorts are $23.25 per ton.

MILLFEEDS—	
Bran, per ton	21 25
Shorts, per ton	23 25

BORDEAUX WALNUTS EASIER

Toronto.

NUTS.—Some dealers are quoting Bordeaux walnuts, shelled, at from 57c to 62c per lb. and Manchurian walnuts at from 51 to 55c per lb. Brazils are in active inquiry at 55c. per lb. and Jordan almonds are selling at from 70 to 75c per lb. Cocoanut is unchanged, selling at

20c per lb. for both the sweetened and unsweetened strip cocoanut. The situation in peanuts is still very strong, and on spot dealers are quoting the roasted peanuts at from 19 to 21c per lb.

NUTS—

Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do, Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 60
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	....	0 13
Mixed nuts, bags 50 lbs.	0 20	0 25
Pecans	....	0 27
Shelled—		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 2[illegible]	0 3[illegible]
Walnuts, Bordeaux, lb.	0 57	0 62
Do., Manchurian, lb.	0 51	0 55
Do., broken	0 40	0 50
Jordan Almonds	0 70	0 75
Brazils, lb.	....	0 55

PACKAGE GOODS ARE STEADY

Toronto.

PACKAGE GOODS.—No change is reported in quotations on package goods this week. There continues a very good inquiry for the same. Wholesalers are quoting rolled oats in 20s, round case at $5. The square cases are also the same price. Corn flakes are steady and moving in good volume.

PACKAGE GOODS—

Rolled Oats, 20s, round case	....	5 00
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 15
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1. lb. carton	....	0 09¼
Do., No. 2, lb. cartons	....	0 07¾
Laundry Starch	....	0 07¼
Do., in 1-lb. cartons	....	0 08
Do., in 6-lb. wood boxes	....	0 11
Do., in 6 lb. tin cannisters	....	0 11¾
Celluloid starch, case	....	3 80
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	3 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	2 40
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Puffed rice pancake flour, 24s	....	2 90
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

TEAS CONTINUE HIGHER

Toronto.

TEAS.—The market for teas is still an advancing one, and according to reports higher prices are quoted this week at primary points. Another jump of five cents per lb. is reported on some of the finer grades, and in fact all teas are in a strong position, and are showing higher levels. Quotations on spot are still unchanged, because of supplies bought at lower figures being still available. However with these teas cleared up, the market is bound to advance.

TEAS—

Pekoe Souchongs	0 40	0 45
Pekoes	0 42	0 68
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 45
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

SPICES AT FIRM LEVELS

Toronto.

SPICES.—Prices of spices are very firm, with dealers reporting a very active inquiry. Demand is particularly active at this time, when the pickling and preserving season is at its height. The market is strong in whole Jamaica ginger, some dealers quoting it at 55c per lb. Whole nutmegs are also firm, prices ranging from 30 to 40c per lb. Black pepper is quoted at from 18 to 20c per lb. Cloves are very scarce and high at 60c per lb.

SPICES—

Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spice	0 17	0 20
Mace	0 55	0 65
Pepers, black	0 18	0 20
Do., white	0 28	0 30
Paprika, lb.	....	0 45
Chillies, lb.	0 55	0 58
Nutmegs, selects, whole	0 30	0 40
Do., ground	....	0 35
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 45
Coriander seed	....	0 18
Carrawny seed, whole	0 20	0 25
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2-oz. pkgs., doz.	....	0 90

SYRUPS ARE STEADY

Toronto.

SYRUPS. — Wholesalers report no changes in this market this week. There is a moderate demand at present levels.

SYRUPS—

Corn Syrup—		
Barrels, about 700 lbs., yellow	....	0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	....	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case	....	4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case	....	14 50
2½ lb. tins, 24 to case, per case	....	13 25
10 lb. tins. 6 to case, per case	....	11 50
5 gal. cans	....	11 00
1½ lb. tins, 24 to case, per case	....	7 50
5 lb. tins, 12 to case, per case	....	12 25
1 gal. tins, 6 to case, per case	....	13 20
Maple sugar, 1 lb. blocks, per lb.	....	0 18
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails—No. 2	....	1 70
West India, gal.	....	0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35

SUGAR IN BETTER DEMAND

Toronto.

SUGAR.—No change is reported in refiners' quotations on sugar, the basis of $7.59 per cwt. delivered, Toronto, still ruling. However some second-hand selling is still reported under this figure, at approximately thirty cents under refiners' quotations. The raw market in New York is more or less unsettled, the demand last week being remarkably small. Sales were made at 3⅝ c. & f. for prompt shipment. The refined situation on the other side continues very easy, prices ruling at from $6.50 to $6.75 per cwt.

SUGAR—

Acadia Sugar Refinery, ex. gran.	7 59
Dom. Sugar Refinery, ex. gran.	7 78
Canad Refinery, gran.	7 59
St. Lawrence, Refinery, gran.	7 59
Atlantic Refinery, gran.	7 59

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-2o 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

PEACHES SELL LOWER

Toronto.

FRUITS.—The market for fruits shows a number of declines this week. Peaches are now arriving freely and lower prices on the same are ruling. Large baskets are quoted at from 60 to 75c per basket, and the small ones at from 30 to 35c. Pears are also plentiful and inclined to be easier, as are also plums. In California fruits, oranges show higher levels, being quoted at from $9 to $11. Lemons are firm at $5.50, and grapefruit is moving in good volume at from $6.25 to $6.50 per case.

FRUITS—

Oranges, Cal. Val.	9 00	11 00
Lemons, Verdellis, 300s, per box	....	5 50
Bananas, per lb.	....	0 06½
Grapefruits, 64s, 80s, 100s, and 126s	6 25	6 50
Watermelons, ea.	0 50	0 90
Grapes, Cal. Malagas, box, ea.	....	4 50
Cantaloupes 11 qt. bkt.	0 30	0 35
Do., 16 qt. basket	0 50	0 75
Peaches, Canadian 11 qt. baskets	0 60	0 75
6 qt. basket	0 35	0 50
Apples, barrel	3 50	4 00
Pears, 11 qt. baskets ea.	....	0 75
Do., 6 qt. baskets, leno	....	0 40
Pears, Cal. Bartlett, box	....	4 00
Plums, local, 6s	0 35	0 40
Do., 11s	0 60	0 75
Grapes, 6 qts.	....	0 50

VEGETABLES CONTINUE PLENTIFUL

Toronto.

VEGETABLES.—Easy prices continue to rule on most vegetables. Receipts are in heavy volume, but the demand for the same is very active. Potatoes are selling at from 70 to 75 cents per bag. Onions are quoted as low as $2.25 per 100 lbs., and Spanish onions in large cases are from $4.75 to $5.25 each, with the half cases quoted at $2.50 each. Green peppers are quoted at from 40 to 50 cents for the large baskets, and sweet peppers are offered at 50c per basket. Corn is plentiful and in big demand at from 15 to 20 cents per doz.

VEGETABLES—

Potatoes, bag	0 70	0 75
Onions, per bag, 100 lbs.	....	2 25
Do., Spanish, large cases	4 75	5 25
Do., Spanish, half cases	....	2 50
Green Onions, local, doz.	0 25	0 30
Beets, bag	0 75	1 00
Carrots, bag	0 75	1 00
New cabbage, per doz.	....	0 50
Radish, per doz.	....	0 25
Green peppers, 11 qt.	0 40	0 50
Sweet peppers, basket	....	0 50
Red peppers, bakset	....	0 75
Wax beans, basket	....	0 40
Cucumbers, per basket	0 15	0 25
Cauliflower, doz.	1 50	2 00
Parsley, 11 qt. bkt.	....	0 50
Vegetable marrow, doz.	0 90	1 00
Celery, doz.	0 60	0 70
Corn, doz.	0 15	0 20
Tomatoes, 11 qt. baskets	....	0 25

MANITOBA MARKETS

WINNIPEG.—As threshing continues, it becomes evident that the yield is surpassing all expectations. Wheat in many fields throughout Manitoba is running 35 bushels to the acre and oats as high as 60. As the volume of grain arrives on the market a high average of quality is noticeable.

The feature of the grocery market has been the naming of new prices on California prunes, but when compared with Oregon prices they do not look favorable to the trade. Coffees and teas are ruling firm and tendencies are for higher prices. All lines of canned goods are ruling steady under a seasonable demand. Flour has declined in sympathy with the lower prices on wheat. Spices are active. Fruits are somewhat lower due to the heavy offerings. Vegetables are in good demand at lower quotations.

COFFEE PRICES STEADY

Winnipeg.

COFFEE.—The primary coffee markets are ruling firm and quotations are tending towards higher levels. Wholesalers report no change in local prices and stocks are becoming low.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb...	0 40	0 43
Mocha (types), best grade, lb....	0 51	0 53
Bourbon, best grade, per lb.....	0 30	0 35
Santos, best grade, per lb.....	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED GOODS STEADY

Winnipeg.

CANNED GOODS.—New arrivals of popular brand of sockeye salmon are stimulating sales. Norwegian sardines will be late in coming on the market as the catch so far has been poor and higher prices are expected. Lobster prices are firm as the summer pack is practically cleaned up and wholesalers' prices are on a basis of the late fall pack as packers are asking a premium on this line. The sale of canned vegetables especially tomatoes, corn and peas continues fair and prices are unchanged. New early fruits are arriving on the market and on account of good supplies and reasonable prices of fresh fruits, sales are limited. Indications are that the late fruits such as plums, peaches, etc., will be lower in price.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.		2 75
Lunnan Hodd'e, ½s, 8 doz. case		7 25
Herring (Can.) 1s, 4 doz. case per case		6 50 8 00
Lobsters, ¼s, 8 doz. case, doz.		3 00
Do., ½s, 4 doz. case, case.....		5 00
Oysters, 1s, 4 oz. 4 doz. case, case....		8 40
Do., 2s, 3 oz. 2 doz. case, case.		7 50
Pilchards, 1s, tall, 4 doz. case, per case		6 25
Do., ½s, flat, 8 doz. case, case		8 50
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case..		20 00
Do., ½s, flat, 8 doz. case		21 00
Red Spring, 1s, tall, 4 doz. case		14 00
Do., ½s, flat, 8 doz. case.....		15 00
Cohoe, 1s, tall, 4 doz. case	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case.....		8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins, in case		3 25
Blueberries, 2s, 2 doz. case		5 75
Cherries, 2s, 2 doz. case		6 70
Gooseberries, 2s, 2 doz. case		7 50
Lawtonberries, 2s, 2 doz. case		8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case		6 00
Plums, Lombard, H.S. 2s, doz. case		5 95
Plums, Lombard, L. S., 2s, 2 doz. case		4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case ..	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case..	....	10 85
Do., Halves, 1s, 4 doz. case .	....	10
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 50
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.....	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 70
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corns, 2s, 2 doz. case	3 85	4 10
Peas, standard, 2s, 2 doz. case..	3 25	4 10
Peas, Early June, 2s, 2 doz. case	4 65	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	5 60
Pumpkin, 2½s, 2 doz. case.....	3 80	4 85
Sauer Kraut, 2½s, 2 doz. case..	3 80	3 90
Tomatoes, 2½s, 2 doz case.....	4 05	4 85
Spinach, 2½s, 2 doz. case.....	....	5 80

PRUNE PRICES NAMED

Winnipeg.

DRIED FRUITS.—The feature of the dried fruit market has been the naming of new prices on California prunes. When compared with Oregon prices they do not look favorable to the trade. Raisins at the low levels are selling well. Peaches and apricots are in fair demand.

NO CHANGE IN CEREALS

Winnipeg.

CEREALS. — Available supplies of rolled oats at the present time are limited and prices are well maintained. Cornmeal is slightly lower and in good demand. Summer cereals are enjoying good sales.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.....	3 85	4 25
Do., 36s, case, square pkts...	....	4 00
Do., 18s, case..	....	1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case	....	2 85
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed Rice, 3 doz. case, per case.....		5 70
Cream of Wheat, 3 doz. case per case...		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 65
Do., 40s, per bag		1 40
Do., 20s, per bag		0 75
Do., 10-8s, per bale		3 40
Oatmeal, 98s, gran. for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bushel		4 75
Peas, split, yellow, 98s, per bag		8 00
Do., split, yellow, 49s, per bag.....		4 10
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60	4 25
Barley, pot, 98s, per bag		3 20
Do., pot, 49s, per bag		1 65
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 35
Do., pearl, 24s, per bag		1 15
Cornmeal, 98s per bag		2 75
Do., 49s, per bag		1 45
Do., 24s, per bag		0 75
Do., 10-lbs. per bal.		3 35
Buckwheat, Gritz, 98s, whole, per bag		6 00

STRONG TONE TO JAMS

Winnipeg.

JAMS.—Jam prices are strongly maintained and merchants are realizing that as the season is rapidly approaching lower prices are not likely to prevail. An improvement is already noticed, especially on the better grades.

JAMS—		
Black Currant, 4s, per tin ...	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80
Peach, 4s, per tin	0 70	0 80
Compound (all flavors) 4s tin		0 45

LOWER PRICES ON FLOUR

Winnipeg.

FLOUR.—In sympathy with the decline in wheat prices flour has dropped twice during the week. New quotations on 98 pound bags are $3.35.

FLOUR—	
98 lb. sacks	3 35
Two 49 lb. sacks	3 40
Four 24 lb. sacks	3 47½

WALNUT MARKET FIRMER

Winnipeg.

NUTS.—There is little change in the nut situation with the exception that Bordeaux shelled halves walnuts are showing a firmer tendency for October shipment. Almonds remain unchanged and Spanish peanuts are slightly firmer. The pecan situation is strong and shippers have withdrawn present offers and higher prices are now in order.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 28
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

SUGAR RULING STEADY

Winnipeg.

SUGAR.—Position is firm and one of the best indications of a firm market is prompted by the improved demand. All Canadian refiners are now on a basis of $8.25 f.o.b. Winnipeg. The New York raw sugar market is showing strength.

SUGAR—	
Extra gran., bags, 100 lbs.	8 25
Do., gunnies, 5-20 lbs.	8 65
Do., cartons, 20-5 lbs.	8 85
Do., gunnies, 10-10 lbs.	8 75
Yellow, No. 1, lt. bags -100 lbs.....	7 85
Do., golden bags, 100 lbs.	7 75
Powdered sugar, bbls.	8 65
Do., boxes, 50 lbs.	8 85
Do., boxes, 25 lbs.	9 05
Icing, barrels	8 75
Do., boxes, 50 lbs.	8 95
Do., boxes, 25 lbs.	9 15
Soft lumps, boxes, 100 lbs.....	9 05
Do., boxes, 50 lbs.	9 35
Do., cases, 20 cartons	10 10
Do., cases, 40½ lbs.	10 85
Small lump boxes, 100 lbs.....	8 95
Do., boxes, 50 lbs.	9 05
Do., boxes, 25 lbs.	9 25
Do., cartons, 50 2-lb.	10 35
Do., boxes, 25 lbs.	9 05
Hard lump boxes, 10 lbs.	9 20
Do., boxes, 50 lbs.	9 35

STARCH HOLDS FIRM

Winnipeg.

STARCH.—The starch market is ruling steady with no change in quotations. There is a steady demand for all lines.

(Continued on page 61)

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Sept. 13.—A decline of 25c. per cwt. is noted in sugar, the price now ruling here being $8.59. Flour also shows a reduction at $6.50 per bbl. Tomatoes, 2½s are from $3.50 to $3.75 per case. Currants are very firm, and are likely to advance owing to war conditions in Greece. Some brands of pink salmon are slightly higher in price. Package rolled oats are easier, as are also some brands of canned meats. Honey too shows lower levels.

Beans, Kotenash, per cwt.	6 25	....
Rolled oats 80s	....	3 00
Rice, Siam	**5 90**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.	....	6 50
Sugar, pure cane, gran. cwt.	....	8 59
Cheese, No. 1, Ont., large	....	0 20½
Alberta cheese, twins	....	0 20
Do., large	....	0 22
Butter, Creamery, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s	....	11 40
Eggs, new laid, local, case	....	7 00
Tomatoes, 2½s	3 50	3 75

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, Sept. 13.—No change is reported in grocery commodities this week. Prices are steady and firm.

Rolled oats, bag	....	3 75
Do., bbls.	....	8 50
Cornmeal, gran., bags	....	**2 75**
Rice, Siam, per cwt.	....	6 50
Tapioca, per 100 lbs.	....	9 50
Sugar, gran. cwt.,	....	7 50
Do., No. 1, yellow	....	7 00
Molasses, gal.	....	0 65
Tomatoes, cans, doz.	....	1 90
Raisins, Valencia layers	0 24	0 30
Currants, cleaned	....	0 20
Prunes, 90-100, 25-lb. boxes	....	0 13
Lemon peel	....	0 34
Orange peel	....	0 34
Citron peel	....	0 46
Walnuts	....	0 23
Almonds	....	0 22
Brazils	....	0 20
Peanuts	....	**0 13**
Filberts	....	0 16
Cocoanuts, bag	....	6 00
Potatoes, per bushel	0 80	0 90
Onions, 100 lbs.	....	2 50
Pork, clear, bbls.	....	33 50
Oranges, per case	10 00	12 00
Bananas, per lb.	....	0 08
Lemons, case	....	6 00
Grapefruit, case	9 50	....
Pigs' feet, per 20-lb. pail	....	**2 25**
Hams, shoulder, per lb.	....	**0 22**
Bacon, side per lb.	....	**0 33**
Bacon roll, per lb.	....	**0 62**
Lard, pure, in pails, lb.	....	0 17
Lard, pure, in tubs, lb.	....	0 16½
Shortening, in pails, lb.	....	0 16
Shortening, in tubs, lb.	....	0 15
Butter, creamery prints, lb.	....	0 37

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, Sept. 13.—Sharp declines have taken place this week in the market for smoked meats. Hams range from 25 to 30c. per lb. and bacon is quoted at 30c. The market for smoked meats is inclined to be easy, but all markets here in groceries are firm.

Flour, No. 1 patents, bbl.	....	10 00
Cornmeal, bags	....	**2 50**
Rolled oats, per bag	....	**4 00**
Rice, Siam, per 100 lbs.	0 08½	....
Tapioca, 100 lbs.	....	7 50
Sugar, standard, gran.	....	7 75
Do., No. 1, yellow	....	7 25
Molasses, gal.	....	0 70
Cheese, Ont., twins	....	0 18
Eggs, fresh, doz.	....	0 32
Lard, compound	....	0 16½
Do., pure, lb.	....	0 18
American clear pork, bbl.	....	33 00
Tomatoes, 2½s., stan., doz.	....	**2 00**
Hams, average, 25-35 lbs.	....	0 25
Do., aver., 18-25 lbs.	....	0 29
Hams, aver., 12-18 lbs.	....	0 30
Rol' Bacon	....	0 23
Breakfast bacon	....	0 30
Butter, creamery, prints, lb.	....	0 37
Do., creamery, solids	....	0 35
Raspberries, 2s Ont., doz.	....	**4 00**
Peaches, 2s, standard, doz.	....	2 90
Corn, 2s, standard, doz.	....	**1 80**
Peas, standard, doz.	....	1 75
Strawberries, 2s, Ont., doz.	....	3 00
Do., pinks	....	7 00
Do., Cohoes	....	14 00

WINNIPEG MARKETS

(Continued from page 60)

TEA MARKET IS FIRM

Winnipeg.

TEAS.—Reports from primary markets state that all teas are showing strength. Spot stocks on the local market are getting into small compass and with new shipments arriving higher prices can be looked for.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40
Pekoe	0 40	0 42
Broken Pekoe	0 42	0 48
Broken Orange Pekoe	0 50	0 60

RICE MARKET QUIET

Winnipeg.

RICE.—The rice market shows little change. Buying is not heavy and prices remain unchanged. Indications at primary markets point to a continued firmness.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	**0 08¼**
Do., 50-lb. sacks, lb.	**0 08¾**
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

SPICE MARKET ACTIVE

Winnipeg.

SPICE.—There is an active demand for pickling spices and seeds as the preserving and pickling season is in full swing. Cloves have advanced considerably on primary markets. Prices are firm and show no change.

SYRUPS ARE QUIET

Winnipeg.

SYRUPS.—The market in cane and corn syrups is steady and unchanged, with purchasers buying in sufficient quantities to meet their necessary requirements.

CANE SYRUP—	
No. 2s, 2 doz. case	5 55
No. 5s, 1 doz. case	6 50
No. 10s, ½ doz. case	6 05
No. 20s, ¼ doz. case	5 70
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz.	
in case	4 45
Cases, 20-ib. tins, white, ¼ doz.	
in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	**3 75**
Cases, 5-lb. tins yellow, 1 doz. in case	**4 20**
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz.	
in case	3 95
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	17 80
Pure, 5s, per case of 1 doz.	16 20
Pure, 10s, per case of ½ doz.	15 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	**3 00**
Do., 2s, tins, per case of 1 doz.	**3 00**
Do., 1s, tins, per case of ½ doz.	**7 80**
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	**7 00**
3 lb. tins, 2 doz. case	**9 85**
5 lb. tins, 1 doz. case	**8 00**
10 lb. tins, ½ doz. case	**7 75**
MOLASSES BLACKSTRAP—	
1½s, tins 4 doz. case	4 15
2s, tins, 3 doz. case	3 10
2½s, tins, 2 doz. case	3 25

FRUIT PRICES LOWER

Winnipeg.

FRUITS.—Prices of fruits are somewhat lower this week. Good supplies are coming forward and the plentiful offerings have resulted in lower prices prevailing. Damson plums are arriving and are selling at 85c for 6 quart baskets. Peaches are in good demand at $1.60 per case. Grapefruit is slightly higher and is quoted at $9.50 per case.

FRUITS—	
Peaches, per case, Elbertas	1 60
Plums, per basket	0 50
Pears, per case	3 25
Apples, per box	2 00
Apples, per basket	2 00

RED CABBAGE ARRIVES

Winnipeg.

VEGETABLES.—The first shipment of red cabbage is now on the market and is quoted at $1.50 per dozen. Pickling green tomatoes are in good demand at 3c per lb. Manitoba tomatoes are slightly higher and are quoted at 8c per lb. Onions are slightly easier and are quoted at $2 per sack. There is a good demand for squash and pumpkin at 2c. per lb.

VEGETABLES—	
Cabbage, per lb.	0 01
Leaf lettuce per doz.	0 20
Head Lettuce, per doz.	0 50
Green onions per doz.	0 20
Cucumbers, per doz.	0 50
Tomatoes, per lb.	0 08
Celery, per lb.	0 07
Onions, per sack	2 00

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, September 14.—The produce and provision market shows more activity with strength and weakness in the different lines which adds to the interest in the market. Live hogs show no change and have a steady trend although quotations on smoked meats and cooked hams are lower in price. Smoked meats show a reduction of one cent a pound throughout. There is a better demand for fresh meats. Butter is stronger and in some cases shows an advance of one cent a pound. The cheese market also shows strength, although there is no change in wholesale prices. The production of eggs is falling off and consequently prices are advanced. The fish market shows a better demand and prices are firm. Low prices are quoted on honey on account of the large supplies offered on the market.

BUTTER MARKET STRONGER

Montreal.

BUTTER.—A stronger tone is evident in butter and higher prices would not be surprising late this week or early next. The market has been unsettled in the past few weeks but although receipts are heavier the export market is more brisk and the more interest manifest abroad has had a strengthening effect here.

BUTTER—		
Creamery prints, finest	0 37	0 38
Creamery solids	0 36	0 37
Dairy solids		0 30
Dairy Prints		0 28

CHEESE MARKET IS FIRMER

Montreal.

CHEESE.—Although there is no change in wholesale cheese prices and the export market shows no marked improvement, there is a better tone to the local trade with a firming up of prices Prices quoted abroad are stiffer and this to some extent is responsible for the quiet state of the export market but the business must come within the next month.

CHEESE—		
Old colored, twins		0 22
Old white		0 22
New Large, per lb.	0 15	0 16
New Twins, per lb.	0 15	0 16
Fancy Old Cheese, per lb.	**0 28**	**0 30**
Triplets, per lb.	0 15	0 16
Stilton, per lb.		0 28
Quebec	0 15	0 16

EGG PRICES ARE HIGHER

Montreal.

EGGS.—The production of eggs is falling off and on account of the increased demand for selects and No 1's the price shows an advance of one cent this week. New laid eggs and specials have advanced two cents and still have a strong position. A further advance in this price would not be surprising unless through the week the local receipts are heavier.

EGGS—		
Specials		0 43
New Laid	0 38	0 39
Selects	0 36	0 37
No. 1	0 29	0 30
Storage		0 26

LOW PRICES ON HONEY

Montreal.

HONEY.—Record low prices are quoted on honey and large supplies are offered on the market. White clover honey is quoted at 13c. a lb. in pails and other grades of pure honey are listed at 9c. a lb.

LARD MARKET IS UNCHANGED

Montreal.

LARD.—There are no changes in the lard market. There is a moderate amount of business passing but prices have a steady tone at the present level.

LARD—		
Tierces, 350 lb.	0 15½	0 16¼
Tubs, 20 lbs.	0 16	0 17
Pails, 20 lbs.	0 16½	0 17½
1 lb. bricks	0 17½	0 18½

LIVE HOGS STEADY

Montreal.

FRESH MEATS.—There is no change in the hog market. Prices hold firm although through the past week the market has been dull. The downward trend of smoked meat prices has a weakening effect on hogs but the demand for dressed hogs shows some improvement. There is no change in beef prices but the demand for the retail trade shows some improvement.

FRESH MEATS—		
Hogs, Selected, weighed off cars)		12.50
Fresh killed		18 75
Legs of pork, (foot on)	0 22	0 23
Loins (trimmed)	0 27	0 28
Trimmed shoulders	0 20	0 21
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front quarters	0 04½ 0 06	0 06½
Loins	0 18	0 21
Chucks	0 06	0 08

SMOKED MEATS LOWER

Montreal.

SMOKED MEATS.—Another reduction in smoked meats is quoted which amounts to one cent a pound all around. Breakfast bacon is now quoted at from 30 to 32c. a lb. and 8-12 lb. smoked hams at 30c. On account of the close of the summer season prices are easing off although there is a better demand for these lines than might be expected due to the warm weather.

BACON—		
Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls		0 26
Picnic smoked hams		0 23
Wiltshire	0 30	0 32
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 20	0 32
Do., 12-14	028	0 30
Do., 20-25	0 26	0 28

COOKED HAMS ARE REDUCED

Montreal.

COOKED MEATS.—Another drop in the price of cooked hams came early this week which makes the price for the regular hams 44c. a lb. and for the sandwich hams 50c. a lb. Some sizes of corned beef in tins are also reduced.

COOKED MEATS—	
Hams, cooked	0 44
Sandwich	0 50
Square hams	0 46
Smoked shoulders	0 22
Bologna	0 10 0 21
Corned Beef 1's, per doz.	3 25
Per doz. 2's	5 75

FISH PRICES STEADY

Montreal.

FISH.—There is no change in the fish market. Prices are steady with ample supplies and some improvement in the demand.

FRESH FISH—	
Herring	**0 06**
Market cod, fresh	0 06
Steak cod	0 08
Haddock	0 07
Halibut	0 22
Lake Trout	**0 17**
Flounders	**0 08**
Mackerel	0 12
Brook trout	**0 50**
Spring salmon	0 25
Dressed pike	**0 12**
FROZEN FISH—	
Haddock	0 06
Halibut	0 18
Chicken halibut	0 16
Market cod	0 05 0 05½
Steak cod	0 05½ 0 06
Dores	**0 13 0 14**
Qualla Salmon	0 10 0 11
Dressed B. C. Salmon	0 20 0 21

A SUBSCRIBER FOR THIRTY-TWO YEARS

John Forsyth, who has been in the grocery business in Dartmouth, N.S., for a great many years, is retiring from business on account of ill health. He is being succeeded by John F. Kane, who has been with him as a salesman for about thirty years.

Mr. Forsyth is one of Canadian Grocer's oldest readers. He first subscribed for the paper in 1890—thirty-two years ago. He started in business on August 22 of that year.

He was a good business man who held his trade through giving good service and good goods. He frequently took a trip to other centres to secure as much information about the business as possible. A few years ago he visited the Canadian National Exhibition at Toronto and honored Canadian Grocer office with a visit at that time. This paper joins with his many friends in wishing him a speedy recovery to good health.

ONTARIO MARKETS

TORONTO, September 13.—The feature of the produce markets in Ontario this week is the tendency to lower levels in quotations on live hogs. Lower prices are ruling this week, and practically all pork products reflect the easier position. Fresh pork is lower and sharp reductions have taken place in smoked meats. Cooked meats too are lower. Lard remains unchanged. The butter market is quiet, with little export inquiry. Cheese is inclined to be a bit easier. Eggs are strong, with receipts light. Poultry is showing heavier receipts, and prices are firm. Wholesalers state that there is a better ...uiry for fish and look for more active business in the fall months.

BUTTER MARKET IS QUIET

Toronto.

BUTTER.—The butter market is steady, prices showing no change as compared with a week ago. Export demand has been quiet, and domestic buying is only moderate. Wholesalers are quoting creamery prints, number one, at from 38 to 40c, and creamery prints, number two, at from 35 to 37c.

BUTTER—		
Creamery prints No. 1	0 38	0 40
Creamery prints, No. 2	0 35	0 37

CHEESE IS EASIER

Toronto.

CHEESE.—There is a slight tendency to easiness in the market for cheese. Export inquiry has been a little indifferent in the past week. Supplies coming forward are fairly heavy. Wholesalers are quoting large new cheese at from 18 to 18½c per lb., and September cheese at from 22 to 23c per lb.

CHEESE—		
Large new	0 18	0 18½
Do., Sept.	0 22	0 23
Stilton, new	0 22	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGGS ARE UNCHANGED

Toronto.

EGGS.—Receipts of eggs show a falling off and the market although unchanged this week, as far as actual prices are concerned, is very strong. Number ones are quoted at from 33 to 34c per doz. Selects are quoted at from 37 to 38c per doz., and in cartons at 40c per doz.

EGGS—		
No. 1, per dozen	0 33	0 34
Selects, per dozen	0 37	0 38
Selects, per dozen in cartons	....	0 40

COOKED MEATS LOWER

Toronto.

COOKED MEATS.—Easier prices are announced this week on cooked meats. Demand for the same has been active. Boiled ham is now offered as low as 43c per lb., and the square pressed boiled ham is 45c per lb. Boiled shoulders are 40c per lb. and choice jellied ox tongue is 60c per lb.

COOKED MEATS—	
Boiled ham, lb.	0 43
Do., square pressed	0 45
Boiled shoulders	0 40
Choice jellied ox tongue, lb.	0 60
Jellied pork tongue	0 33

Above prices subject to daily fluctuations of the market.

LIVE HOGS TEND LOWER

Montreal.

FRESH MEATS.—The market for fresh meats is showing lower levels as compared with a week ago. Live hogs fed and watered are quoted easier this week at from $12 to $12.50 per cwt. Fresh pork is quoted at declines, legs of pork up to 15 lbs. being offered at 23c per lb., and loins of pork at 31c. Fresh beef, veal and lamb show no changes as compared with a week ago.

FRESH MEATS—		
Hogs—		
Live, fed and watered, cwt.	12 00	12 50
Live, f.o.b.	11 75	11 75
Live, off cars	11 75	12 25
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 35 lbs.	....	0 23
Loins	0 32½	0 31
Fresh hams, lb.	....	0 21
Tenderloins, lb.	0 [illegible]	....
Picnics, lb.	....	0 17½
Montreal shoulders	....	0 21
Boston butts, lb.	....	0 23
New York shoulders,	....	0 18½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	**0 18**	**0 22**
Ribs, lb.	**0 16**	**0 20**
Chucks, lb.	**0 07**	**0 09**
Loins, whole, lb.	0 28	0 30
Hips, lb.	**0 14**	**0 16**

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	**0 13**	**0 15**
Do., medium	0 09	0 10
Sheep, whole, lb.	0 08	0 15
Lamb, Spring, lb.	0 22	0 24

Above prices subject to daily fluctuations of the market.

LARD HOLDS STEADY

Toronto.

LARD.—Lard is quoted to the trade in 1 lb. prints at from 18½ to 19c per lb., and on the tierce basis at 16c per lb. Demand is in good volume.

LARD—		
1-lb. prints	0 18½	0 19
Tierces, 400 lbs.	....	0 16

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING IS FIRM

Toronto.

SHORTENING.—There continues a very active inquiry for shortening, with the market for the same holding at unchanged levels. The 1 lb. prints are offered at 16c, and the tierces at 13½c per lb.

SHORTENING—	
1-lb. prints	0 16
Tierces, 400 lbs.	0 13½

Tubs are ½c. higher than tierces and pails one cent. higher than tierces.

PROVISION PRICES DECLINE

Toronto.

PROVISIONS.—The easier prices that have ruled on live hogs for the past fortnight are now reflected in quotations on provisions. Hams and bacon are quoted lower as compared with a week ago, small hams, 6 to 12 lbs. being offered at from 29 to 30c per lb. Ordinary breakfast bacon is quoted at from 32 to 33c, and bacon special trim, is 37c per lb. There is a very good inquiry for provisions at the present time.

PROVISIONS—		
Hams—		
Small 6 to 12 lbs.	0 29	0 30
Medium, 12 to 20 lbs.	0 29	0 30
Large, 20 to 35 lbs., lb.	....	0 24
Heavy, 35 lbs. and upward	....	0 22
Backs—		
Boneless, per lb.	0 41	0 43
Rolled, per lb.	0 49	0 50
Peameal	0 37	0 40
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 33
Do., special trim	....	0 37
Cottage rolls in casing	....	**0 38**
Cottage rolls	....	**0 37**
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.	....	0 30½
Do., three-quarter cut	....	0 33
Do., middle	....	0 34½
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.	....	0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 15-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.	....	0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Mess pork	....	36 00
Short cut backs, 200 lbs.	....	41 00
Pickled Rolls—		
Lightweight	....	47 00
Heavy	....	36 00

Above prices subject to daily fluctuations of the market.

MARGARINE HAS STEADY INQUIRY

Toronto.

MARGARINE.—Margarine number one is quoted at from 20c to 21c per lb., and margarine number two at 16c. There is a very steady inquiry for the same.

POULTRY RECEIPTS HEAVIER

Toronto.

POULTRY.—Dealers report heavier receipts of chickens, and poultry generally shows a firmer market. There is a very active demand for the same, and from now during the fall months dealers are anticipating brisk business. Wholesalers are quoting spring chickens, dressed to the trade, at 30c per lb.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 25	0 30
Chickens, spring, over 2 lbs.	0 20	0 25
Roosters	0 14	0 20
Fowl, 4 to 5 lbs.	0 17	0 22
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 13	0 17
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 19	0 25
Prices to retail trade—		
Turkeys, dressed	....	0 35
Chickens, spring	0 30	0 30
Ducklings	....	0 35
Fowl, 4 to 5 lbs.	....	**0 30**

FISH IN BETTER DEMAND

Toronto.

FISH.—There is a much better inquiry for fish at the present time, than there has been for some weeks. Halibut is selling freely, the medium at from 22 to 23c per lb., and the chicken halibut at from 20 to 21c per lb. Whitefish is unchanged this week at from 14 to 15c per lb. Trout is from 15 to 16c per lb.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Halibut, Med.	0 22	0 23
Do., Chick., lb.	0 20	0 21
Whitefish, lb.	0 14	0 15
Trout, lb.	0 15	0 16
Pike, lb.	0 09	0 10
Perch, lb.	0 08	0 10
Salmon Red Spring	0 24	0 25
FROZEN FISH—		
Halibut, Medium	0 19	0 20
Do., chicken	0 18	0 19
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	0 12	0 13
Do., Qualla	0 09	....
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH—		
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....
Shrimps, No. 6 can		13 00
Do., milkers, 10 lb. keg		0 95
Holland Herrings, mixed, 10-lb. keg		0 85

WINNIPEG MARKETS

WINNIPEG.—There is little change in the produce and provision market. Butter and cheese are ruling steady. Eggs are showing a firmer tone as supplies are falling off. In sympathy with the hog market lard has advanced 2c per lb. Cooked meats are selling well at unchanged prices. Smoked ham and bacon show no change. Poultry receipts continue light and fish is moving in limited volume.

BUTTER MARKET STEADY

Winnipeg.

BUTTER.—The butter market continues steady with no change in quotations. The local demand for creamery butter is good, and No. 1 prints are quoted at 38c to 40c per lb.

NO CHANGE IN CHEESE

Winnipeg.

CHEESE.—There is no change in cheese quotations and buying is limited. New September cheese is expected in a few weeks. Wholesalers are quoting Ontario cheese at 20c per lb.

CHEESE—	
Stilton cheese, large, lbs.	0 22½
Ont., large, lb.	0 19
Ont., twins, lb.	0 19½
Ont., triplets, lb.	0 20

EGG PRICES HIGHER

Winnipeg.

EGGS.—The egg market shows a firmer tone with a decrease in local receipts. Fresh eggs in cartons show an advance of 3c per dozen and new quotations are 38c. No. 1 candled eggs are quoted at 27c.

AN ADVANCE IN LARD

Winnipeg.

LARD.—The lard market is showing a firmer tone and an advance of 2c. per lb. has been reported. No. 1 quality in tierces of 400 lbs. is quoted at 18c. Shortening remains steady with no change in quotations.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 18
Do., wooden pails, 20-lb. pails	4 00
Shortening, tierces of 400 lbs.	0 16½
Do., per pail, 20 lbs.	3 50

COOKED MEATS STEADY

Winnipeg.

COOKED MEATS.—There is a good inquiry for all lines of cooked meats, and prices show no change. Best quality cooked ham is quoted at 46c. Jellied ox tongues as well as pork tongues are selling freely.

COOKED MEATS—	
Hams, best quality, skinned, 8-14 lbs.	0 48
Do., 13-1 lbs.	0 46
Roast ham, lb.	0 46
Roast shoulders, lb.	0 40
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lib.	0 13

HOGS RULING STEADY

Winnipeg.

FRESH MEATS.—The hog market maintains a steady tone, with selects quoted at $13.00 per cwt. Receipts have fallen off and a firmer tone prevails. There is a good inquiry for fresh beef. Best butcher heifers are selling at $5. Good veal calves are quoted at $5 to $6 with medium quality selling at $4. The demand for sheep and lambs continues good and best quality lambs ranged in price from $8 to $10 and mutton sheep from $4 to $6.

HOGS—		
Selected, live, cwt.	13 00	....
Heavier	6 50	9 50
Light	12 00	12 50
Sows	6 50	9 00
Fresh Pork—		
Legs of pork, lb.	0 19	0 24
Spare ribs	....	0 14
Loins of pork, lb.	0 26	0 31
Fresh hams, lb.	0 [illegible]	[illegible]
Shoulders	0 18	0 21
Fresh beef—from steers and heifers—		
Hind quarters	0 12½	0 16
Front quarters	0 05	0 08
Whole carcass, good grade, lb.	0 09	0 14
Mutton—		
Choice, lb.		0 18
Lambs—		
Choice		0 30
Veal—		
Choice 18 to 32 lbs., per lb.		0 22

SMOKED MEATS UNCHANGED

Winnipeg.

PROVISIONS.—There is no change in the smoked meat market. Smoked hams are finding ready sale at 23c to 35c per lb. according to quality. Bacon is also in good demand and quotations are from 23c to 42c per lb.

SMOKED MEATS—	
8 to 16 lbs., per lb.	0 35
16 to 20 lbs., per lb.	0 34
Boneless, 8-14 lbs., per lb.	0 38
Skinned, 18 to 22 lbs., per lb.	0 38
Bacon, to 10 lbs., per lb.	0 42
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 34

POULTRY RECEIPTS LIGHT

Winnipeg.

POULTRY.—Receipts of poultry dealers state are light and practically no change is reported in the market. Broilers ranging from 1½ to 2 lbs. are quoted at 30c per lb. and from 2 to 2½ lb. 32c.

POULTRY—		
Broilers, 1½ to 2 lbs., per lb.	0 30	0 32
Chickens, 2½ to 3½ lbs., per lb.		0 28
Do., 3½ lbs., and up, per lb.		0 30
Fowl, per lb.	0 22	0 29
Roosters, per lb.		0 20
Turkeys, young, per lb.		0 42

FISH MARKET QUIET

Winnipeg.

FISH.—The fish market is quiet with only a limited demand but an improvement is expected later on in the season.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Kippers, East, Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Haddies, in 30-lb. cases, per lb.	0 12

How Canadian Potatoes Must Now Be Graded

Ottawa, Sept 11. (Special).—In accordance with the amendments to the Root Vegetables Act, assented to on June 28, 1922, the Department of Agriculture, at Ottawa, has had printed a number of notices, outlining the salient features of the changes in the Act, which notices will be posted in public places throughout the Dominion. The changes outlined are as follows:

1. Potatoes offered for sale in Canada (including imported) shall be graded Canada A, or Canada B, or Canada C.

2. Onions offered for sale in Canada (including imported) shall be graded fancy, or choice, or standard, or boilers, or sample.

3. All potatoes and onions offered for sale in Canada shall be marked in accordance with the provisions of the Act.

4. All potatoes, onions, artichokes, beets, carrots, parsnips and turnips offered for sale shall be sold by weight and the standard pound avoirdupois shall be the unit of weight used.

5. All potato barrels manufactured in Canada, for sale in Canada, and all barrels containing potatoes for sale in Canada, shall contain as nearly as practicable 7.056 cubic inches, (this requires a barrel of exactly the same dimensions as the present standard apple barrel).

6. The provisions of this Act do not apply to:—

(a) New potatoes when shipped between the first day of June and the 30th day of June.

(b) To seed potatoes.

(c) To what are commonly termed green onions.

(d) To any potatoes or onions for export where compliance with the said provisions would prevent the sale or exportation of such potatoes or onions to any foreign market.

A foot note advises that full information regarding definitions of the potato and onion grades, or details of any of the regulations contained in the Root Vegetables Act, may be obtained upon application to the Dominion fruit inspector or to the fruit commissioner, Department of Agriculture, Ottawa.

Sure, Iron Sinks

A jovial individual saw an announcement in an ironmonger's window the other day. It read, "Iron Sinks," and he went in and told the man that he knew iron sank.

"Yes," said the smart shop-keeper, "and time flies, but wine vaults, grass slopes and music stands; Niagara Falls, moonlight walks, sheep run, Kent hops and holiday trips; scandal spreads, indiarubber tires, the organ stops; the whole world goes round and the trade returns."

The jovial one bolted.

Then he returned, put his head in at the door, and remarked:

"Yes, I know; and marble busts!"

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Awarded Gold Medal, Liege Exhibition, 1905

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COW BRAND BAKING SODA

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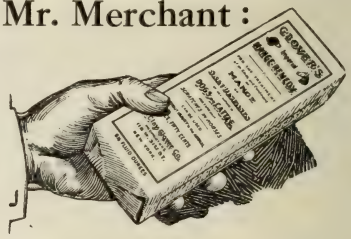
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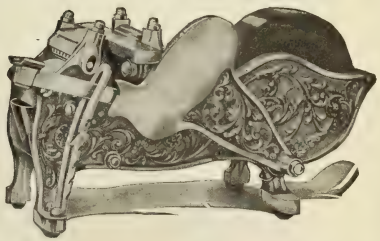
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BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng. Agents
W. Y. COLCLOUGH, Room 203-23 Scott St. Toronto.
J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's, Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

READER'S NOTICE
Regarding
CHANGE OF ADDRESS
A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the late of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

SHIPMENTS OF FIGS WILL BE DELAYED

Discussing the situation as regards market conditions in figs a report from Smyrna says:

"Situation is critical, Packing plants are all shut down, and business is impossible. With the country adjacent to Smyrna being overrun with Turkish troops all business will be at a standstill, and how long this condition will remain is a problem. The first express shipment of layers which also includes a few 30-pound boxes of 2 and 3 crown, and some choice 30-pound bags is due on the Cretic inside of two weeks. There are also a few cases en route by the Themistocles, and certain quantities are also in lighters in the harbor of Smyrna awaiting shipment. The situation is very unfortunate, and also a very disastrous one for the operators and packers in Smyrna, as no doubt many have made advances to growers against shipments which, unless brought into the market within the next few weeks, will deteriorate and probably be a total loss. A few sample boxes of the new crop have been received in this market, and show up of unusually fine quality. Should the Turks get control of Smyrna, and an armistice be declared, the figs in the country would be immediately brought into the city to be disposed of, and certain of the packing places would no doubt be opened, allowing business to go along as usual."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 974 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1977
LONDON, ONTARIO

SHERER SANITARY GROCERY COUNTERS
We manufacture four styles of counters for the retail grocer.
1. Dry bulk groceries.
2. Fruit and vegetables.
3. Combination counter and show case.
4. Bakery goods
Ask for information about the style you want.
Dept. 57.
Sherer-Gillett Co., Ltd., Guelph, Ont.

When Writing Advertisers Please Mention CANADIAN GROCER

Opportunities are Offered Every Week On This Page.
Are you making use of them?

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.



Registered Trade Mark

Made in Canada

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

FOR SALE

FOR SALE: Two grocery stocks and businesses. Will sell separated. Modern fixtures in both. No. 1 store turnover fifty thousand a year. Carrying between 4 and 5 thousand dollar stocks. No. 2 store turnover twenty thousand a year, carrying about 12 hundred dolla- stock. Both are well located. Will rent fixtures and stores. Good reasons for selling. Apply to owner of business and buildings. A. E. Stirling, 188 Park Street, Chatham, Ont.

FOR SALE—GENERAL STORE BUSINESS IN one of the best towns in Alberta, important railway terminal, stock of about 30,000.00 in excellent shape. Business a good live growing concern, suitable reasons for selling. Box 252, Canadian Grocer.

When writing to advertisers kindly mention this paper.

WANTED

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

WANTED — THOROUGHLY EXPERIENCED grocery clerk, capable of taking full charge. Apply Box 250, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITION AS MANAGER, LARGE GROCERY department or sales manager, wholesale Grocery concern. Sixteen years' experience, 37 years old. Executive organizing ability. Box 252, Canadian Grocer, 153 University Avenue, Toronto, Ontario.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Cheque Enclosed is Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.

To Holders of Five Year 5½ per cent. Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

(a) Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.

(b) Ten year bonds, dated 1st November, 1922, to mature 1st November, 1932.

While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

W. S. FIELDING,
Minister of Finance.

Dated at Ottawa, 8th August, 1922.



Thousands of New Friends for the DAYTON and ROYAL Lines

Many of those who visited the above exhibit at the Canadian National Exhibition, Toronto, were old customers, but there were also many who for the first time learned the meaning of DAYTON and ROYAL service.

Many new friends were made for DAYTON Scales, Meat Slicers and Cheese Cutters, and for ROYAL Coffee Roasters, Coffee Mills and Meat Choppers. Proof was again given that a merchant has only to inspect one of these famous machines to become convinced of its value to his business.

We wish to point out that similar complete displays of DAYTON and ROYAL products may be seen at any time at our Show Rooms in any of the following cities, where representatives will gladly explain to you, without obligation, the merits of these famous machines.

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230 Cambie St.
CALGARY
127 6th Ave. W.
EDMONTON
10118 102nd Ave.
SASKATOON
254 3rd Ave. S.
WINNIPEG
227 McDermott Ave.
WALKERVILLE
706 Wyandotte St. E.
LONDON
489 Richmond St.
HAMILTON
228 King St. E.
TORONTO
32 King St. W.
OTTAWA
188 Queen St.
MONTREAL
1 and 3 Notre Dame St. W.
QUEBEC
29¼ Crown St.
HALIFAX
44 Granville St.
SYDNEY, N.S.
336 Charlotte St.
ST. JOHN, N.B.
29 Dock St.

St. John's, Newfoundland

INTERNATIONAL BUSINESS MACHINES CO.

Limited

FRANK E. MUTTON, Vice-President and General Manager.
Head Office and Factory: 300 Campbell Avenue, Toronto.

THE DAYTON IS MADE IN CANADA

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
The Largest Circulation of any Trade Paper in Canada

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., SEPTEMBER 22, 1922 No. 38

Ingersoll Cream Cheese



MADE IN CANADA

Agents:

The Ingersoll Packing Co., Ltd., 75 Jarvis Street, Toronto, Ont.
E. S. Kirk, 17 George St., Hamilton, Ont.
Parkhill & Co., Kingston, Ont.
J. H. Trowbridge, Ottawa, Ont.
G. W. Nickerson Co., Prince Rupert, B.C.
G. T. Armstrong & Son, Sherbrooke, Que.
The Whyte Packing Co., Ltd., Montreal, Que.
E. H. Rowntree & Co., 610 Dominion Bldg., Vancouver, B. C.
Albert Dunn—Quebec, Que.
H. W. Hall, Halifax, N. S.
Canadian Packing Co., St. John, N. B.
Mason & Hickey, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Brandon, Lethbridge and Fort William.

.....the Cheese that wise grocers sell and most Canadians buy—

The delightful flavor, soft spreadable texture and superior quality of **Ingersoll Cream Cheese** has long held national preference. Grocers who feature it are assured of fast, profitable sales and steady repeat orders.

This rich, creamy cheese that spreads like butter will be much in demand when the social season starts this fall. Make sure you have an adequate supply.

Put up in attractive, heavily paraffined cartons that retain every particle of its goodness.

Order from your nearest agent.

The Ingersoll Packing Co., Limited
Ingersoll, Ont.

"Spreads Like Butter"

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of Report will be sent on request to anyone interested.

To Holders of Five-Year 5½ per cent. Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

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The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

Dated at Ottawa, 8th August, 1922.

W. S. FIELDING,
Minister of Finance.



"ST. CHARLES MILK" *POSTER again on the boards.....*

The above is a reproduction of our poster which is again being shown on the billboards throughout Canada. The original poster is a beautiful one in several bright colors that is sure to catch the eye of thousands of housewives in every province. An exact reproduction in colors is shown of **Borden's St. Charles Evaporated Milk** tall tin. This serves to emphasize to the consumer the bright appearance of this package so that by making your window and interior displays of St. Charles coincide with the reappearance of the poster, you cash in on this Canadian-wide general publicity.

A group of tins of **Borden's St. Charles** Evaporated Milk, **Eagle Brand** Condensed Milk, **Reindeer** Coffee and Cocoa prominently displayed will bring you more business.

Make *Borden's* Posters Your Own Posters

The Borden Co. Limited
Montreal

Popularity

Why do people ask for McCormick's Biscuits?

Because of the quality and the popularity that has been built up by nation-wide advertising.

This publicity has made the McCormick Jersey Cream Soda package familiar to thousands from coast to coast. It has created and **is** creating a demand for McCormick's Biscuits.

Our message is reaching **your** customers—take advantage of it—sell McCormick's Biscuits.

"The Biscuit With a Flavour"



McCormick Mfg. Co. Limited, London, Canada

Montreal Ottawa Hamilton Kingston Winnipeg
Calgary Port Arthur St. John, N.B. Vancouver
Edmonton Halifax

WAYAGAMACK PURE KRAFT



Is an Ideal Paper

for use as a wrapper or cover for articles of every description.

It can be obtained in Glazed or Unglazed finish and in Plain, Finestripe and Broadstripe patterns from the following wholesalers.

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ONTARIO

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TORONTO—Kilgour Bros., Limited.
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Wilkinson Paper Company, Limited.
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Weatherhead Paper Company, Limited.
Cameron & Fraser.
The Brown Bros., Limited.
Victoria Paper & Twine Co., Ltd.

HAMILTON—Walter Woods, Limited.

LONDON—Reid Bros. & Company, Limited.
H. T. Reason & Company.
The E. B. Eddy Company, Limited.

FORT WILLIAM—Tees & Persse, Limited.

ALBERTA

EDMONTON—John Martin Paper Company, Ltd.
Western Supplies, Limited.

CALGARY—Stanley Paper Company.
John Martin Paper Company, Limited.

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VANCOUVER—Columbia Paper Company, Limited.
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Alex. McArthur & Company, Limited.
MacGregor Paper Company, Limited.
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Victoria Paper & Twine Company, Ltd.
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E. A. Cole & Company, Limited.
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Librairie Beauchemin, Limited.
Beveridge Supply Company, Limited.

MANITOBA

WINNIPEG—Kilgour Bros., Limited.
John Martin Paper Company, Limited.
J. C. Wilson, Limited.
Walter Woods, Limited.

SASKATCHEWAN

REGINA—Paper & Stationers, Limited.

MOOSE JAW—Tees & Persse, Limited.

SASKATOON—Tees & Persse, Limited.

Wayagamack Pure Kraft

means

Strength and Security

"Let the Clark Kitchens help you"



This and other advertisements are appearing in leading Canadian Dailies.

This design in colors will appear in full page spaces in October Magazines.

Clark's made in Canada Tomato Ketchup has won for itself a proud position among the leading condiments of the world.

Its high quality is absolutely recognized and the most exclusive trade as well as the ordinary consumer are ready buyers.

Dealers help themselves by displaying Clark's Tomato Ketchup and also the other Clark Prepared Foods.

Fuel and Labor are both scarce and expensive and Clark's Prepared Foods help the housewife. Let them help you to larger profits.

W. CLARK LIMITED, Montreal

Establishments at Montreal, P. Q., St. Remi, P. Q. and Harrow, Ontario

Quaker Talks

What is YOUR position In the big drive

to move Quaker Oats More Quickly?



OUR big newspaper advertising campaign throughout the length and breadth of Canada is now under way—and already Quaker Oats are moving more quickly.

The jobbers and our salesmen are feeling the effect of the newspaper "ads" which have already appeared—we ourselves at the Quaker Mills are feeling it.

But the campaign has only just begun! The "skirmish" of September is to be followed by a "heavy artillery" attack in October and from now until Christmas, the Big Drive will steadily increase in force. The increased demand of September is but a fraction of what will follow in the next few months.

HAVE you considered your position? Have you figured what this campaign means to you—to your store—your sales—your profits?

Your customers are reading the advertisements—and so are the customers of other stores. They will all want Quaker Oats—and you can get more business and more profits out of this campaign if you want to. All you have to do is to **push Quaker Oats out in front,** in your windows, in your show cases, and on your shelves.

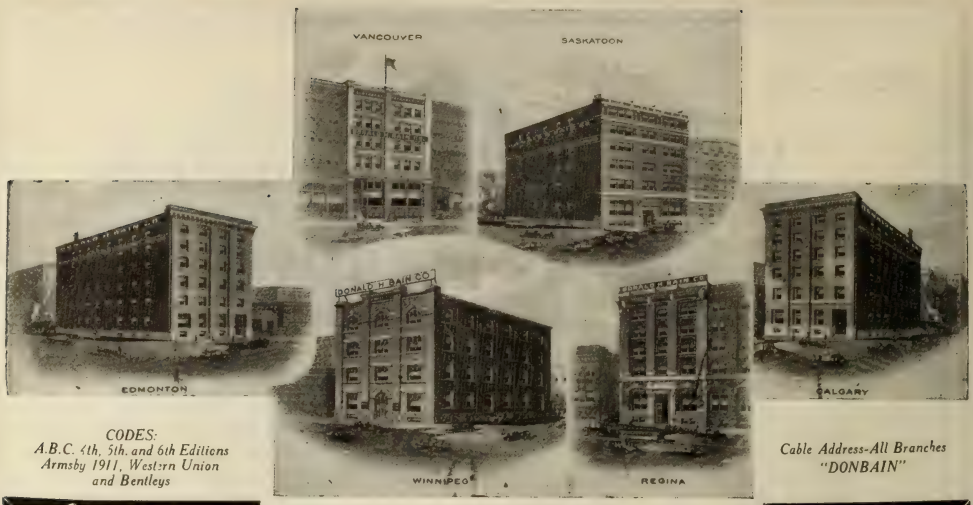
Push the goods the people are reading about and thinking about—and remember, every package of Quaker Oats you sell is bound to bring the buyer back again for more.

Don't take chances of running out of stock--disappointed customers seldom return to you.

Get another order in to your jobber before your stock runs low.

The Quaker Oats Company

PETERBOROUGH and SASKATOON



CODES:
A.B.C. 4th, 5th, and 6th Editions
Armsby 1911, Western Union and Bentleys

Cable Address-All Branches
"DONBAIN"

Get More Sales

Do you realize the sales support this highly successful organization can give you?

BAIN has—

An up-to-date knowledge of Canadian trade.
An intelligent and forceful service.
Confidence of the trade.
The financial responsibility.
Exceptional warehouse accommodation.

That's why the "Star" accounts are BAIN accounts. Ask any of them.

You need Bain service to make the most of the prosperous times ahead.

DONALD H. BAIN CO.

"THE NATIONAL BROKERS"

WINNIPEG, MAN.

Branches: FORT WILLIAM, REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL

Also Saracen's Head, Snowhill, LONDON, E. C. 1, and Liverpool, Eng.

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WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.
Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

The J. T. COX Commission Agency
Winnipeg
Tea and Coffee Our Specialty
Also representatives for
FIELD & CO.
Fruit Merchants London, England
"Turban" Brand specialties

DO YOU APPRECIATE
The Saving of Freight Charges Gained Through Using Our Pool Car Service?
Security Cartage & Storage Co., Limited
Calgary ::: Canada

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation ife Bldg. - Winnipeg

Wood Vinegar Measures and Pumps

WALTER WOODS LTD.
Hamilton - Winnipeg



RELIANCE WATER-GLASS
In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

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Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouse and Distributing
275-77-79 King Street West, Toronto
Reliable representation. Centrally located.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS



GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.



Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

THE BEST IN 1750 STILL LEADING

PURNELL'S
Pure Malt VINEGAR
IN CASK OR BOTTLE
Purnell & Panter, Ltd., Bristol, England



OAKEY'S
"Wellington"
KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.
Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermot Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

It's easy to make



Real Beer
--the kind that's good to drink--with
CREAM OF MALT & HOPS
--a profitable line to handle
The Inland Revenue Act permits brewing for home consumption.
CANADIAN MALT EXTRACT CO. LIMITED, 44-46 PEARL STREET, TORONTO
Telephone--Adelaide 3304

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
17 ST. PAUL EAST — MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Provinces of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
Grocery Brokers
Manufacturers' Agents
11 St. Sacrament St., Montreal

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

This Space is Yours for $2.20 on Yearly Order

C. E. CREIGHTON & SON
Wholesale Grocery Brokers
Manufacturers' and Millers' Agents
57 Upper Water St., Halifax, N.S.
Storage space available.

Stickney & Poor's
"Extra Fine"
Mustard
A Standard all-year-round product.

"Extra Fine" stands supreme to-day for quality in Mustards.

It is made from selected seed and sealed in tin containers that enable it to hold its unequalled flavor.

To be sure of getting this standard product that can be depended upon order by name.



Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old — Century honored 1922
HALIFAX
Mustard — Spices — Seasonings

On SULTRY-HUMID-HOT STICKY DAYS

—how does your refrigerator work? During the past few weeks especially, the hot, sultry weather we have had has been a very severe trial to refrigerator users.



Can you honestly say to yourself that **your refrigerator has given you every satisfaction and service?** If not, then you need a new refrigerator—the EUREKA!

The Eureka will work more efficiently, satisfactorily and economically than any other refrigerator made. It is so built and insulated that damp hot weather does not affect it or lessen its efficiency.

It works as good on one day as on another; and it **always** gives satisfaction. Buy a Eureka Refrigerator—it pays in the end!

Write for free illustrated catalogs.

Eureka Refrigerator Co., Ltd.
Head Office and Factory: OWEN SOUND, Ont.

When Writing Advertisers Please Mention
CANADIAN GROCER



Let the Users Speak for Themselves!

These two letters came in the same day—unsolicited. We quote them not because they are unusual (we receive similar recommendations every day) but because the success was scored in open competition in a spectacular way at Canada's two greatest exhibitions.

FROM A HOUSEWIFE

Sept. 12th, 1922.

"I thought you would be pleased to know that through using FIVE ROSES flour it enabled me to take 1st prize for white bread at the Canadian National Exhibition. I have used other flours for bread but I have proved the best and the most perfect is the FIVE ROSES. Therefore I can and will recommend it to any one."

Mrs. J. Fordham, 44 Lambton Ave.,
Mount Dennis, Ont.

FROM A PROFESSIONAL BAKER

"You will be pleased to learn that James Walker (Ottawa), baking FIVE ROSES exclusively, won the first prize for bakers' bread at the Central Canada Exhibition."

Not only the advertising done by this company, but every good word spoken of FIVE ROSES can be turned to your advantage—**if you also stock the best-selling flour in Canada.**

LAKE OF THE WOODS MILLING COMPANY, LIMITED

"The House of Character"

Offices in 16 Canadian Cities

Head Office
Montreal

Western Office
Winnipeg

FIVE ROSES FLOUR

for Breads—Cakes—Puddings—Pastries

Raisins Priced Lower

Sun-Maid Brand

Now Costs Grocers Less

Display Cartons in Your Window

With lower prices on all varieties of Sun-Maid Raisins and the greatest national advertising campaign ever placed behind this leading brand, retail grocers everywhere may look for immediately increased sales of raisins.

Let Your Customers Know

Display these fine raisins in your windows and on your counters for the next two weeks.

Make them a specialty in your store during that period. See how they sell.

Quote your lowest prices on them. Suggest different ways of using raisins.

Display Cards Free

Mail coupon below to our Grocers' Service Department for FREE DISPLAY MATERIAL, together with suggestions for the arrangement of a simple but effective window display.

The use of raisins at these prices will be largely increased if grocer's customers know how much less they cost.

Move Your Stocks

Move your stocks quickly by taking full advantage of this opportunity.

Buy Sun-Maids now and push them. Make the great Sun-Maid advertising campaign be YOUR campaign in YOUR neighborhood without cost to you.

Begin to-day to sell more raisins. Mail coupon to us now.

Sun-Maid Raisins

The Only Nationally Advertised Brand

Seeded—Seedless—Clusters

Sun-Maid Raisin Growers,

Dept. G-109, Fresno, Calif.

Please send me free window display suggestions and material with which to dress my window.

In sending for this material I agree to make a window display for at least two weeks.

Name .....

Street .....

City ..... Province .....



The above illustration shows the attractive Jeffress Booth where many thousands of visitors sampled that popular sandwich filler, "Olive Butter."

Jeffress "Olive Butter" a Great Favorite

A FAINTING woman or the arrest of a pick-pocket could scarcely have gathered larger crowds than those which daily surrounded the JEFFRESS' BOOTH in the Pure Food Building at the Canadian National Exhibition. Here the feature attraction was that old favorite which most good grocers know to their profit—Jeffress' Olive Butter.

Scores and scores of Exhibition visitors each day elbowed their way to the front of the Jeffress' Booth, tasted the generous sample of this incomparable sandwich filler, smacked their lips in approval and in most cases walked away with a jar tucked under their arm. Demonstrators were kept busy describing its many uses for making sandwiches, salads, salad dressings, etc., and explaining how it is hygienically made from the finest selected olives, pimento, pure spices and the best malt vinegar.

Many thousand jars of this delightful dainty were passed out each week of the Exhibition, as well as many hundreds of bottles of Jeffress' popular Blue Seal Mushroom Catsup and Jeffress' Worcestershire Sauce, two lines that are rapidly making a name for themselves with grocers everywhere as fast, profitable sellers.

Jeffress' Blue Seal Products need no introduction to grocers. Their unusual profit possibilities and high quality have long been familiar to merchants who cater to the better class of trade.

Mr. Jeffress' many friends in the trade will be glad to learn that the factory which he opened in Detroit, Mich., about the first of this year is already operating at full capacity and indications point that these popular Jeffress' Products will prove just as big a success in the United States as they have in Canada.

The Jeffress' Exhibit was in charge of **R. C.** Blackburn of 60 Front St., West, Toronto, sales representative for Jeffress' Blue Seal Products.

Your wholesaler will quickly supply these sure selling Jeffress' lines.

Unique Exhibit at Canadian National Exhibition

Proves Effective Method of Introducing New English Biscuits

"Biscuits as they are made in England" made in Canada by George Weston, Limited, well received and appreciated at the big Toronto Fair.

ALTHOUGH Weston's New English Biscuits have been on the market for a few months past the added impetus given them by this firm's unique display at the Canadian National Exhibition will undoubtedly increase the already brisk demand for "biscuits as they are made in England." Thousands of visitors from all over the country who sampled Weston's "Quest," "Melt-in-Your Mouth" and "Meltise Creams" were unanimous in voting them fully equal to famous English lines and the most delicious biscuits ever produced in Canada. That this will have a strong effect in augmenting the demand is clearly indicated.



Weston's "Olde English Shoppe" at the Canadian National Exhibition

Within the first week of the Exhibition, over 160,000 people visited this unique exhibit, thousands purchasing Weston's specially assorted package of English biscuits. The booth, as can be readily seen, was one of the most interesting attractions in the Pure Food Building.

Some months ago, in addition to their regular biscuit business, George Weston, Limited, decided that to produce "biscuits as they are made in England" and to sell them at lower prices than are asked for the imported lines would fulfil a long-felt want in Canadian homes. It meant the use of exclusive English recipes, the importation of modern biscuit baking machines and equipment and it meant securing master bakers whose skill could and would produce biscuit confections to rival the best English makes—the standard of the world.

After several months concentrated effort all this has been achieved. To-day, there stands, adjoining Weston's main factory at Peter and Richmond Streets, Toronto, a new daylight biscuit bakery, that is easily the finest in Canada. Bright, clean and sanitary, it is the last word in factory construction. The entire machinery used has been specially built for Weston's by T. & T. Vicars, of Lancashire, probably the best-known manufacturers of biscuit machinery in the world. They have built a Dredge Gas Oven, the only one of its kind in Canada, and installed biscuit embossing and cutting machinery that is unique on this continent.

The master bakers who make Weston's new English lines were employed for several years by the most famous of English biscuit firms and their skill helped to create Old Country biscuits of world-wide fame. To-day these men are employed by George Weston, Limited, and, using famous English recipes, they have produced for Canadians such dainty biscuit confections as "The Quest," "Melt-in-Your-Mouth" and "Meltise Creams," which are, indeed, "biscuits as they are made in England." Within a few months popular demand for these delicacies became so strong that Weston's factory was forced to operate on a 24-hour day shift to keep pace.

Then came the Exhibition. In the new Pure Food Building, without doubt one of the most interesting buildings on the grounds, where so many booths of exceptional interest to the grocery trade were housed, Weston's erected an "olde English biscuit shoppe" that was unquestionably one of the most attractive features. Built in 17th century English style, with gabled roof, stout oak beams and diamond-paned windows, its quaint appearance attracted thousands and thousands of visitors who passed through it in an almost unbroken line from the hour the Exhibition was opened. In fact, during the first week alone, over 160,000 people visited this exhibit, thousands of them purchasing the specially assorted package containing "The Quest," "Melt-in-Your-Mouth" and "Meltise Creams" and familiarizing themselves with "biscuits as they are made in England." That such a widespread "sampling" will have a decidedly stimulating effect on the already insistent demand for Weston's biscuits is assured.

From time to time, this enterprising firm, with the unique advantages which it enjoys through its English master bakers and famous baking machines, will introduce new recipes and produce new English biscuits of which those sampled at the Exhibition were merely introductory. "Biscuits as they are made in England"—the world's standard—are now produced and sold in Canada by George Weston, Limited.



Where Countless Thousands Tasted Keepsweet

During the Canadian National Exhibition in Toronto this year, thousands upon thousands of people—so many it was utterly impossible to keep count—called at the Keepsweet Booths to taste Keepsweet Cream and Keepsweet Milk. At our booth (shown above) under the Grand Stand, and at our booth in the Pure Food Building, a crowd was always to be found, day and night. It was admitted to be one of the most successful and popular exhibits ever shown at the Exhibition.

At the Ottawa, London, Kingston and St. John Fairs, the Keepsweet Booths were again the objects of great interest and activity, and additional multitudes became acquainted with the merits of Keepsweet Products.

These thousands upon thousands of householders who tasted Keepsweet at these fairs are **sold completely,** Mr. Grocer. They will buy Keepsweet Cream and Keepsweet Milk if you have it. If you haven't they will buy somewhere else. Keepsweet scored a great triumph at these Fairs. The extent to which you will benefit lies in the extent to which you will co-operate.

Order through your regular house.

Dominion Milk Corporation, Ltd.
Head Office: TORONTO

Branches: Halifax, St. John, Montreal, North Bay, Port Arthur, Winnipeg, Vancouver

Keepsweet Table Cream

This Display Carries a Message





Remember that "Canada Dry" Ginger Ale is a year 'round seller. How is your present stock? Order on your winter's supply before severe frost comes.

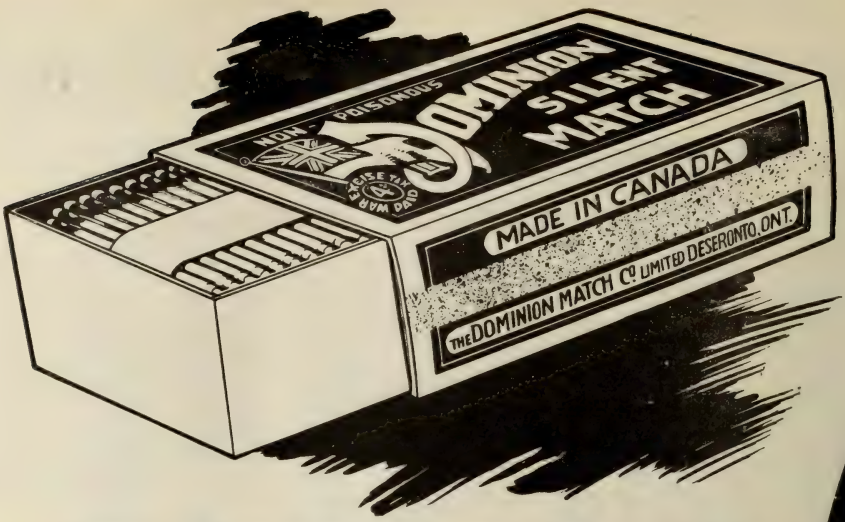
WE ARE led to believe from the favorable comments of those who saw our Exhibit that we are building Fountain fixtures with an individuality or touch of originality that differ from the ordinary type. We do feel pleased that McLaughlin Fountains drew forth these flattering testimonials. When you are ready for a fountain let us plan it for you—no obligation. Write to have our traveller call.

J. J. McLaughlin

Limited

Everything in Fountain Supplies

TORONTO and EDMONTON



EVERYBODY SATISFIED!

Customers are well pleased because Dominion Matches are strong and reliable. Heads do not fly off and they are non-poisonous.

Dealers are satisfied because the Matches are safe, the profit is good and there are no complaints.

Manufactured by THE DOMINION MATCH CO. LIMITED, DESERONTO, ONT.

DOMINION MATCHES

AGENTS:

S. C. Moore, 285 Kent St. E., Charlottetown, P.E.I.
J. A. Tilton, Limited, St. John, N.B.
Antonio Emond, 2 St. Joseph St., Quebec, P.Q.
Hudon Hebert & Co., Limited, Montreal, P.Q.
Walter Woods, Limited, Winnipeg, Man.
Smith, Davidson & Wright, Limited, Vancouver, B.C.

FLOWERDALE

(Registered)

B. Orange Pekoe

.....an out-of-the-ordinary BULK TEA that will speed up your TEA SALES.....

Flowerdale makes a decided "hit" everywhere it is introduced. It's the kind of a bulk tea you can recommend to tea connoisseurs with absolute assurance that its exceptional flavor will make new customers and keep them.

Flowerdale is the result of a quarter of a century's blending experience.

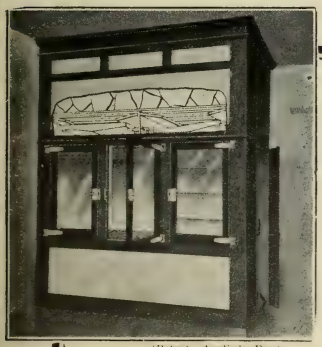
Constant, exacting tea-cup tests maintain its fine flavor and high standard quality year in and year out.

Flowerdale is our big leader but we have other notable blends that will please both you and your customers. Write for samples and quotations.

R. B. HAYHOE & CO.

Importers

7 Front Street E. Toronto, Canada



(Patent Applied For.)

The Last Word

in modern refrigerators is the new Arctic Refrigerator with the "swinging drip tray" that makes cleaning as easy as wiping the counter. All you have to do with the new

ARCTIC REFRIGERATOR

is simply swing down the drip-tray, clean it off and swing it back into place. No need to disturb the ice at all. It's so easy that your refrigerator is sure to be always clean and sanitary.

Write for folder describing the Arctic line.

John Hillock & Co. Limited

Office and Factory:

154 George St. - Toronto

AGENTS—E. L. Stalling, Granville St., Halifax, N. S.; A. Tilley, 10 St. Antoine St., Montreal, Que.; Geo. Cameron, Sparks St., Ottawa, Ont.; Western Butchers' Supply Co., Regina, Sask.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer

153 University Avenue

TORONTO, ONTARIO.

NUTRITION SPECIALISTS

RECOMMEND

CANNED TOMATOES

Throughout the Year for Children and Adults

¶ "NUTRITION SPECIALISTS at the CORNELL COLLEGE of Agriculture are working on a canning budget that will serve as a guide for the amounts of canned fruits and vegetables needed to keep a family of five well nourished for a year."

¶ "The budget **RECOMMENDS THE USE OF TOMATOES FOUR TIMES A WEEK**, green vegetables six times, starchy vegetables three times, and fruits ten times a week. The quantities of food such a family might well use are about **80 quarts of Tomatoes,** 120 quarts of green vegetables, 50 quarts of starchy vegetables, **220 quarts of fruit,** and **40 quarts of conserve, jam and jellies.**"

¶ "Because of the presence of anti-scorbutic and water—soluble vitamines, tomatoes are provided in quantity, but the use of oranges at certain seasons of the year may somewhat decrease the amount of tomatoes used. EITHER ORANGES OR TOMATOES ARE DESIRABLE FOR CHILDREN AND ADULTS THROUGHOUT THE YEAR."

¶ The amount of vegetables stored such as cabbage or celery affect the quantity of green vegetables provided by the canning budget, and the amount of fresh or dried fruits such as apples, prunes and oranges used during the year, must also be considered in estimating the amount of fruit to be canned."

Every Tin of AYLMER Tomatoes

Is Guaranteed

GROCERS—Tear out this page, paste on a card and display on your counters—it will help speed up your sales of Canned Tomatoes.

Are You Thinking?

of selling your business, buying one, engaging a new clerk or looking for another position?

If so, why not place a small advertisement on our Want Ad. Page? —(You will find it at the back of this issue.)

One insertion may get just what you need or desire.

Send in your advertisement to-day, if not worded to your own liking we will be glad to fix it up for you.

Cash remittance to cover cost **must** accompany all advertisements.

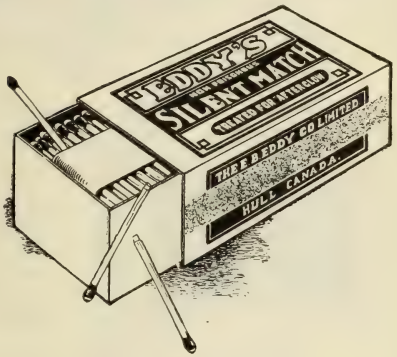
The rate is **only** 3 cents per word for the first insertion, 2 cents per word for each subsequent insertion. If you would like **Canadian Grocer** to forward the replies to you extra charge 5 cents per insertion is made for a box number.

Write:-
Advertising Department

Canadian Grocer
153 University Ave.,
Toronto

The Best Known Matches—
The Best Liked Matches—

EDDY'S



Matches may come and Matches may go but to the Canadian Match buyer the name "EDDY" still is and will continue to be the name of Matches that are **better, safer, more convenient** and more **economical.**

"East or West, Eddy's Best"—since 1851.

Are **you** an Eddy Dealer?

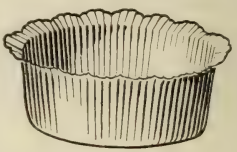
The E. B. EDDY CO., Limited
HULL, CANADA

Branches at
MONTREAL, TORONTO, HALIFAX AND LONDON, ONT.

Agents :
Schofield Paper Co., Limited—St. John, N. B.
Jos. Emond—2 and 4 St. Joseph St., Quebec.
J. Lumley—Ottawa.
J. E. McEathron—Brockville.
T. H. Stewart—Kingston.
Alfred Powis & Son—Hamilton.
Tees & Persse, Limited—Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon.
Tees & Persse of Alberta, Limited—Calgary and Edmonton.
Mitchell Bros.—Victoria and Vancouver.

THE ICES SEASON





No 49s
ICE CASE

— ADD —
to the Popularity
of your Hotel,
Cafe or Ice Cream Parlor and Incidentally
increase your business by using

SMITH'S ICE CREAM PAPER NOVELTIES

THEY ARE ARTISTIC,
ECONOMICAL & HYGIENIC

They Mark Your Establishment as Up-to-the-Minute

SEND US YOUR ENQUIRIES

Also Manufacturers of:—

Paper Fruit Salad Bowls, Baking Cups, Finger Bowl Liners, the patent "Combination" Milk Bottle Cap and all kinds of Fancy Paper Goods.

EXPORTERS. Send for Samples and Prices—

SMITH BROS & Co
PATENT CRIMPED CAPSULES LTD.
64, GREAT COLLEGE STREET, LONDON, N.W.1.

TELEPHONE NORTH 3855.
TELEGRAMS SMIBROCO, CAMROAD, LONDON

Everybody Knows Us!



Millions read about RED ROSE TEA in the newspapers, and out of doors—AND USE IT!

RED ROSE TEA is always the same distinctive quality, protected by the sealed package—familiar to everybody.

T. H. Estabrooks Co., Limited

St. John, N.B., Montreal, Toronto, Winnipeg, Calgary

Is It a Good Man You Want?

Wishing and wanting won't get him for you. Advertising probably will. You ask what paper to use? Well, you can waste a lot of good money using wrong papers. The best one to use is CANADIAN GROCER.

This newspaper is probably read by the man you will engage. At any rate, if you want a man trained, the chances are that he sees and reads CANADIAN GROCER. If your advertisement tastes good to him, the chances are he'll answer it. Then it's up to you to land him.

But look for him where he's likely to be—behind some counter or desk in a retail or wholesale grocery house.

You never can tell what's in the mind of men to make them willing to change. Perhaps it's money; perhaps a cranky boss; perhaps climate; perhaps a girl. But it will be something or other.

Sometimes the first insertion of an advertisement finds the man. Sometimes you will have to keep on advertising.

Our part is not to guarantee you answers, or to promise any. We have no control over such things. But we can put your advertisement—and do—into about 6,500 grocery stores, wholesale and retail, all over Canada. This is our part. And surely 6,500 is enough.

Rate is 3 cents a word first insertion and 2 cents per word each subsequent insertion. Numbers count as words. Use a Box Number if you prefer. Five cents per insertion extra for Box Number. Make advertisements brief as a telegram.

Payable Strictly in Advance

Address to:

CANADIAN GROCER Want Ads.

153 University Ave. **Toronto, Ontario**

The Finest Green Tea

in the world is grown on the mountain slopes of Ceylon and India.

"SALADA" Greens come direct from these Famous Gardens. The delicate Flavour and Fragrance is incomparable.

YOUR CUSTOMERS ENJOY

"SALADA"

GREEN TEA

SELL MORE OF IT!

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

BALED PAPER AND MACHINE

Will you kindly tell us where we could dispose of waste paper and where to purchase a baling machine for same.

E. F. POPE
Richmond, Que.

Answer.—Dealer in waste paper, E. Pullan, Toronto. Baling machines, Climax Bale Co., Hamilton.

CLAY PIPES

Can you supply us with the name of importer or manufacturer of clay pipes for smoking?

Dealers' Supply C., Ltd.
Granby, Que.

Answer.—We find that the Andrew Wilson Co., 9 Wellington E., Toronto, handles a few of these but they are for small boys' use in making bubbles. They purchase them from the D. McDougall Co., 80 Charles St., St. Rollox, Glasgow, Scotland, attention Mr. David Greig.

WINDOW SHADES

Could you send us couple of names of some firms who handle window shades or blinds.

Messrs. George & Shameas
Parry Harbor, Ont.

Answer.—Charland & Co., Lauzon, Que., George H. Hees & Son, Toronto, Ont.; Holland Window Shade Co., Halifax, N.S.; Martel, Stewart, Western, Ltd., Winnipeg, Man.; Fred E. Soper Co., Toronto, Ont.; Western Sand Mfg. Co., Ltd., Winnipeg, Man.; Baly & Morrin Ltd., Montreal, Que.; Hartshorn Stewart Co., Toronto, Ont.

POTATO DEALERS

Would you kindly furnish me with the names of a few firms handling potatoes by the car in Toronto, Kitchener, London, Windsor and Ottawa.

"A Subscriber,"
Shallow Lake, Ont.

Answer: Toronto—McWilliams & Everest, 25 Church St.; Stronach & Sons, 33 Church St.; A. A. McKinnon, 34 Colborne St.; Peters Duncan Co., 88 Front St., E. Kitchener—The Walker Fruit Co. London—Langford & Edwards and The Steel Fruit Co. Windsor—Gordon R. Zakoor. Ottawa—C. E. Plain, Ltd.

For Subscribers

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

INFORMATION WANTED

Date .....

Please give me information on the following:—Name .....

Address .....

.....

.....

.....

CANADIAN GROCER

Vol. XXXVI TORONTO, SEPTEMBER 22, 1922 No. 38

Maple Sugar and Potatoes Affected

New Duties to be Imposed by United States in Their Import Tax —Now Four Cents a Pound on Maple Sugar and 50 Cents Cwt. on Potatoes—The Quantities We Sell to the States

THE NEW United States Tariff Bill that is likely to go through Congress in the near future has a number of items in it that are of special interest to Canadian merchants and manufacturers dealing in food products. The framers of the new tariff state that it is designed to meet the unusual world's economic situation. It is calculated that it will raise approximately $400,000,000 revenue on the basis of the present volume of import trade of the United States. It is also stated that the level of its rate according to the tariff experts is slightly below the level of the Payne-Aldridge Bill which was the last Republican Protective Tariff but that it is considerably above level of the Democratic Underwood Law now in force.

Among the products that are affected, with the amount of import Duty, are the following:

Bacon, ham and shoulders—2c per lb.

Lard—1c per lb.; lard compounds and substitutes—4c a lb.

Milk, condensed or evaporated—½c per lb.

Butter and oleomargarine and other butter substitutes—8c per lb.

Honey—3c per lb.

Apples—25c per bus.

Peaches and pears—½c per lb.

Peas, green or dried—1c per lb.

Onions—1c a lb.

Potatoes—50c per 100 lbs.

Tomatoes—½c per lb.

Sugar—$2.20 a hundred.

Maple Sugar and maple syrup—4c per lb.

Candy and all confectionery—40%.

Matches—8c a gross.

How Apples and Potatoes are Affected

Of the above the two products that will be affected most perhaps are apples and potatoes. Canada during the past fiscal year sent apples to the United States valued at $2,381,419, and potatoes at $1,204,620. The potato growers in New Brunswick have always found an especially good market in the United States.

The following figures taken from the Government Blue-Book show the Canadian exports on a number of the above lines to the United States with their values:—

Bacon, hams and shoulders, 140,400 lbs. valued at $47,991.

Lard, 1900 lbs., valued at $241.

Honey, 70,590 lbs., valued at $12.268.

Apples, 486,445 bbls. valued at $2,-381,419.

Peas, whole 154,290 bushels valued at $473,921.

Potatoes, 1,822,004 bushels, valued at $1,204,620.

Maple syrup 2,739 gals. valued at $6,749.

Maple sugar 2,052,774 lbs. valued at $158.799.

Matches—none.

Maple Sugar Exports

Quebec Province, the maple province of Canada, may be affected by the increase in duty on maple sugar and syrup particularly the former. United States tobacco interests purchase large quantities of Canadian maple sugar for sweetening tobaccos so that they will now have to pay 4c per pound more for it. While during the twelve months ending in March last, our exports of maple sugar to the United States amounted to only 2,052,774 lbs. valued at $158,799, yet in 1921 the amount was 7,979,970 lbs. valued at $1,956,637. In 1920 the value was nearly as great—$1, 114,304.

This indicates that Quebec exports of maple sugar have depended a good deal on United States purchases. The increased duty, however, may not affect the quantities bought as the Quebec product is so high in quality, it is much sought after in the manufacture of United States tobacco.

Low Potato Prices Likely

New Brunswick potato growers are undoubtedly feeling the effect of the duty handicap on potatoes. Canadian exports during the year ending March 1921 amounted to 4,204,684 bushels valued at $8,328,862 and in 1920, 5,480,-754 bushels valued at $6,819,405. This year Canada has a big crop of potatoes and with the 50 cents per hundred lbs. handicap on them going to the United States, prices are likely to be quite low here.

Can Ship to Southern States

St. John, N. B., (Special.)—Your representative called on R. E. Armstrong, secretary of St. John Board of Trade, with reference to the duty of fifty cents per cwt. placed upon potatoes entering the United States. Mr. Armstrong stated that New Brunswick was a large exporter of potatoes, and had been sending large shipments to the Northern States, but that the new Tariff bill had practically excluded the New Brunswick shippers from this territory, and that our exporters were now going to ship to the Southern States. They were able to successfully place their potatoes there because it was possible to get them in on a much lower freight by using the water ways, and it was felt that they could overcome the duty in this way.

J. T. Donovan of the Atlantic Brokerage Co., Inc., Boston, recently called upon the St. John Board of Trade and stated that about forty-two per cent. of the farm products in Maine were in bad shape. Should this make the price of Maine grown potatoes higher, which it is expected that it will, it may yet be possible for the New Brunswick producers to ship to this point. The price of potatoes in Maine, he said, were ninety cents per barrel, and in New Brunswick, for export purposes, they were seventy-five cents, so should the Maine potatoes jump in price very much, they will soon reach the same level as the New Brunswick potatoes could be sold for.

Potatoes in New Brunswick have suffered some from the heavy rains, but the extent of the damage is not yet fully known.

Your representative called upon C. H. Peters & Son, Ltd., who have in the past been large exporters of New Brunswick potatoes. Mr. Peters stated that this year they were not handling potatoes at

all, for export purposes as the producers were exporting themselves. He had been discussing the situation with several of them, and all felt that they would be shut out entirely from the Northern States, but were going to ship to the Southern States, as the routing would give them great freight advantages, and in this way they could overcome the extra fifty cents duty. At the present time there are no exporters located in St. John; some of the largest exporters in the province are Hatfield & Scott, Hartland, N. B.; Guy Porter, Perth, N. B.; Clarke & Son, Woodstock. It was impossible to get in touch with these producers and exporters before this issue was due to go to press.

There is a proposition now before the government to build a new frost proo warehouse for the handling of potatoes in St. John, the cost to be about $20,000. The warehouse, if the project goes through, will be also used for the handling of cattle.

More Sugar is Consumed This Year Than in Any Year Since the War

Estimate of Production Does Not Equal This Year's Consumption—Figures Indicate Stronger Markets for Raws

MONTREAL.—The abnormal surplus of Cuban sugar existing last January has apparently been absorbed, and, in addition, the normal amount of new Cuban crops has been taken. The revised estimate of world production for 1922 is 1,600,000 tons over the earlier estimate, owing largely to the unexpected size of the Cuban crop. But this year's consumption also has exceeded all predictions, both in the United States and in Europe, and even with the revised crop figures for 1921-22 the carry-over for 1922 will be not far from normal. The gradual rise in the C. & S price of Cuban raws to its present level, about double the low figure of 1.75 cents at the end of 1921, has no doubt been due to the replenishing of invisible supplies and the increased consumption, and in particular to European demands.

Rapid Distribution

The rapid distribution of the Cuban surplus since the beginning of the year is shown by the export figures for the first seven months of 1922 and the United States export figures for the same period. Cuba exported 4,000,000 tons including practically all its old crop sugar, as compared with 1,800,000 tons for the first seven months of 1921. Of this the United States imported 3,000,000 tons and Europe 800,000 tons as compared with the corresponding figures for 1921 of 1,540,000 and 160,000 tons. The United States exported 755,000 tons of refined sugar in the first seven months of 1922 of which 85 per cent. went to Europe and in the corresponding period of 1921 it only exported 256,000 tons.

Canada Using More Sugar

In the figures given by the United States Bureau of Commerce for the consumption of sugar in the principal countries of the world, it is shown that Canada has consumed 70,000 more tons of sugar this year than it did in 1914. The United States is now consuming 5,500,000 tons of sugar as compared with 3,800,000 tons in 1914. Apart from this it is interesting to note that both China and Japan use more sugar annually than Canada. While England, Ireland and Scotland show a reduction in this period of 400,000 tons of sugar used, Germany only shows a reduction of 50,000 tons of sugar despite the condition of the industry and the beet production in that country. As will be noted by the accompanying chart, the world consumption of sugar in 1922 was even greater than the world's visible supply in 1921, or the consumption in any period even prior to the war. On the other hand the crop estimates for 1923 together with the carry-over from 1922 is not equal to the consumption of 1922.

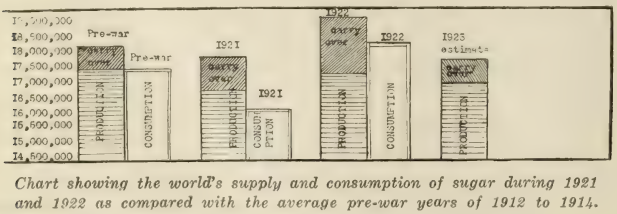


Chart showing the world's supply and consumption of sugar during 1921 and 1922 as compared with the average pre-war years of 1912 to 1914. The visible supply and carry over for 1923 is also shown.

Fruit Preserving Co. In Montreal Purchase New Plant

Montreal (Special).—After an hour of brisk bidding, confined to three or four contenders for the most part, the munition plant of the United States government at the corner of Notre Dame Street and Eighteenth Avenue, Lachine, was sold to the Saxonia Fruit Preserving Co., which was represented by Silvio W. Narizzano, the managing director of the firm. The Saxonia Fruit Preserving Co. at the present time occupies a plant at the corner of Ernest and First Avenue, Maisonneuve.

The Lachine plant disposed of has an area of 42,000 square feet of which 39,605 is covered by the building. Its civic assessment is $25,705 for the plant, and $89,050 for the building at the present time. The conditions first offered in the sale were 30 ver cent. cash and the balance in two years with interest at 5½ per cent. On those terms the bidding ran from $15,000 to $30,375 and was finally sold at $32,700, with 10 per cent. cash and the balance payable in five years with interest at 5½ per cent.

At one time in the bidding the auctioneer, Charles Gerth of New York, bet Mr. Narizzano that he would not raise the bid another $10. This Mr. Narizzano did and the auctioneer promptly paid over his bet. The upshot was that the bidding was stimulated to the amount of $150 and the property was knocked down to Mr. Narizzano.

This plant, which was originally built by the Munition & Machinery Ltd., to manufacture light munitions for the United States government, has a sprinkling system, a steam plant, and facilities for any kind of manufacturing except steel and iron work. It is situated on the Lachine Canal and on a siding of the Grand Trunk Railway. It also has a street car connection with Montreal. The Saxonia Fruit Preserving Co. will move their equipment to the new plant early next year and will also install new equipment for the preparation and packing of their preserved fruits.

N. C. R. BUYS NEW PLANT

The National Cash Register Company have purchased a four storey building at the corner of Bloor and Dufferin Streets, Toronto. This new home of the company was erected in 1916. It is of concrete, fire-proof construction, faced with brick. The height between floor and ceiling on each floor is 14 feet clear, with large windows on the four sides for the supplying of plenty of light and ventilation. The company have purchased sufficient property to enable them to increase the plant later on.

Opens Grocery Store Below Street Level on Residential Street

Alex. Nelson, Montreal, Designs Unique Store—Exterior and Interior Are Finished in White to Make Most of Light—Attractive Arrangement of Lights on Shelves

MONTREAL.—Alex. Nelson has built a grocery store at 137 Mansfield St., Montreal, which is unique in design for grocery stores in this city at least. It shows what can be done with a basement site on a residential street. Mr. Nelson only had at his disposal the basement of a large house, and yet he has converted it into a retail store that is attractive, commodious and bright. As. Mr. Nelson said, "it was a big chance but I took it. I have never seen a grocery store designed in this fashion before, but I thought I saw possibilities and so I have carried out my idea and hope it will prove successful."

Down Into the Store

The store itself is below the level of the street. There are about eight steps down but there are two fair sized display windows on a level with the street. The front of the store and the interior is finished with white enamel which does much to brighten up the interior and make the most of the sunlight that comes in through the door, the two front windows and one at the back.

Many Electric Fixtures

There are many electric fixtures in the store and they too are placed in a unique fashion. The brackets are attached to the shelving which lines the walls on two sides of the store. The rear wall is almost completely covered by a large glass front refrigerator.

Overcoming Handicaps

Mr. Nelson realizes that he is handicapped by not having the interior of his store in full view of the passers-by but he is determined to overcome that by having a particularly striking front and well dressed windows. The complete line of groceries and dairy products will be in the store by next week and the store will then be opened for business.

Co-Operation Between Traveller And Grocer Can Be Very Helpful

How a Travelling Salesman Proved the Difference Between Selling and Booking—Grocers Get Helpful Schemes and Ideas From Salesman

MONTREAL.—A short time ago a salesman called on a retail grocer in a Canadian city. The grocer was at that time busy attending to the wants of a number of customers. For about ten minutes the salesman kept himself busy dodging the customers and the grocer, so as not to make his presence objectionable. Finally the grocer, seeing and appreciating the salesman's patience, said in passing him, "Put me down for ten cases of———brand and five of———."

"Thank you," said the salesman, "but I would rather come in when I can have an opportunity to sell you these goods."

"But you have my order," replied the grocer, "what more do you want?"

"I want to sell you these goods, so I had better call again. Mornings the most convenient?" he queried as he started towards the door.

Selling or Booking

Many times during the next two days that grocer wondered what the salesman meant. He could not understand why he had not taken his order. At times he felt rather peeved about it, but when the traveller called a few days later he asked him why he had refused to book the order. "Why," replied the traveller, "I don't want to simply book your order. I want to sell you these goods. I want to make sure that you know why you are buying this soap and to convince you that the more you sell of this brand the better will be your profit and the more satisfied will be your customers. I want to instil into your mind the qualities of the soap I am selling you so that in turn you may do likewise to your customers. If I simply booked your order, the goods would be put on your shelf and we would have to turn around and sell the goods to the public. My task is not finished until I have given you the 'pep' that will make that soap your biggest seller."

The grocer laughed. He understood the difference between taking orders and selling goods and thereafter endeavored to see how much he could learn from the travellers who called to sell him goods. The soap traveller in question had arranged before he left for a window display of his line for the following Monday.

Undoubtedly the retail grocer who does not take full advantage of the selling talks of a traveller is doing himself an injustice. These men who make a specialty of selling, very often have a rare fund of ideas that they glean from the different retail stores in their territory. Their suggestions are often very helpful. They see the grocer's store from the other side of the counter and their knowledge of conditions in a particular territory may give a new aspect to an old problem. Not only can they help the retailer to push the particular line which they represent, but they carry to him new schemes which they have seen worked out on other territories.

Weighing a Salesman

As in every other occupation there are men who cannot be relied upon, but it takes but a little while to classify a man. There are some who glory in bizarre stories that are misleading and often a product of the man's imagination. Such a one however soon loses the grocer's confidence, and labels himself for time to come. The majority, however, can be a great help to the retailer, if the retailer will only take advantage of what the traveller can do for him. Many a grocer has worked out what seemed a novel and successful idea, and when asked where he got it has said, "Oh, So and So's traveller gave it to me." There are too, grocers who rely upon certain travellers for advice in buying goods altogether apart from the lines carried by those travellers. There are a good many travellers on the road to-day who are silent partners in more than one grocery store, in so much as their suggestions and salesmanship have been invested in the management of these stores and there are still many who have much to invest in this way, only needing the grocer's solicitation. It costs little to get this co-operation and it may mean much.

OFFICIAL OF CHAIN GROCERY STORES IS HELD UP AND ROBBED

Detroit, Sept. 18.—W. E. Parker, vice-president of Wright & Parker, chain store grocers, was recently held up by a heavily armed bandit and robbed of between $5,000 and $7,000 as he left one of his firm's stores at Temple and Trumbull Avenues at 3 o'clock in the afternoon. The bandit escaped in an automobile driven by an accomplice, and in full view of many pedestrians, Parker reported.

Parker had just left the store with a satchel containing the money. This he deposited on the floor of his car and started his motor. At this juncture a young man sprang out of an automobile parked on the opposite side of the street, rushed over to Parker's machine and pointed a revolver in his face, demanding the money. He snatched up the satchel and ran to his own car, leaped on the running board and climbed inside half a block farther on, as the machine sped down Temple Avenue and disappeared.

George E. McIntosh, who has been acting fruit commissioner since the resignation of C. W. Baxter, has been appointed fruit commissioner of the Department of Agriculture at Ottawa.

Checking Results From Displays

Does the Average Retailer Know Just to What Extent do Window Displays Increase Sales?—He Knows That Displays do Increase Turnover But He Seldom Keeps Any Actual Record of Results—Here Are Some Figures

From the book, "Window and Store Displays," by A. T. FISCHER, President of the International Displays Co., Cleveland, Ohio

IF YOU will ask the average retailer, "Does display increase sales?" you will invariably receive the definite reply, "Yes." But he does not know how much of an increase, any more than does the average manufacturer.

He has not kept actual records to find out what a given display produced, yet he knows that display does increase sales.

Dealers and manufacturers do not have much in the way of definite figures. In one investigation covering more than three thousand retail stores of all kinds ninety per cent. stated that displays had increased sales, but estimates of the average rate increase varied all the way from 25 per cent. to 300 per cent.

In order to determine what increase in sales would result from displays, specific tests have been made under my own supervision, all being conducted in the same way, namely, checking sales week by week for an agreed period without display, then installing a given display and again checking sales week by week for another identical period. A few of these tests will serve for examples:

Drug Store Display Tests

I. The product selected was a well-advertised tooth paste, and the display used was a newly adopted counter display container.

A sales test was conducted in 20 drug stores for three weeks before this new display container was used, to determine the normal sales. A total of 155 tubes were sold.

Then for another 3 weeks, in these same 20 drug stores, a sales test was conducted with the tooth paste displayed on the counter. The total sales for these 3 weeks were 412 tubes of the dental paste.

Thus the increase in sales when this display was in use was 257 tubes or 165 per cent. increase in sales for that product.

II. The product selected was a medical preparation, an herb tea, the goods being by nature "slow sellers." Checking first without using any display, a test in 10 drug stores for 3 weeks showed 26 packages had been called for in the normal course of business.

However, when sales test was made with a counter display, it proved that many persons wanted the product, but never just happened to get around to inquire for it. A test in these same stores for another 3 weeks showed the surprising total of 63 packages sold over the counter, or a 142 per cent. increase in sales.

III. Another medical tea was given a similar counter test in a different list of stores, and, of course, a different display.

First sales were checked in 9 drug stores for 3 weeks without any display, and the result was only 24 packages sold. Then the packages were packed in a counter-display container and placed on top of the showcase. The result, when sales were again checked for another 3 weeks, was 57 packages sold, or a total of 137 per cent. increase in sales.

Grocery Store Display Tests

I. The product was an extract, on the market for fifty odd years, and known to every housewife and enjoying exceptional prestige.

To learn the normal demand, a record was kept in 14 grocery stores for 3 weeks without any display, and the result was 68 sales. Then the very same test was conducted with the product placed in a display container on the counter in each of these 14 stores, and sales were watched for another 3 weeks. The result this time was 154 sales. Here again there was no other form of advertising in use at this time and no special sales plan or customer inducement. The product was a long-established trade staple, and yet the mere fact of dealer display on the counter caused a jump in demand from 68 to 154 bottles or 126 per cent. increase.

II. The product, the largest selling soup in the United States, on the market about ten years, but heavily advertised and enjoying universal distribution.

When a test was made in 21 grocery stores for 3 weeks without any display, the sales showed 365 cans per week sold, or a total of 1,068 cans for the 3-week period.

Then the same test was conducted after placing an attractive display on each grocer's counter. The addition of this simple reminder in each of these stores created an immediate jump in sales, and a 3-week check showed the product was selling at the rate of 608 cans per week or 1,824 cans total for 3 weeks, as against the normal sale of 1,068 cans. This for 21 stores made an average of 70.8 per cent. increase in sales. No additional collateral advertising was in progress during any test period.

III. The product was a new kind of soap, not well advertised and lacking in demand or distribution.

A check on sales for 3 weeks showed only a total of 52 packages disposed of by the dealers.

Then, a small unit display was made in the same stores (on the counter) and the sales for the next 3 weeks nearly tripled—showing 153 packages total, or an actual increase of 194 per cent. in sales.

Similar tests were made for candy, hardware, and haberdasher stores, in each case selecting one given product, and following sales for a list of stores straight through for 6 weeks—the first 3 weeks permitting no display whatever, and the next 3 weeks arranging in each of the stores a uniform display and the comparing sales for the two periods. In brief, they showed as follows:

Dealer's Sales without the help of display; First three weeks:

15 Candy Stores sold total 384 packets of a given 5-cent confection.
10 Auto Supply .....72 plugs
14 Haberdashers .....249 men's garters

Same dealer's sales with help of a specified display; Second three weeks:

15 Candy Stores sold total 1,074 packets of same 5-cent confection.
10 Auto Supply .....125 plugs
14 Haberdashers .....581 men's garters

Increase:

	Increase In sales
In candy test	180 per cent
In auto supply	74 per cent
In haberdashery	233 per cent

These figures show only averages. Of course, the individual dealer increases varied greatly, depending on individual store conditions.

Moreover, the tests were all conducted from a disinterested, purely investigative standpoint, and do not show fairly what could be expected of display if properly pushed in connection with the whole selling and advertising campaign.

For the purpose of demonstrating the value of dealer display when the house salesmen themselves lend their earnest co-operation, the following two detail tests will no doubt be interesting.

The first test was conducted by a corps of disinterested investigators to determine the actual sales of a certain display.

A number of stores were selected and inventory of stock, as well as record of sales, was taken before and after display was used. The stores were situated separately in wide localities.

It was found that total sales in the week before the goods were in view of the customer totalled 53 packages.

In the week during which the display was used, the sales ran almost three-fold —150 packages having been sold, a total increase in sales of 183 per cent. In one instance the increase was as large as 500 per cent. over previous sales.

Very few dealers seemed to have any definite ideas as to how much display material increases sales. They were

very much interested in the test and in most instances were willing to co-operate.

The second test was entirely independent of the first, being conducted by the manufacturer of the same product through his own sales force to determine to what extent display would increase sales when used by his own sales people.

A comparative sales test was conducted in 28 stores and the results noted in the following were taken from exact records of stock and sales furnished by the manufacturer.

In one week previous to the display of the material, 36 sales of the article were made, whereas in the week following the display, sales were 297. A total increase of 725 per cent.! This figure does not include the increase in a number of stores where percentages of increase could not be computed because there were no sales originally.

Incidentally these two tests—one made by a distinctly disinterested group of investigators and the other through house salesmen — would indicate how advantageously display material can be used when the sales force is properly sold on it.

As bearing on this same question of what definite results are traceable to the mere fact of display, the following excerpts are quoted from a trade publication:

"A certain large retailer in New York City says that from long experience he can depend on selling from fifteen to thirty-five women's suits and dresses ranging in price from $15.00 to $50.00 on the day he shows these goods in his window.

"A York, Pa., retailer who had a sale of about $15.00 per week on a certain 60-cent candy, found that he had increased its sale to an average of $100.00 per week by devoting a window each Saturday to this candy.

"Last August, a Philadelphia store, during the time of a general furniture sale, placed a particular bedroom set in one of its windows. All the sets of this design were entirely sold out in two days.

"Another New York store one day last summer devoted their three windows, one to sport coats, one to straw hats, and one to women's hand bags. As a result, twenty-two sport coats were sold, three hundred and forty-five straw hats, and $600.00 worth of bags during the day."

I have purposely selected records made during normal times, (as references to 60-cent candy and fifteen-dollar suits show), as these indicate normal reaction to display in ordinary times.

It would pay every manufacturer to make specific tests for himself to see just what increase might be expected for his own product in his own dealers' stores.

Such tests are easily arranged, a little tact in handling dealers and details of checking being all that is required. Properly managed, the dealers and clerks themselves become hugely interested in the tests. However, emphasis must be laid on the fact that the work of checking stock and recording sales, before using and during use of display, must be handled independently of the dealer, and conducted in an absolutely uniform way, so that the results will represent actual facts and not what you may want to prove.

What you want is information, not confirmation of your own foregone conclusions.

Merchants themselves don't know the possibilities in dealer display.

Many manufacturers don't know their own market possibilities.

This has been demonstrated over and over again by manufacturers who have taken the trouble to do a little specific analyzing for themselves in a given territory, and have gone at the problem of fitting a sales and advertising plan which will reach in and ladle out those market possibilities. Too many of us just skim off the top, which is the easiest way.

Too many merchants and manufacturers simply sit back and rest on their oars after a few sweeps and expect the natural momentum, and the economic currents and eddies, to carry salesmanship into safe harbor.

Window and store display is one form of advertising on which you can actually check increase in sales and get returns immediately.

It is safe to say that on the average, the mere fact of dealer display will show a sales increase varying from 25 per cent. to 200 per cent., depending on nature of product, locality, season, etc. With the knowledge definitely established of how much display does increase sales, it remains for the manufacturer to use this principle in his selling and advertising plan.

Wrong Point of View: A young man seated in a train was suddenly addressed by the woman in the seat behind him.

"Pardon me, sir," she said, "but would you mind assisting me off at the next stop? You see I am very large and when I get off I have to go backward, so the conductor thinks I am trying to get aboard and helps me on again. He has done this three times."



Interior of the Morris Store in Winnipeg, showing the effect produced by good displays on silent salesmen, counters and around pillars.

How Pluck Plus Originality Wins

Here is a Remarkable Story of Six Years of Progress Made by a Grocer in a Town of 4,000 People—Says the Personal Touch in Advertising Wins

By HENRY JOHNSON, JR.

HERE is a story of a remarkable business. Sales of $250,000 a year, retail, are reported in a town of only about 4,000 people. The writer was shown some of this merchant's advertising. So I wrote asking how it was possible to do such a business, what stock was carried, how much credit and how much cash business, what average margin and expense, how often stock was turned, and what spent for advertising.

In writing his reply, George W. Caldwell had the wisdom to observe what a certain editor told a new writer: "As you are not a writing man, don't try to write. Just tell the story as if you were telling it to your wife." Thus Caldwell has written a fascinating account of how it happened, and I am printing it as written. I include a sample of his advertising, for that illustrates the strongly individual character that stands behind this great success. He writes:

Dear Mr. Johnson:—I am not certain that I can give you anything worth mentioning for to me it seems far from perfect, but if it may be of service to my brother merchants, I shall be glad.

I came here twelve years ago, to a co-operative store. Immediately I was attracted to the grocery business. It was active. There were possibilities, a real chance for work. The store, particularly among farmers, was popular and rated a great success. During twenty-one years, it paid the stockholders 10% dividends and piled up a surplus of $14,000, which was nearly as much as the original subscribed capital. But very little attention was given display or arrangement and practically no advertising.

Having the understanding that I was to work, I soon began to ask questions, make suggestions, trimming windows, arranging stock, and I found we had some stock the people ought to know about. Right there began my advertising experience.

Personal Touch in Advertising Wins

The work was crude at first, but I soon found that the more personal I could make the copy the more response it evoked. We have only a weekly paper, but every week we had an ad, and it was different each time. Very early I found that advertising alone was not enough. It had to be backed up by the whole organization of the entire store. So each week, the window made a feature of the items advertised. The same items were likewise displayed inside the store—on counters, tables and locations convenient to sales people. Finally, each clerk was posted to sell the advertised goods for all he was worth.

After several advertising experiments, I stumbled on the idea of a weekly newspaper within the paper. You will notice that every week the whole thing was different. We have endeavored to make it timely and of such interest to the buyer that he will always read it. We have had many tell us that our ad is read with as much interest as the rest of the paper. Business men particularly have told us that the very first thing they read in the Chronicle is "Take Table Talk."

One thing we are always careful about is to have our sales people informed about the goods we are advertising. Many times we cut samples and let them see just how good the article is. In other words we sell the item to the clerk. Then he is in better shape to sell to the customer. We try many stunts to keep up interest and enthusiasm. One is to assign to each clerk a certain article advertised. He is to feature that item particularly. The fun comes in to see who sells the most of the goods assigned to him. Sometimes we give a prize and sometimes we don't; but we find the idea adds much interest to the whole thing. I have dwelt on this point a little more than may seem necesary, but I think you will be interested since the copies furnished you caused you to write.

I will not dwell much longer on co-operative store history, except that after I had been there about five years and was made assistant manager and buyer, I was asked to take the managership by the board of directors. I very promptly declined the offer, stating that if Mr. Huffman did not even turn his hand he was worth his salary for the success he had made; his name alone gave the concern a credit standing which in itself was worth the money. The matter was dropped for that year but at the next election, one of the board decided he would like to be manager so they elected him and let Huffman out. I was asked to take charge of the floor, which I declined to do.

In Business For Self and Friend

Here starts a new chapter. Mr. Huffman was getting along in years and not anxious to continue in business, but I had just got a good taste of it and was "rarin' to go." There was a little store in the centre of the town willing to sell, so after much persuasion, I got Mr. Huffman to go in with me and we bought the little store. He was to stay with me a year until I could get established with the wholesale world, then he was to step out.

It took money to buy out the store and neither of us had enough to buy a soap bubble, but Mr. Huffman's record was all that was needed; two of our splendid wholesalers advanced the money on that, and off we went. The store had been doing about $30,-



HENRY JOHNSON, JR.
Writer of the business articles appearing in Canadian Grocer each week, has had a long and successful career in business.

HENRY JOHNSON JR. SENDS BIRTHDAY GREETINGS

September Four, 1922

My Friend—Another year has flown. It has brought me renewed consciousness of Friendship and the joys thereof. So once again I send you my Birthday Greetings. I hope Time has been good to you: that you have prospered in all things, but mainly in Spirit. Last year I looked backward over the Way I had come during Fifty-five years. Now I look forward to the Forty-four years yet due me, and, from the vantage point of Fifty-six years of youth, I send you this message of Good Will and Good Cheer, sincerely hoping that you will help me celebrate Forty-four years hence!

000, but the " C. & H.," as we called our store, got off on the right foot and our first year's business went over the \$50,000 mark. As agreed, after the first year Mr. Huffman stepped out, I took over his half interest and ran the business alone. It continued to prosper each year, each year the sales being higher. About eighteen months ago I fortunately got another man to join me and sold him an interest. But we have not changed the name, for C. & H. has become a synonym for good groceries in our community and we agree that the name so well established should remain.

Here comes the sequel. The man elected to succeed Huffman as manager of the co-operative store resigned at the end of the year and another was elected to take his place. There was a vacant building just across from the C. & H. so the Co-op. moved and sold its property. They fixed up the new store in fine shape and began to turn the world upside down by cutting prices, giving all sorts of discounts, all kinds of services and in fact doing almost anything to get business from the C. & H. In the meantime we kept plugging. Our business was growing. Every year we showed a profit, so "we should worry."

One day a little bird told us something was doing across the street and we got busy. We needed more room anyway. The board of trade was ready to step in when we made a proposition to our bank. They got in touch with the right people and the wholesalers agreed to settle for a percentage and call it off. So we bought the stock and fixtures of the co-operative store.

Running Over Half a Million a Year

In my statement relative to this year's business running a quarter million, I worked on the basis of our previous progress. Now we have also a groceteria which we operate as a branch. Last year's credit sales were \$116,470 and cash sales, \$462,530.51. Merchandise carried, \$14,000. Advertising, \$540. Cost of operation, 18%. Our stock is now a little lower than average, which runs about \$16,000.

Our business has grown rapidly from its inception. From the very day we opened we have been undercapitalized. We have had to borrow, borrow, borrow. But there has always come a time for paying back, and we have done that even though we are still borrowing. You will be interested to know that we have long since paid back those two wholesalers who believed in us in the old days, and I assure you their favor will never be forgotten. I have paid Mr. Huffman for the half interest I bought from him. Mr. Watt paid his interest out of his profits. I have a nice home, an automobile all paid for and aside from owning our respective interests in the business we have undivided profits of nearly \$16,000. My own personal worth at this time is \$30,000.

If we have made a success of our business, we attribute it very largely to four things: advertising, turnover, hard work and co-operation with our help.

This history covers six years. It has been our custom for several years to take stock twice a year and have an auditor prepare a statement so Bradstreets and Dun as well as our bank can have all the facts about us at all times. This practice makes it possible for us to keep in close touch with ourselves too.

In all our merchandising we have made it a rule to attend to our own business. If our competitor wanted to give away his profits, that was his business. We have always featured full values, quality and service. We find that price is not everything.

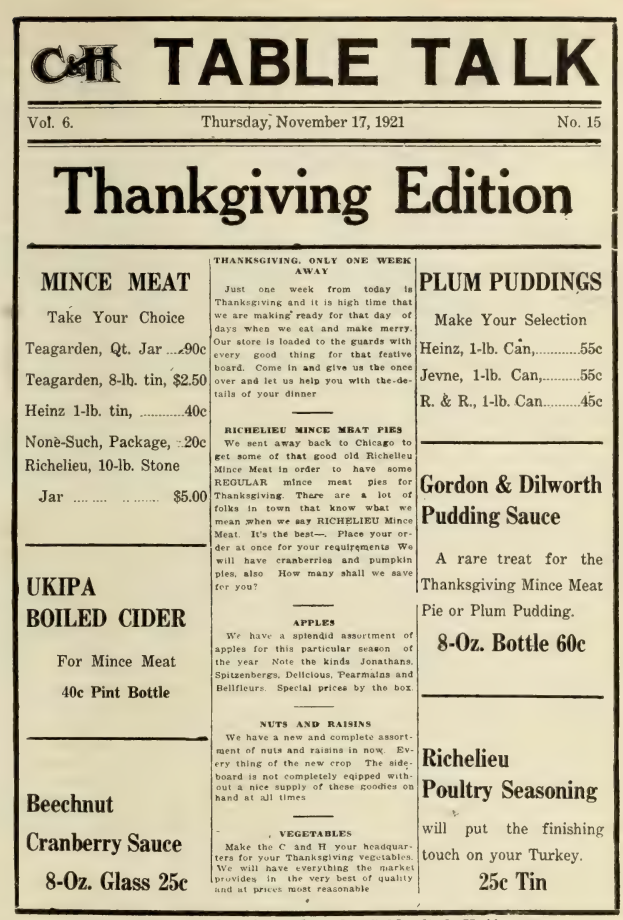
I expect you have found the foregoing long and tiresome, but I have told it to you in my own way. If it is of any service to you I am glad. If not, throw it in the waste basket. No doubt you can see many flaws in our methods. If so, we will deem it a favor if you will point them out.

Should This Go Into The Waste Basket?

I should like to leave it to my readers whether this should go into the waste basket. Assuming the vote is negative—emphatically so—I shall comment very briefly, merely by way of bringing out a few points in as high relief as possible.

Note the splendid way in which the

(Continued on page 44)



C&H TABLE TALK

Vol. 6. Thursday, November 17, 1921 No. 15

Thankgiving Edition

MINCE MEAT

Take Your Choice

Teagarden, Qt. Jar 90c

Teagarden, 8-lb. tin, \$2.50

Heinz 1-lb. tin, ...40c

None-Such, Package, ..20c

Richelieu, 10-lb. Stone Jar \$5.00

UKIPA BOILED CIDER

For Mince Meat

40c Pint Bottle

Beechnut Cranberry Sauce

8-Oz. Glass 25c

THANKSGIVING. ONLY ONE WEEK AWAY

Just one week from today is Thanksgiving and it is high time that we are making ready for that day of days when we eat and make merry. Our store is loaded to the guards with every good thing for that festive board. Come in and give us the once over and let us help you with the details of your dinner

RICHELIEU MINCE MEAT PIES

We sent away back to Chicago to get some of that good old Richelieu Mince Meat in order to have some REGULAR mince meat pies for Thanksgiving. There are a lot of folks in town that know what we mean when we say RICHELIEU Mince Meat. It's the best— Place your order at once for your requirements We will have cranberries and pumpkin pies, also How many shall we save for you?

APPLES

We have a splendid assortment of apples for this particular season of the year Note the kinds Jonathans, Spitzenbergs, Delicious, Pearmalas and Bellfleurs. Special prices by the box

NUTS AND RAISINS

We have a new and complete assortment of nuts and raisins in now. Every thing of the new crop The sideboard is not completely eqipped without a nice supply of these goodies on hand at all times

VEGETABLES

Make the C and H your headquarters for your Thanksgiving vegetables. We will have everything the market provides in the very best of quality and at prices most reasonable

PLUM PUDDINGS

Make Your Selection

Heinz, 1-lb. Can,.....55c

Jevne, 1-lb. Can,.....55c

R. & R., 1-lb. Can.....45c

Gordon & Dilworth Pudding Sauce

A rare treat for the Thanksgiving Mince Meat Pie or Plum Pudding.

8-Oz. Bottle 60c

Richelieu Poultry Seasoning

will put the finishing touch on your Turkey.

25c Tin

Sample of the advertising done by Caldwell & Hoffman.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada

Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI. SEPTEMBER 22, 1922 No. 38

Fall and Winter Trade

WITH THE Autumn season now at hand, merchants begin to feel a fresh stimulus to business, and prepare for an active fall and winter trade. Summer vacations are over, the hot weather has passed, and there is a general feeling that it is time to put forth effort to secure bigger turnover. During the summer there is a disposition on the part of the public to withhold from indulging in heavy foods, and are inclined to limit the diet to fresh fruits, vegetables and other light stuff. They do not as a rule eat as much.

The crop movement is heavy. The products of the soil are being moved to the various industries to be manufactured into various things. Everybody is laying in supplies for the winter. This being the general condition throughout the country, the time is opportune for the grocer to get his full share of this increased buying. With the retailer putting forth his best efforts to stimulate trade, other industries are helped and the result is a general return of activity and prosperity.

When Numbers are Misleading

EACH YEAR the management of the Canadian Exhibition strives to set up new records for attendance. The impression is given, says The Financial Post, that the number of people who can be jammed through the turnstiles is the measure of the fair's success. Hon. Manning Doherty very effectively told the directors as their luncheon guest that the idea of over-filling the grounds and buildings was a poor one if the effect was to have entertainment seekers crowding out those who would benefit by the exhibits from an educational standpoint.

The mistake of being carried away by mere numbers, of over-looking quality in striving for quantity, is a common one. There are many business men who are otherwise sane and sound in the conduct of their business, who are imposed upon by big circulation statements when buying advertising. The manufacturer or wholesaler with a few thousand customers, makes a great mistake when he pays big prices for advertising space on the basis of a hundred thousand circulation.

The Retailer Must Be Helped

ROGER W. BABSON, one of the world's leading business diagnosticians is telling his vast clientele that the first business need of the hour is a movement to restore the confidence and efficiency of the retailer. Mr. Babson says:

"Boost your retailers. Offhand critics are fond of knocking the retailer as a man of limited foresight and ability. We do not agree with this view, but even if it were true, it would be far better to help him than to knock him. Moreover if he really is a light-weight, then so much the worse for the manufacturer, because his success or failure lies in the hands of the retailers who sell his goods."

Retailers sell 85 per cent. of all the goods bought in the country. Yet with all this important turnover concerned, all science and human ingenuity have been contributed to production while distribution has been left to look out for itself.

As a result, manufacturing costs have been cut to a fraction of what they were fifty years ago, but the percentage of distribution has largely increased in the past fifty years.

Business is on the eve of a great general improvement, Mr. Babson points out. But the retailer, instead of girding up his loins to win, is fearful and on the defensive, says the Vancouver Sun, pointing out that the problem is to show retailers their place in the business cycle and to show them that courageous activity at this time is all that is necessary for prosperity.

Given the same statistical information as the producer and backed up with the same resources of government and private research the retailer can make as much progress as the producer has.

The burden of action is on the manufacturer, the government and the consumer.

The retailer must be helped to make business go.

Food Costs Are Compared

THE COST of food in July in the United States was two per cent. higher than in March, 1922, and still 42 per cent. higher than before the war, according to a recent investigation. Since the peak of food prices in July, 1920, they have declined 35 per cent. The increase since March, 1922, is probably seasonal, since in former years a slight upward movement at this period was usual. The Far West, says the report, generally shows the smallest advance in retail food prices. All but one of the 51 cities from which information was collected by the U. S. Bureau of Labor Statistics reported a decrease in the year, from July, 1921, to July, 1922. The largest decreases reported within the year were for raisins, evaporated milk and corn flakes, cabbage and eggs. The most important increases were in the price of navy beans, onions, oranges and canned tomatoes.

1922 Victory Bonds

HOLDERS of 1922 Victory Bonds who have decided to exchange their maturing bonds for new bonds carrying the same rate of interest, under the proposals of the Minister of Finance, would do well to surrender their bonds at once, rather than delay until September 30 approaches. When the bonds were first issued in 1917, the 1922 maturity was a favorite with small investors, many of whom were buying bonds for the first time. Consequently, there are many, many thousands of individual holders and it would be a great help to the banks and the Department of Finance in carrying through the conversion expeditiously, as well as a convenience to the holders themselves, if they would turn their bonds into the banks as early as possible.

Editorials in Brief

GENERALLY speaking, business is better performed by a man who devotes all his time to it instead of by one to whom it comes as a mere incident.

A PRICE of $120 per ton was paid in Santa Rosa, Cal., the other day for a shipment of Alicante grapes for New York. This is five times the average price before prohibition.

Let Candy Day Open the Season

Grocers Should Lose no Time in Making Preparations to Get Off to a Good Start on the Fall and Winter Candy Season—October 12 Should be About the Right Time—Suggestions That Might Come in Handy

CANDY DAY, which has been set for Thursday, October 12, in Canada, has been timed to synchronize well with the opening of the Fall Candy Season. The coming of cool weather means on increased demand for sweet things and the grocers of Canada should begin right now to use Candy Day as the opening for their Fall and winter trade in candy.

A very attractive showing of a single kind of candy was made recently by a merchant who featured cocoanut kisses. On a mass of red velvet, with a sheet of waxed paper to prevent the candy sticking, was a huge cocoanut kiss, 18 inches in diameter, and a foot high, stuck full of small flags. Cards said, "The largest cocoanut kiss of which we have any knowledge." At one end was a mass of shredded cocoanut, "The best cocoanut for each kiss," and at the other a mass of fondant, "Vanilla or chocolate fondant for our superfine cocoanut kisses."

Money in Small Confections

In the rear, on pedestals, were boxes of the mixed vanilla and chocolate kisses, between which was a card announcing them as "To-day's Special—60c. a pound." A card of invitation suggested, "Would you like a generous sample of this dainty confection? If so, we would be pleased to give you one." In the other window were girls in white, wrapping the cocoanut kisses in waxed papers, and above their heads was a card, "Do you want a kiss?"

One of the most profitable, but at the same time most commonly overlooked opportunities in candy selling is the pushing of the handy packages of confections put up by various manufacturers. Mints, gums, chocolate bars, peanut candies and the like, which can be bought all wrapped, require no trouble to weigh or wrap. With this elimination of a greater part of the cost of selling, the profits on these candy goods are usually excellent. In fact, an assortment of these candies placed in a convenient place in the store, near the soda fountain or the cashier's desk, acts as an automatic salesman. The display has only to be kept filled and the sales collected along with the other sales.

But whether it is the aim to feature the fancy two-dollar box candy, or the thirty-five cent candy or the penny peppermint sticks to children, the grocer must display his stock so that it will appeal to the appetite of his prospective customers in such a way that it stimulates them to buy. Candy displays, whether in the window, or the counter or in the case must be tastily and daintily arranged. They must look fresh and tempting, or they linger long in stock.

The candy counter must be so arranged and the goods so displayed as to create a desire to buy. No merchant can just pile the candy in a case on the side of the store and expect to double candy business.

A good arrangement for the candy case in a store which cannot allot more than one case to candy is to have the bulk candy in trays on the bottom of the case and the box candy on the shelves, with the five and ten-cent confections on the top of the case where the customers may help themselves and not be delayed in waiting for the clerk to weigh out the candy.

Quarter Pound as Minimum

In some stores a strenuous effort is made at all times to do away with the selling of small quantities—these, of course, are not discouraged but are kept at a minimum. Not a few merchants make a quarter-pound of bulk candy the minimum quantity sold. In selling they follow the practice of quoting the pound price first, and selling nothing less than a quarter-pound. This works out well, sells more candy, and surprises the merchants with an occasional sale of a pound or a half-pound where he had only expected a quarter.

For displaying chocolates in the window one merchant has adopted a platform that rests on the window base near the front glass and then rises to a height of nineteen inches in the back. This platform holds thirty-three five-pound boxes and presents a good mass display. The sides and any bare spots are covered with crêpe paper. Loose bulk candy is thrown on top of this platform and allowed to fall against the glass, making it seem as if there were three or four times the actual amount present.

Business From the Window

On another occasion this same merchant put the platform in the window and on it dumped two barrels of salt-water kisses. These wrapped in bright-colored papers showed up well. A shallow wooden box, holding about ten pounds, was covered with green crêpe, piled with kisses and tilted on the counter, with a small price sign on it. The price card used read: "Salt Water Kisses. 29 cents a pound, 15 cents a half-pound, 10 cents a quarter-pound."

The quarter-pound price was put at 10 cents to discourage small sales, but in spite of this a lot was sold, bringing in 40 cents a pound.

Shortage of Figs and Sultana Raisins is Probable Owing to War Situation

Currant Prices Already Show Advances, Due to Troubled Times in Greece—Smyrna Has Been Taken, and Business is Suspended There—Few Small Shipments on the Sea

MONTREAL (Special). — The Turks have captured Smyrna. The whole of Greece is in a chaotic condition and the armies have been disrupted. Apart from the political significance of this it has a very important bearing upon the grocery market and the future of prices here. In a cable from Smyrna to a local importer of dried fruits, dated September 9th, it was stated that business had been suspended and all shipments were cancelled.

Small Shipments at Sea

There are, however, some small shipments which got away before the sea ports were in danger. Some of these are now on their way to Montreal but they have all been booked. Those who purchased early at the opening prices on the new crop of figs and raisins were fortunate. The importers here are refusing to quote now on figs and raisins and what stocks they have left they are holding. The crops in Greece were this year excellent and prices were running low. The effect of the low price on raisins was no doubt a factor in determining the price of California raisins and therefore with Smyrna supplies cut off a stronger market for raisins is evident throughout.

Packing Stocks

As the packing season in Smyrna starts September 1st and runs until October the 20th the war with the Turks is coincident with the busiest season in the packing houses. All attention has now been turned from commercial pursuit and with the cities taken over by the Turks, packing and shipping has been suspended. Local importers express the opinion that the Turks will seize the crops and turn them over to their own use and there is little hope that contracts and orders will be filled.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

D.A. Porter has opened a grocery store at the corner of Waterloo and Peters Street, in St. John, N. B. The name of the new enterprise is the Progressive Store.

McPherson Bros., one of the oldest grocery firms in St. John, have re-opened for business at the old stand, Union Street. The McPherson building was badly gutted in July by fire which also partially destroyed the adjoining building to the west. The McPherson building has been repaired, so that it is just as good as new.

C. E. Luck, proprietor of two grocery stores in Fairville, N. B., has disposed of one of the stores, namely the Main Street shop, retaining the Church Avenue store. Mr. Luck and his wife have recently returned from a trip to the former home of both in England.

G. T. Richardson has opened a new grocery store at Prince Edward and Brunswick Streets in St. John.

Barker Bros. operating two retail grocery stores in St. John for many years, the main store on Princess Street, and the other on Prince Edward Street, have now opened a large store on Main Street at the corner of Portland Street, in the old Court Bros. meat and grocery store.

John De Angelis, formerly in the fruit business on Prince William Street, and also on Charlotte Street, St. John, N. B., is now in the grocery business at Coldbrook, N. B. Mr. De Angelis opened his store there recently. The store is a large one and on the main road between St. John and Moncton.

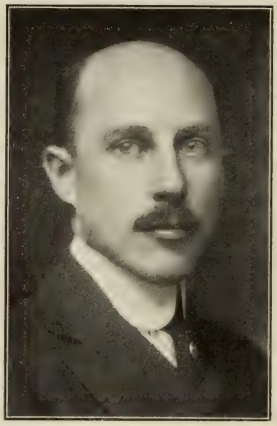
Quebec

The Piggly Wiggly Company Ltd. are opening three more stores in Montreal within the next two weeks. The first will be in Lachine and the second on Victoria Ave., Westmount, near the corner of Sherbrooke St. The third will be on Park Ave., near Laurier Ave.

J. N. Hunter, who for the last few years has been Montreal manager of the California Raisin Growers' Association has been moved to the Boston office of the company and Alex. McLeod has taken his place in Montreal. The new office of the company is in the Shaughnessey Building on McGill St.

Ontario

North Toronto Business Men's Association held a party the other evening with the members of their families in attendance. The party took the form of a corn roast. A very enjoyable time was the result.



GEORGE SLATE, JR.
Who goes to New York in charge of sales for The Shredded Wheat Co.

General Sales Mgr. Can. Shredded Wheat Goes to New York

The many wholesale grocers in Canada as well as a large number of retailers will regret to learn of the departure of George Slate, Jr., general sales manager of the Canadian Shredded Wheat Company, to New York City. Mr. Slate's appointment has recently been announced by the Shredded Wheat Company of Niagara Falls and he has already assumed his new duties, which will be charge of sales in the New York City territory embracing greater New York. The territory there recently became vacant and it is undoubtedly a compliment to Mr. Slate and to Canada that he has been chosen to succeed in the largest territory from the standpoint of population that the company has.

Mr. Slate has been connected with the Shredded Wheat Biscuit Company for the past twenty years. He spent fifteen of these at Niagara Falls, the last ten of which he was assistant advertising manager in the United States, and took over considerable detail so far as Canadian advertising was concerned. About five and a half years ago he took charge of sales in Canada from Manitoba to Newfoundland as general sales manager. His work also included supervision of promotional activities all over Canada as advertising manager. These combined duties naturally placed him in contact with wholesale grocers and a good many retailers in the various provinces. It was undoubtedly because of the manner in which he conducted his work as general sales manager of the company in the Canadian territory that earned him the new position in New York. While his many friends here are glad to hear of his promotion they regret his departure. Wholesale grocers who attended the convention last June at Niagara Falls remember with pleasure the splendid entertainment he provided in connection with the trip through the Shredded Whea plant and the banquet at the Clifton House.

Mr. Slate is succeeded in Canada by W. J. Wilcox, who has been connected with the Toronto office during the past ten years.

Amounts of Canned Fruits and Vegetables for Family of Five

According to a recent announcement, certain nutrition specialists of Cornell College of Agriculture, are working on a canning budget that will serve as a guide for the amounts of canned fruits and vegetables needed to keep a family of five well nourished for a year.

The budget recommends the use of tomatoes four times a week, green vegetables six times, starchy vegetables three times, and fruits ten times a week. The quantities of food such a family might well use are about 80 quarts of tomatoes, 120 quarts of green vegetables, 50 quarts of starchy vegetables, 220 quarts of fruits, and 40 quarts of conserve, jam and jellies.

Because of the presence of anti-scorbutic and water-soluble vitamines, the budget says, tomatoes are provided in quantity, but the use of oranges at certain seasons of the year may somewhat decrease the amount of tomatoes used. Either oranges or tomatoes are desirable for children throughout the year.

The amount of vegetables stored, it continues, such as cabbages or celery, affect the quantity of green vegetables provided by the canning budget, and the amount of fresh or dried fruits such as apples, prunes and oranges used during the year, must also be considered in estimating the amount of fruit to be canned.

A. D. G. Hager of Midland has sold his business to Jos. Dunlop and C. C. Maxwell.

Ontario

An attempt to rob the Kaplin general store at Kirkland Lake was recently foiled by Edith Atkinson, aged 20, who alone captured Jos. Edwards when the latter was about to loot the store.

Thanksgiving Day this year will be November 6th. The date was fixed by parliament at the 1921 session, being designed to fall on the Monday of the week containing armistice day, which is November 11.

The Colville Feed and Milling Co., Limited, Dundas, manufacturers of stock feeds, suffered loss by fire to their plant and stock last Sunday, amounting to $125,000.

Grocers with their families from the district comprising Crediton, Centralia, Lucan, Ailsa Craig, Grand Bend and other centers, held a picnic at Grand Bend recently. A large number of sporting events were run off, and all were keenly contested.

The marriage of Norman E. Werrett, grocer at Simcoe, is announced. Mr. Werrett was married on Tuesday of last week to Miss Grace Woolley, only daughter of Mr. and Mrs. B. McK. Woolley of Lyndale Farm, just north of Simcoe. His many friends in the trade will join in extending congratulations.

A big program is being arranged for Thanksgiving Day by the Bloor and Lansdowne business men and ratepayers' association of Toronto. It is proposed to hold a big parade in the morning, followed by a program of sporting events in the afternoon and community dancing in the evening.

The death occurred at Peterborough recently of John A. Cameron, for many years representative in that district for the wholesale grocery house of Perkins, Ince & Co., Toronto. He was 66 years of age, and had lived in Peterborough for the past thirty-seven years. He is survived by one son and two daughters.

The death occurred the other day in the Toronto General Hospital of Joseph Edgar of Sunbridge, Conservative member of the Ontario Legislature for Parry Sound from 1914 to 1919. The late Mr. Edgar was for many years head of the Joseph Edgar and Co., general merchants at Sunbridge. He was in hi 66th year.

Business Changes

B. Copeland is now in business at 1132 Dundas Street, W., Toronto.

A. J. Wheeler has opened a grocery store at 341 Bathurst Street, Toronto.

P. F. Reilley, Petrolia, Ont., has sold his general store to John Bishop.

A. B. Mulligan who has been in the grocery business at Ottawa has been succeeded by B. R. Lusk.

Letters To The Editor

Regina, Sept. 12, 1922

Editor Canadian Grocer:—

Your issue of September 8th on page 18 you feature an article by Dr. R. N. Chapman on the problem that both wholesaler and retailer is confronted with, that of dealing with the moths and insects that infest food products. Dr. Chapman's cure is no doubt effective, but it is so very difficult for the rank and file of retailers to have a quarantine room that the plan hardly seems workable.

No doubt many others in the trade have dealt with the problem in the same manner as we have. We are purchasing a liquid chemical disinfectant from the Missouri-Kansas Chemical Corporation, of St. Louis, Missouri, that is the most deadly of insect destroyers we have ever used.

This liquid chemical, known as A. G., is used as follows:

"Spray walls, ceilings, and floors at least twice a week on beginning the use of A. G. An occasional spraying will then keep premises clear of all weevil. By spraying liberally the gases which generate will permeate all cracks and crevices destroying eggs and larvae as well as moth and weevil.

Do Not Spray on Stock

"In eliminating weevil with gaseous forms it is best that the compartment to be sprayed be closed as tightly as possible so that a sufficient concentration of gas may come in contact with the infected parts. The gas is most conveniently secured by liberating it in warm rooms. Spraying at closing time and on Saturday is considered best."

When spraying is completed the air on the floor of any warehouse should present the appearance of a light fog.

It is an unfortunate fact that many retailers' stores are infested with moths, particularly bins that are not occasionally cleaned out, but a vigorous combat as outlined above would soon remedy the evil.

Yours very truly,
H. G. Smith, Limited,
Per H. Smith.

CANADIAN SECTION AT BIRMINGHAM FAIR

London, Sept. 16.—After preliminary inquiries, the Canadian Chamber of Commerce in London has decided to organize a section at the British Industries Fair at Birmingham next March, to be exclusively Canadian. Secretary Stewart thinks this is a splendid opportunity for Canadian manufacturers, as the Fair is one of the most important in Britain.

Western Canada Notes

The Merchants of Portage la Prairie, Man., are planning to hold a fall carnival at an early date.

C. Louis Allen, of The Match Company Limited, Montreal, spent a few hours in Winnipeg while on his way to the Coast.

C. H. McLean of the St. Lawrence Sugar Company, who is on a trip out West with the Montreal Board of Trade, spent a few days in Winnipeg.

FISHERIES SHOULD BE IN HANDS OF SEPARATE DEPT.

Vancouver, Sept 18.—The advisability of creating a separate department of Fisheries in Ottawa was discussed at the sitting of the Parliamentary Commission which is investigating conditions in British Columbia's fishing industry. Henry Doyle, Vice-President of the Northern British Columbia Fisheries Company, Limited, and Richard Bell-Irving, speaking for the cannery interests, both submitted that the administration of Canadian fisheries should be in the hands of a separate department.

WANT SUSPENSION

Winnipeg. (Special). — The Retail Stores Association here want the suspension of the enforcement of the Early-Closing by-law until after the civic elections this fall. This organization recommends that the matter be held over until a referendum be submitted to the electors of Winnipeg at the time of the civic election.

More than 600 small store keepers are said to be affected by the early closing enactment. The officials claim that of these the majority will be put out of business by such enforcement. They say that twenty-five per cent. of the trade in the small stores is done after 6 o'clock.

The Retail Merchants' Association, which favors the enforcement of the Early-Closing bylaw, is pushing its case before the local council.

BLACKMAIL STUNT ON PRESIDENT

Halifax, N. S., Sept. 19.—On September 11 James W. Moir, president of Moirs, Limited, this city, received a clumsily worded letter warning him that unless he left twenty-five thousand dollars in cash in a certain spot in Point Pleasant Park by September 15 he would be assassinated on that date. The letter was signed "Member." Friday, after consulting the police, Mr. Moir deposited a "dummy" roll in the tin can which was found hidden according to instructions in the letter, just inside the park gates.

Later in the day police, who had concealed themselves nearby, saw a man casually approach the hidden can. He was arrested on a charge of blackmail as he emerged from the thicket, evidently pleased with his success, not yet having discovered the trick that had been played. He gave his name as Evans Verboff, 30, a native of Bulgaria.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

WHOLESALERS report some improvements in the volume of trade. The opening of the autumn season has to some extent stimulated buying. Prices, however, are for the most part steady and few changes are announced. Sugar prices have dropped another 25 cents per cwt. There was considerable cutting going on. There is not any heavy buying demand. The U.S. refined market is easy, but even at sharp declines, buying is not in great volume. Prices on the new pack of canned tomatoes and corn are not yet announced. Some brands of last year's pack of canned tomatoes are offered at reduced prices. Most lines of canned goods are unchanged.

In dried fruits some California raisins are offered lower this week. Shipments of new Grecian currants are not expected on this market until after the middle of November. It is more than likely, importers state, that prices will be higher than last year. Sultana raisins, on account of the trouble in the East, are not likely to come on this market. Smyrna figs, it is more than probable, will be off. Any that may be available will be quoted at very high prices. Other dried fruits show no changes in prices.

Tea and coffee markets are very firm. Importers state that tea supplies on spot are restricted and buying for importation is not being conducted on any great scale. Coffees on spot are steady but firm. The rice market is unchanged, but the situation is strong. Spices are active with a continued brisk demand. Prices are strong at levels steady with a week ago. The flour market is steady at last week's decline, as are also millfeeds. Fruits and vegetables continue to be offered freely, at fairly easy prices.

QUEBEC MARKETS

MONTREAL, Sept. 21.—The grocery market on the whole shows some improvement as far as demand is concerned but still an unsettled and uncertain feeling is evident. Confidence is absolutely lacking in sugar. Prices continue to be cut much below the refiners' list prices. Molasses and corn syrups are in better demand and prices are firm. Package goods show no change. Interest is centered on dried fruits since developments in the east have cut off the large supplies of raisins, figs and currants that were expected and prices are soaring. Dates will be plentiful this year. Walnuts are advanced. Some glace fruits are advanced while one line is reduced. The coffee market shows no change. Teas are firm and in fair demand. Fruits are firmer in price with the change in the weather. Vegetables are also a little stiffer. The cereal market is steady. Retail merchants are awaiting the new pack of canned goods and the new prices but nothing further has been announced this week. Cloves are stronger in primary markets. The future of rice is uncertain. So far it seems that American rices will be lower but trouble in Greece and the east may play a part in setting the prices.

CLEANSERS REDUCED

Montreal.

MISCELLANEOUS.—The local wholesale trade quotes a reduction this week Old Dutch Cleanser, making the price on Old Dutch Cleanser, making the price monia is also reduced 15c a doz. to $1.50.

CEREALS STEADY

Montreal.

CEREALS.—There is no change in the cereal market. Prices have a steady tone for the present and buying is limited to small quantities but the trade throughout is looking for lower prices on cereals this fall.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

SMYRNA FRUIT ADVANCED

Montreal.

DRIED FRUITS.—Smyrna sultana raisins are held at a premium here. Stocks on hand are light. The first and probably the only shipment of the new crop of Smyrna sultana raisins has reached Montreal and some orders have been booked. The remainder of the supply is being held by local dealers for fancy prices. The price now quoted on these raisins is 25 cents a pound and some brokers express the opinion that it will go as high as 30 cents. Currants have also advanced on account of the developments in the East and the import cost for the new crop now stands at 17½ cents. At that, deliveries are uncertain. Figs are also scarce and the price is higher. The first shipment has reached Boston and brokers feel that it is impossible for any further supplies to get through. Price will be high on Smyrna figs this year, but some supplies are expected from Spain and Portugal. New York brokers have this week been trying to buy figs in Canada. A good big crop is expected and prices will be easy. The first shipment will be in Montreal by November 1st. The Saxonia Fruit Co. have announced an advance of 5 cents a pound on glace cherries, which are now quoted at 65 cents a pound in 8½ lb. wooden boxes. On the other hand glace assorted fruits are reduced 5 cents a pound and are quoted at 70 cents. Glace pineapple is also reduced 5 cents per pound.

SHELLED WALNUTS HIGHER

Montreal

NUTS.—The only feature in the nut market is the advance of four cents per pound in shelled walnuts which are now quoted at 59 and 60 cents per pound. The demand is good both for walnuts and for almonds.

NUTS—	
Almonds, Tarragona, per lb.	0 19
Valencia shelled almonds 3 crown	0 44
Pecans, new Jumbo, per lb.	0 50
Do., large, No. 2, polished	0 20 0 30
Cocoanut (shredded, bulk)	0 26 0 28
Brazils, shelled	0 50
Peanuts, Jumbo	0 15½
Filberts (Sicily), per lb.	0 12½
Do. shelled No. 1 Spanish	0 10½

Do., salted red	....	**0 17**
Pecans, shelled	**0 90**	**1 00**
Walnuts, Grenoble in shell	....	**0 30**
Walnuts, Marbot	0 25	....
Do., new Naples	....	**0 25**
Do. Bordeaux, shelled	0 59	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Do., shelled, No. 1 Virginia	....	0 12½
Peanuts (salted)—		
Fancy wholes, per lb.	....	**0 14**
Fancy wholes, 10 lb. tins	....	2 10
Do., 10 lb. boxes	....	1 80
Do., 25 lb. boxes, per lb.	....	0 17

CANNED GOODS STEADY

Montreal.

CANNED GOODS.—The canned goods market is steady for spot stocks and no new prices have been quoted on the new pack except for peas. The quotations on corn and tomatoes are expected by the first week in October. Buying is limited since all the retail dealers are awaiting the new prices and the new pack. Some retailers have placed their orders for fall and winter requirements for canned fruit, but in the majority of cases buying is being held off.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	**180**	....
Corns, 2s	1 45	1 50
Corn, extra quality	**1 60**	**1 75**
Carrots (sliced), 2s	**1 45**	**1 75**
Corn (on cob,) gallons	**7 00**	**7 50**
Spinach, 3s	**2 35**	**2 90**
Squash, 3s	**2 35**	**2 90**
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	**1 80**
Do., California, 2s	**3 15**	**3 50**
Do., (wine gals.)	**8 00**	**10 00**
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	**1 40**	**1 50**
Do., 2½s	....	**1 70**
Do., gallons	....	**6 25**
Parsnips, Simcoe, 2's	**1 80**	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	**4 50**
Do., early June	1 85	2 00
Do., extra fine, 2s	....	**3 85**
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s doz.	1 60	1 85
Do., 3s, doz.	**1 60**	**1 70**
Do., gallons, doz.	**4 50**	**5 40**
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	**18 50**
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	**3 50**
Do., 2	**3 20**	**3 30**
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
California Peaches—		
1s	....	**2 90**
2s	....	**3 35**
2½s	....	**4 20**
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	**2 45**	**3 10**
Yellow cling, halves	....	**2 60**
Yellow cling, sliced	....	**2 60**
2's	....	**2 80**
2½s	....	**4 40**
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	**2 60**	**2 75**
2½s	....	**4 20**
Bartlett Pears	....	**4 40**
Greengage Plums, heavy syrup.	**2 20**	**2 00**
Lombard plums, heavy syrup, 2-lb.	....	**2 40**

DRIED FRUITS—

Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	**0 26**
Do., 50 lbs.,	....	**0 25**
Peaches (fancy)	....	**0 28**
Do., (choice)	....	**0 25**
Pears (choice)	....	**0 22**
Do., fancy	**0 27**	**0 28**
Peels—		
Cut mixed	....	**0 31**
Lemon	....	**0 25**
Orange	....	**0 25**
Citron	....	0 55
Raisins		
Valencias	....	**0 13**
Muscatels, 2 Crown, spot	....	**0 17½**
Do., 3 Crown, spot	....	**0 18**
Do., 4 Crown, spot	....	**0 18½**
Turkish Sultana, 5 Crown	**0 25**	**0 27**
Fancy seeded (Bulk)	**0 18**	**0 19**
Do., 16-oz.	**0 20**	**0 21**
Cal. Seedless, cartons 12 doz.	....	**0 21**
Do., 16 oz.	....	**0 24¼**
California Seedless, in bulk	**0 19**	**0 20**
Cluster, 20 1-lb. pack.	....	**7 25**
Currants, loose	....	0 17½
Dates, excelsior, (36 10s), pkg.	....	**4 50**
Dromedary, (36-10 oz.)	....	**7 20**
Loose	**0 10**	**0 12**
Figs, 4 crown	....	**0 21**
5 crown	....	**0 22**
6 crown	....	**0 23**
7 crown	....	**0 25**
Mats, Portuguese	....	**0 08**
Smyrna cooking, bags	....	**0 13**
Prunes (25-lb. boxes)—20-30s	....	0 20
40-50s	....	0 17
50-60s	....	0 17½
60-70s	....	0 15½
70-80s	....	0 13½
80-90s	....	0 13
90-100s	....	0 12½

COFFEE MARKET QUIET

Montreal.

COFFEE.—There are no futher developments in the coffee market. Prices here are steady with a fair demand. There are latent possibilities of a change in the tone of the market which only awaits the action of the Brazilian Government in connection with the stocks of coffee held in that country.

COFFEE—		
Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound	....	0 35

PACKAGE GOODS UNCHANGED

Montreal.

PACKAGE GOODS.—Package goods show no change. Prices on cereals are steady with an improved demand. Buying on the whole shows some improvement but it is not heavy.

PACKAGE GOODS—		
Aluminum package, 20s	....	**6 25**
Oatmeal, fine cut, 20 pkgs	....	**5 50**
Puffed Rice	....	**6 70**
Puffed Wheat	....	**4 40**
Farina, cases, 24s	....	**2 55**
Hominy, pearl or gran., 2 doz.	....	**3 00**
Scotch Health Bran (20 pkgs.)	case	**3 50**
Pancake Flour, case	....	**7 1'**
Pancake Flour, self-raising, do.	....	2 25
Wheat Food, 18-1½s	....	**4 20**
Porridge wheat, 36s, case	....	**6 10**
Do., 20s case	....	**50**
Self-raising flour, (3-lb. bags, doz.	....	2 05
Do., (6-lb. pkg.) doz.	....	4 00
Corn starch (prepared)	....	0 09
Corn starch, 1 lb. pkgs	..	0 07½
Potato flour	..	**0 14½**
Flour, tapioca	**0 15**	**0 16**
Puffed rice pancake flour	....	**2 90**
Shredded Krumbles, 36s	....	**4 35**
Shredded wheat	....	**4 45**
Cooked Bran, 12s	....	**2 25**
Enamel Laundry Starch, 40 pkgs. case	....	**3 00**
Celluloid starch, 45 pkgs. case	....	3 80
Malt Breakfast Food, (36 pkgs.)		**9 60**
Macaroni	....	**3 15**
Spaghetti	....	**3 15**
Egg noodles, Quaker	....	**2 25**
Canadian Cheese loaf, lb.	....	0 30
Pimento loaf	....	0 32
Fancy splits, per lb.	....	**0 28**
Swiss chees loaf	....	0 44
Glace Cherries, per doz.	....	5 25

CLOVES GO HIGHER

Montreal.

SPICES.—There is little feature of note in the spice market apart from the uncertain situation in the U. S. A. on account of the tariff question. Up till late last week the spice brokers in New York had no intimation of what move the senate would make in connection with the increase, which, if it comes, will increase the import cost of many spices for Canada being bought through the U. S. A. Cloves are scarce and are quoted higher in primary markets but no change has been made locally.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	....	0 20
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64, lb.	....	**0 30**
Do., 80 lb.	....	**0 28**
Do., 100 lb.	....	**0 30**
Do., ground, 1 lb. tins	....	**0 35**
Pepper, black	....	**0 24**
Do., white	....	**0 32**
Do., white, compound	....	**0 18**
Do., cayenne	**0 32**	**0 34**
Do., tins, 2's	....	**0 36**
Do., black, compound	....	**0 15**
Do., package, 2 oz., doz.	**0 35**	**0 40**
Do., package, 4 oz., doz.	**0 65**	**0 70**
Turmeric	**0 25**	**0 30**
Pickling spice	0 13	0 15

SUGAR DECLINES

Montreal

SUGAR.—Another drop was registered by the local refiners of 25 cents on Tuesday afternoon. Local wholesalers have been quoting $7 a cwt. for refined sugar but the refiners had a list price of $7.25 which they were ostensibly holding. Nevertheless some sugar was being sold here at a figure below the $7 mark. Yet to all appearances and according to the refiners' reports there is a firm tone to raw sugar and a firmer tendency to granulated in the U. S. A. Retailers are cautiously buying in small lots to meet immediate requirements.

SUGAR—	
Graulated, per cwt.	7 00
Do., barrels	7 05
Granulated, gunnies, 5-20	7 20
Do., cartons	7 40
Do., gunnies, 10-10	7 30
Do., cases, 50 2-lb. cartons	7 50

TEA MARKET FIRM

Montreal

TEAS.—There is no change in the tea market. Prices here are steady with a strong tone to Japan teas and signs of more strength in the better grades of black tea.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken Orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 80

NO CHANGE IN SYRUPS

Montreal.

SYRUPS.—There is no change in molasses or syrup prices. The demand for both shows improvement and the market is steady. Corn syrups in particular

show an improvement and the tone of the market is firmer.

MOLASSES—		
Puncheons, Island of Montreal		0 70
Barrels		0 73
Half Barrels		0 75
Puncheons, outside of Montreal		0 67
Fancy molasses in tins—		
No. 2, 2-doz. per case		7 75
No. 3, 2-doz. per case		10 75
5-lb. tins, per doz.		8 95
10-lb. tins, per case		8 60
Case goods subject to 10 per cent. discount.		
CORN SYRUPS—		
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 35
5-lb. tins, per case		4 20

RICE MARKET UNCERTAIN

Montreal.

RICE.—The rice market is in an uncertain position as far as future prices are concerned. The likelihcod is that on American rices prices wi'l be easier but other rices show a firm tone and should developments in the East become more alarming it is sure to have a direct bearing on the rice market. Local dealers are of the opinion that rice may be even higher in price this fall unless the war clouds disappear.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Do., (pearl)		0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

FROST HURTS VEGETABLES

Winnipeg.

VEGETABLES—An early and a heavy frost this week has hurt much of the garden truck and prices are stronger on the market. Tomatoes are up to $1.50 a box and cabbages show an advance of ten cents a doz. Potatoes are plentiful and prices rule easy. Onions are u changed in price.

VEGETABLES—		
Cabbages, per doz.	0 40	0 50
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.		2 40
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 25	5 75
New potatoes, local, per bag	0 90	1 00
Yellow onions, per bag		1 50
Onions, per crate, No. 2		1 90
Spinach, barrel, local	0 40	0 50
Cucumbers, local, per doz.		0 40
New Turnips, per doz.	1 25	1 50
Tomatoes, per box	0 50	1 00

FRUIT PRICES EASY

Montreal.

FRUIT—Peaches advanced this week with the change on the weather conditions. The cold spell has eased the pressure to sell and prices are firmer. A good supply of grapes is on the market and prices are easy. Lemons are quoted at $4.50 a case for Verdillis and grape fruit are prominent, quoted at from $6.50 to $8.00 a case. Apples are low in price. No. 1 Wealthys are selling at $5 a barrel.

APPLES—		
Wealthys, per barrel		5 00
Alexanders		4 00
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Verdillis		4 50
Limes, per 100		1 00
Grape fruit	6 50	8 00
Florida Grape Fruit	8 00	9 00
California Valencias	9 50	10 00
Oranges, late Valencias	10 50	11 50
Canteloupes, crate, 16 qt.		1 50
Honey Dew Melons 6-8	5 00	6 00
Plums, basket, qt.	0 20	0 30
Do., 11 qt.	0 40	0 50
Pears	0 75	0 90
Peaches, 6 qt.	0 50	0 60
Do., 11 qt.	0 60	0 75
Montreal melons, per doz.		1 80

ONTARIO MARKETS

TORONTO, Sept. 20.—Grocery markets are for the most part steady. Sugar has declined 25 cents. This had not been unexpected. Buying is not heavy. Raisins are quoted slightly easier and some lines of canned tomatoes are lower. Prices on the new pack of tomatoes and corn are not yet named. Tea is very firm, and spot stocks restricted. Spices are moving in good volume and values are firm. Rices are steady. Cereals are inclined to easiness and dealers state that buying is only as immediate requirements demand. Flour is holding at last week's decline. Fruits and vegetables are abundant and at low levels.

BEANS ARE STEADY

Toronto.

BEANS.—No change is reported in this market this week. Prices hold at present levels with very little buying.

BEANS—		
Candian hand picked, per bu.		4 40
Do., No. 1 lb. pickers, per bu.	3 90	4 00
Cal. Limas, per lb.	0 11	0 11½

COFFEE IS FIRM ON SPOT

Toronto.

COFFEE—No change is announced in spot prices of coffee. The primary market is reported somewhat easier, following a period of strength. However spot quotations have been unaffected and dealers report active buying at present levels.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.		0 48
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Rio, lb.	0 23	0 25
Santos		0 35
Mocha, lb.	0 52	0 55

CEREALS TEND TO LOWER LEVELS

Toronto.

CEREALS—Buying of cereals at the present time is only as immediate requirements demand. In anticipation of lower levels prevailing, the trade is not buying on any broad basis. Prices are fairly steady, but the new crop looked upon as a heavy one is expected to mean easier quotations and dealers state that merchants are not loading up at present values.

CEREALS—		
Barley, pearl, 98s		4 75
Barley, pot, 98s		4 00
Cornmeal, golden, 98s		2 50
Oatmeal, 98s		3 75
Corn flour, 98s		2 80
Rye flour		4 40
Rolled oats, 90s	3 15	3 25
Rolled wheat, barrels	5 25	5 75
Cracked wheat, bag		5 00
Breakfast food, 98s		4 45
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		6 00
Peas, split, per bag		6 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s		4 00
Whole Wheat Flour		4 10
Wheat Kernels		5 25

EASY QUOTATIONS ON TOMATOES

Toronto.

CANNED GOODS—Prices of the new pack of tomatoes and corn are not yet announced, but there appears to be fairly heavy offerings of the old pack of tomatoes being offered at fairly low prices. One wholesaler is quoting one brand of canned tomatoes at $1.35 per dozen for 2½s, and in 25 case lots the quotation is $1.30 per doz. Other lines of canned goods are for the most part at steady levels, and there appears to be a fair volume moving. A quotation of $5.75 per doz. for halves is named on lobster, but a price as low as $5.25 is also quoted by some dealers. Salmon is steady, and selling freely. Fruits and jams are unchanged and trading is quiet.

CANNED GOODS—		
Shrimps	2 85	
Salmon—		
Sockeye, 1s, doz.		5 00
Do., ½s, doz.		2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.		2 65
Do., ½s, doz.		1 45
Pinks, 1s, doz.		1 60
Lobster, ½-lb. doz.	5 25	5 75
Do., ¼-lb. tins	2 90	3 25
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.		1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.		1 30
Canned Vegetables		
Peas, extra sifted, doz.		2 80
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.		1 42½
Beets, 2s doz.	1 45	2 45
Beans, golden wax, doz.		2 15
Do., Golden wax, fancy, doz.		2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn	1 20	1 50
Tomatoes, 2½s, doz.	1 30	1 65
Pumpkins, 2½s	1 90	1 80
Spinach, 2½s doz.		2 95
Do., 2s		2 25
Pineapples, sliced, 2½s doz.		3 75
Do., sliced, 2½s, doz.		4 25
Apples, gal. water pack, doz.		5 60
Do., gal. steam pack, doz.		6 80
Do., 2½s, doz.		1 75
Pears, 2s, doz.		2 90
Peaches, 2s, doz., H. S.		3 25
Plums, Lombard, 2s, doz.	2 40	3 10
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	3 25	3 85
Do., 4s, tins	0 88	0 92
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s, each	0 85	1 07
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 92	0 98
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.		3 60
Do., 4s, tins	0 80	0 90
Marmalade—		
12 oz., glass, doz.	2 25	2 45
16 oz., glass, doz.	2 75	2 90
No. 4 tins, each	0 85	0 95

CURRANTS STRONG

Toronto

DRIED FRUIT.—The price of 16c per pkg. for 15 oz. pkg. seedless raisins is

quoted this week. This quotation is for boxes of 48 pkgs. Thompson's seedless raisins in 25 lb. boxes are quoted in 10 box lots as low as 14½c. Smaller lots are 15c per lb. Dry cleaned filiatras currants, 1921 pack are quoted in 80 lb. lots at 15c per lb. and in smaller lots at 15½c per lb. No currants of the new pack are expected on this side until after the middle of November. Prices on the new pack are likely to be higher than last year, and the present crisis in the East is likely to stimulate values. The withdrawal of practically the most important competition, namely sultana raisins, will undoubtedly mean a stronger market for Grecian currants, dealers state. The quantity of Grecian currants available for export is said to be less this year, in view of the fact that the government retention percentage has been increased from 20 to 35 per cent. The government retention means that for every 100 tons of currants exported, thirty-five tons are given to the government. This was formerly twenty per cent.

Quotations on other dried fruits are unchanged as compared with a week ago.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	0 49
Lemon caps, 12-lb. boxes, lb.	....	0 31
Orange caps, 12-lb. boxes, lb.	....	0 32
Mixed containing 4½ lb. lemon per lb.	....	0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	4 35
Currants—		
Greek Filliatras, cases	0 14½	0 15½
Do., Patras	0 16½	0 17
Dates—		
Exce's.or, pkgs., 3 doz., in case	....	4 00
Dromedary, 3 doz. to case	....	7 50
Do., 4 doz. to case	....	3 90
Fard, per lb.	....	0 25
Hallowee dates, per lb.	....	0 12½
80-90s	....	0 07½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	....	0 17
60-70s, 25s	....	0 16
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California Sultanas, lb.	....	0 14½
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.	....	0 14½
Seedless, 15-oz. pkts.	....	0 16
Do., 8 oz. pkt.	....	0 10½
Do., 11 oz.	....	0 14½
Thompson's Seedless, 25s	0 14½	0 15
Valencia, Spanish	0 19½	0 20½
Custers, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 19	0 19½
Figs—		
Natural bags, 30 lb.	....	0 10½
Layer, 4 Crown	....	0 30
Layer, 7 Crown	0 28	0 35
Pulled, 10-lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	0 09½
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Choice	....	0 32
Standard	....	0 28

NUTS ARE UNCHANGED

Toronto.

NUTS—The market in nuts is much the same as a week ago. Prices are unchanged and there is moderate buying. Wholesalers are quoting the shelled walnuts, Bordeaux at from 57 to 62c per lb., and the Manchurian walnuts at from 51 to 55c per lb. Some broken walnuts are offered at from 40 to 50 cents per lb.

NUTS—		
Almonds, Tarragonas, lb.	**0 22**	**0 24**
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	....	0 18
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 2[illegible]	0 37
Walnuts, Bordeaux, lb.	0 57	0 62
Do., Manchurian, lb.	0 51	0 55
Do., broken	0 40	0 50
Jordan Almonds	0 70	0 75
Brazils, lb.	....	0 65

PACKAGE GOODS STEADY

Toronto.

PACKAGE GOODS—Package cereals appear to be selling freely but not in large quantities. Buying is chiefly for immediate requirements. The market in these lines is steady, with price levels unchanged as compared with a week ago.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	....	**5 00**
Do., 18s, case	....	**2 00**
Do., 20s, square case	....	**5 00**
Do., Aluminum Prem., 20s	....	**6 15**
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	**6 00**
Do., 20s, family, case	....	**6 80**
Package Peas, per doz.	....	**0 90**
Cornstarch, No. 1, lb. carton	....	0 09¼
Do., No. 2, lb. cartons	....	0 07¾
Laundry Starch	....	0 07¼
Do., in 1-lb. cartons	....	0 08
Do., in 6-lb. wood boxes	....	0 11
Do., in 6 lb. tin cannisters	....	0 11¾
Cellulose starch, case	....	**3 80**
Potato flour, 1-lb.	....	**0 14½**
Fine Oatmeal, 20s	....	**5 75**
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	**2 75**
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	2 40
F. S. Hominy, gran. case	....	**3 00**
Do., pearl, case	....	**3 00**
Scotch pearl barley case	....	**2 70**
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

RICE MARKET QUIET

Toronto.

RICES—The market in rice continues to show strength at primary points but buying is quiet on spot. No change is reported in spot quotations. Blue Rose fancy is quoted at from 7¼ to 8c per lb., and seconds are from 7½ to 7¾c per lb. Tapioca is steady on this market at from 7½ to 8c per lb.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 08
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	**0 7½**	**0 08**
White Sago	0 08	0 08½
Do., fancy	0 09½	0 10

SPICES CONTINUE ACTIVE

Toronto.

SPICES—There continues a very active inquiry for spices, and the market is generally strong. Few changes are noted in quotations as compared with a week ago. Cloves are very firm, and the market at primary points indicates considerable strength. Jamaica ginger is steady on the basis of 55 cents per lb. Nutmegs are strong at from 30 to 40c for the whole selects, and at 30c for the ground. Carraway seed whole is quoted at from 20 to 25c per lb. Pickling spice is offered at from 17 to 20c per lb.

SPICES—		
Cassia	**0 22**	**0 24**
Cinnamon	**0 35**	**0 40**
Cloves	**0 60**	**0 60**
Cayenne	**0 35**	**0 37**
Ginger, Cochin	....	**0 30**
Do., Jamaica	....	0 55
Mustard, pure	....	**0 45**
Pastry	....	**0 25**
Pickling spice	0 17	0 20
Mace	0 55	0 65
Peppers, black	0 18	0 20
Do., white	0 28	0 30
Paprika, lb.	....	**0 45**
Chillies, lb.	0 55	0 58
Nutmegs, selects, whole	0 30	0 40
Do., ground	....	0 30
Mustard seed, whole	....	**0 25**
Celery seed, whole	....	**0 45**
Coriander seed	....	**0 18**
Carraway seed, whole	0 20	0 25
Curry Powder	....	**0 35**
Cream of Tartar—		
French, pure	**0 35**	**0 40**
4-oz. packages, doz.	....	**1 75**
2-oz. pkgs., doz.	....	**0 90**

SYRUPS ARE UNCHANGED

Toronto.

SYRUPS—Syrups and molasses are moving in moderate volume, but the market is without feature and prices are unchanged.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow	....	0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bb's.	....	
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, ½ doz.	....	
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	....	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case	....	4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case	....	14 50
2½ lb. tins, 24 to case, per case	....	13 25
10 lb. tins, 6 to case, per case	....	11 50
5 gal. cans	....	11 00
1¼ lb. tins, 24 to case, per case	....	7 50
5 lb. tins, 12 to case, per case	....	12 25
1 gal. tins, 6 to case, per case	....	13 20
Maple Sugar, 1 lb. blocks, per lb.	....	0 25
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails—No. 2	....	1 70
West India, gal.	....	0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35

SUGAR MARKET QUIET

Toronto.

SUGAR.—The sugar market is lower again this week. Refiners' prices are down, at $7.34 per cwt. delivered Toronto, but there is still some second hand selling at a price, it is stated of $7 per cwt. However, dealers declare that buying is not on a large scale. The raw market is inclined to be easier. Purchases by Federal refiners, New York, of 4,000 tons Cubas, last week, at a price of 3 1/16c c. and f. equal to a duty paid price of 4.73c is reported. The U. S. refined market is weak, all refiners quoting $6.25 per cwt. but even at this figure, the demand is said to be light.

SUGAR—

Acadia Sugar Refinery, ex. gran.	7 34
Dom. Sugar Refinery, ex. gran.	7 34
Canada Refinery, gran.	7 34
St. Lawrence, Refinery, gran.	7 34
Atlantic Refinery, gran.	7 34

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-2u 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

TEA MARKET IS STRONG

Toronto.

TEAS—The tea market continues very strong. Importers state that stocks on spot are very restricted and buying for importation is not being conducted on any broad scale. The market at present does not indicate any tendency to decline, but those in close touch with market conditions believe that it will be some time before declines can be expected. A shortened production and an increased consumption has resulted in advances, but present values are likely to stimulate production.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	0 42	0 68
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

FLOUR IS STEADY

Toronto.

FLOUR—The market for flour is steady at the declines noted last week. The war situation in the east stimulated the wheat market and prices advanced. Flour first patents, in cotton bags, is quoted at $6.90 per bbl. and second patents in jute bags is offered at $6.30 per bbl.

FLOUR—	
First Patents, in cotton bags, bbl.	6 90
Second Patents, in jute bags, bbl.	6 30

MILLFEEDS ARE UNCHANGED

Toronto.

MILLFEEDS—No change is reported in millfeeds this week. Prices to the trade are steady at $21.25 per ton for bran and at $23.25 per ton per shorts.

MILLFEEDS—	
Bran, per ton	21 25
Shorts, per ton	23 25

FRUITS ARE PLENTIFUL

Toronto.

FRUITS—Arrivals of peaches and plums on the market now are large an prices are at low levels. Wholesalers are quoting the large baskets of peaches at from 50 to 60 cents and the small baskets at from 30 to 40 cents. Plums in large baskets are from 50 to 65c and in the small ones 35c. Canteloupes are offered freely at from 50 to 60 cents for the large baskets and at from 30 to 35c for the small ones. California oranges are lower in price and range all the way from $5 to $9.50 per box according to sizes.

FRUITS—		
Oranges, Cal., box	5 00	9 50
Lemons, Verdellis, 300s, per box	....	5 00
Bananas, per lb.	....	0 06½
Grapefruits, 64s, 80s, 100s, and 126s	6 00	6 50
Grapes, Cal. Muscats, per box	....	2 25
Grapes, Cal. Tokays, per box	....	3 50
Grapes, Spanish Malaga, per keg	....	8 50
Do., 16 qt. basket	0 50	0 60
Peaches, Canadian 11 qt. baskets	0 50	0 60
6 qt. basket	0 30	0 40
Apples, barrel	3 50	6 50
Pears, 11 qt. baskets ea.	....	0 75
Do., 6 qt. baskets, each	....	0 40
Pears, Cal. Bartlett, box	....	4 00
Plums, local, 6s	....	0 35
Do., 11s	0 50	0 65
Grapes, 6 qts.	0 60	0 65

VEGETABLES ARE LOWER

Toronto.

VEGETABLES—Easier prices are again quoted on a number of vegetables this week. Yellow skin onions in 100 lb. sacks are lower, ranging in price at from $1.75 to $1.85. The large cases of Spanish onions are also easier at $4.75 and the half cases are $2.50. Pickling onions in 11 qt. baskets range from $1.25 to $1.75. Gherkins in large baskets are offered at from $1 to $1.25 per large basket. Cauliflower ranges from $1.25 to $2 per doz.

VEGETABLES—		
Potatoes, bag	0 70	0 75
Onions, per bag, 100 lbs.	1 75	1 85
Do., Spanish, large cases	....	4 75
Do., Spanish, half cases	....	2 50
Pickling onions, 11 qt. basket	1 25	1 75
Beets, bag	0 75	1 00
Carrots, bag	0 75	1 00
New cabbage, per doz.	0 40	0 50
Green peppers, 11 qt.	0 35	0 50
Sweet peppers, basket	....	0 50
Red peppers, basket	0 50	0 60
Wax beans, basket	....	0 40
Cauliflower, doz.	1 25	2 00
Parsley, 11 qt. basket	0 50	0 75
Vegetable marrow, doz.	0 90	1 00
Celery, doz.	0 50	0 75
Corn, doz.	0 10	0 15
Tomatoes, 11 qt. baskets	02 5	0 35
Gherkins, 11 qt. basket	1 00	1 25
Egg Plant, 11 qt.	0 30	0 40

MANITOBA MARKETS

WINNIPEG.—Wholesalers report a better feeling in business, and indications point to a resumption of demand and a general improvement in the Fall months. Coffees and teas are in a strong position with local grinders advancing prices on coffee from 1c to 2c per lb. The canned goods market is ruling steady. There is a good demand for apricots at slightly lower levels. The cereal market is showing a weaker tone. Jams maintain a firm tone. New plum jam is selling freely on the local market at 60c per tin. Fruits and vegetables continue to arrive freely and prices are slightly easier.

COFFEE PRICES ADVANCE

Winnipeg.

COFFEE.—The coffee market is showing an upward tendency and Santos has shown an advance. Local grinders have advanced their prices on coffee from 1c. to 2c. per lb.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb.	0 40	0 45
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb	0 38	0 44

CANNED GOODS STEADY

Winnipeg.

CANNED GOODS.—The market for canned goods is steady and unchanged. There is a good enquiry for salmon as it is used extensively during the harvest season. The sale of canned vegetables continues fair and indications are that tomatoes may be slightly lower. Peas are quoted at $3.10 per case. Pumpkin is practically cleaned out as are also beans and it will be another two or three weeks before the new pack arrives. The sales of canned fruits are slightly limited owing to the large quantities of fresh fruits available.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, ½s, 8 doz. case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.	....	3 00
Do., ½s, 4 doz. case, case	....	5 00
Oysters, 1s, 4 oz. 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case	....	7 50
Pilchards, 1s, tall, 4 doz. case, per case	....	5 25
Do., ½s, flat, 8 doz. case, case	....	8 50
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	20 00
Do., ½s, flat, 8 doz. case	....	21 00
Red Spring, 1s, tall, 4 doz. case	....	14 00
Do., ½s, flat, 8 doz. case	....	15 00
Coho, 1s, tall, 4 doz. case	11 50	13 00
Do., ½s, flat, 8 doz. case	13 00	14 00
Pink, 1s, tall, 4 doz. case	6 00	6 50
Do., ½s, flat, 8 doz. case	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins, in case	....	3 25
Blueberries, 2s, 2 doz. case	....	5 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 50
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 70
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corns, 2s, 2 doz. case	3 85	4 10
Peas, standard, 2s, 2 doz. case	3 25	4 10
Peas, Early June, 2s, 2 doz. case	4 65	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	5 60
Pumpkin, 2½s, 2 doz. case	3 80	4 85
Sauer Kraut, 2½s, 2 doz. case	3 80	3 90
Tomatoes, 2½s, 2 doz case	4 05	4 35
Spinach, 2½s, 2 doz. case	....	5 80

APRICOTS IN DEMAND

Winnipeg.

DRIED FRUITS.—There is a good demand for apricots despite the high prices. Wholesalers report that apricots are selling more freely this year than last. The second shipment has arrived but owing to strike conditions in California they are offered at slightly lower levels. New prunes are expected around the end of this month. Present stocks will be cleaned up before they arrive. Peaches are in good demand

and prices are more reasonable than any other line of dried fruits. Practically no evaporated apples are obtainable until the new pack arrives around the 25th of September. Prices have not as yet been set by wholesalers but indications are that they will be about 18½c. per lb. Turkish figs during the last week have advanced about 2c. per lb. caused by speculation and the likelihood that the new crop will be delayed by war conditions now existing in Smyrna. Indications are that new figs will not arrive on this market until the middle of December. Currants have advanced 2c. per lb. on primary markets due largely to the same conditions as mentioned above in respect of figs, although recent advices state that boats are now loading and new currants will be expected shortly.

DRIED FRUITS—		
Evaporated apples, per lb.		0 25
Currants, 90 lb., per lb.		0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.		0 12
Dates, Hallowee, bulk, lb.		0 13
Jamaica, roasted, best grade, lb.	0 23	0 30
Do., pkgs., 3 doz. case, lb.		0 09
Loganberries, 8 oz., 4 doz. case, pk.		0 27½
Peaches, standard, per lb.		0 21
Do., choice, per lb.		0 22
Do., fancy, per lb.		0 25
Do., Cal., in cartons, per carton		1 20
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.		0 24
40-50s, 25s, per lb.		0 20
50-60s, 25s, per lb.		0 17½
60-70s, 25s, per lb.		0 16
70-80s, 25s, per lb.		0 14½
90-100s, 25s, per lb.		0 12½
In 5-lb. cartons, carton	0 73	0 80
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		0 21½
Do., pkg., 12 oz., fancy, per pkg.		0 17½
Do., 16 oz., choice, per pkg.		0 21
Do., 12 oz., choice, per pkg.		0 16
Cal., 5 lb. cartons, per carton		1 15
Do., bulk, 25-lb. boxes, per lb.		0 20
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.		0 20
Do., bulk, 25-lb. boxes, per lb.		0 22
Do., bulk, 5-lb. cartons, per carton		1 15
Do., Cal. Muscatels, 5 lb. carton, per		
Apricots—		
carton		1 15
Do., Standard, 10s, per lb.		0 32
Do., 25s, per lb.		0 30
Do., Choice, 10s, per lb.		0 34
Do., 25s, per lb.		0 32
Do., Fancy, 10s, per lb.		0 36

CEREAL MARKET WEAK

Winnipeg.

CEREALS.—There is a weaker tone to the cereal market. New oats arriving have caused a lower tendency on rolled oats. Beans are slightly easier in tone as large offerings of foreign beans are made at reduced prices. Pot barley has been reduced and 98 lb. bags are quoted at $3.15. Package cereals show no change.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.	3 85	4 25
Do., 36s, case, square pkts.		4 00
Do., 18s, case		1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case		2 85
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 65
Do., 40s, per bag		1 40
Do., 20s, per bag		0 75
Do., 10-8s, per bale		3 40
Oatmeal, 98s, gran. for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bushel		4 75
Peas, split, yellow, 98s, per bag		8 00
Do., split, yellow, 49s, per bag		4 10
Beans, fancy, hand picked, 100 lb. bag per bushel		3 60
Barley, pot, 98s, per bag		4 25
Do., pot, 49s per bag		3 15
Do., pot, 24s, per bag		1 60
Barley, pearl, 98s, per bag		0 84
Do., pearl, 24s, per bag		4 35
Cornmeal, 98s per bag		1 15
Do., 49s, per bag		2 75
Do., 24s, per bag		1 45
Do., 10-lbs. per bal.		0 75
		3 35

PLUM JAM IN DEMAND

Winnipeg.

JAMS.—Now pure plum jam has arrived on the market and 4 lb. tins are quoted at 50c. This price is below compound and the demand is showing an improvement. Standard lines of both Eastern and Western jams continue firm with manufacturers stating that there will be no decline but in all probabilities that an advance can be expected. An improvement is looked forward to by the trade just as soon as the fresh fruits are finished.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80
Peach, 4s, per tin	0 70	0 80
Compound (all flavors) 4s tin		0 45

FLOUR IS UNCHANGED

Winnipeg.

FLOUR.—There is no change in quotations on flour. 98 lb. bags are quoted at $3.35. The demand is moderate and buyers continue to buy in small quantities.

FLOUR—	
98 lb. sacks	3 35
Two 49 lb. sacks	3 40
Four 24 lb. sacks	3 47½

PECANS MAINTAIN STRENGTH

Winnipeg.

NUTS.—Shelled pecans maintain their strength with supplies at primary points firm and advancing. California almond growers exchange will announce their prices on almonds early this week.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

SUGAR MARKET EASIER

Winnipeg.

SUGAR.—The New York raw sugar market is easier and quotations on Canadian refined are down 25 cents from the prices below.

SUGAR—	
Extra gran., bags, 100 lbs.	8 25
Do., gunnies, 5-20 lbs.	8 65
Do., cartons, 20-5 lbs.	8 85
Do., gunnies, 10-10 lbs.	8 75
Yellow, No. 1, lt. bags -100 lbs.	7 85
Do., golden bags, 100 lbs.	7 75
Powdered sugar, bbls.	8 65
Do., boxes, 50 lbs.	8 85
Do., boxes, 25 lbs.	9 05
Icing, barrels	8 75
Do., boxes, 50 lbs.	8 95
Do., boxes, 25 lbs.	9 15
Soft lumps, boxes, 100 lbs.	9 05
Do., boxes, 50 lbs.	9 35
Do., cases, 20 cartons	10 10
Do., cases, 40½ lbs.	10 85
Small lump boxes, 100 lbs.	8 95
Do., boxes, 50 lbs.	9 05
Do., boxes, 25 lbs.	9 25
Do., cartons, 50 2-lb.	10 35
Do., boxes, 25 lbs.	9 05
Hard lump boxes, 10 lbs.	9 20
Do., boxes, 50 lbs.	9 35

RICE MARKET STRONG

Winnipeg.

RICE.—The rice market is ruling steady and buyers are purchasing in sufficient quantities to take care of current consumption. There is more or less of an unsettled condition in the southern markets. Oriental rice is in a strong position.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08½
Do., 50-lb. sacks, lb.	0 08¾
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

SPICES ARE STEADY

Winnipeg.

SPICES.—The market continues to show strength. Peppers are steady with cloves and mace reported scarce. Ginger is in scant supply and higher prices are ruling. All-spice is slightly easier.

SPICES—		
Allspice, Jamaica, best qual., lb.		0 18
Cassia, Batavia, per lb.		0 35
Do., China, per lb.		0 25
Chillies, per lb.		0 55
Do., No. 1 per lb.		0 55
Cinnamon, Ceylon, per lb.		0 50
Do., No. 10, carton, doz.		0 75
Do., Zanzibar, per lb.		0 60
Ginger, washed, Jamaica, No. 1	0 55	0 60
Do., Jamaica, No. 2		0 50
Do., Japan or Africa, lb.		0 20
Mace, extra bright Penang, lb.		0 65
per lb.		0 37
Do., Amboyna, per lb.		0 90
NUTMEGS—		
Nutmegs, extra large brown, 70 lb., per lb.		0 55
Do., large brown, 85 lb., per lb.		0 40
Do., med. brown, 110 lb., per lb.		0 35
Do., carton of six, per doz.		0 80
Do., carton of six, per doz.		0 80
Pepper, blk., Singapore, ex. lb.		0 22
Do., white, per lb.		0 35
Pickling, ¼-lb. pkg., per doz.		0 90
Do., bulk, No. 1, per lb.		0 22
Do., No. 2, per lb.		0 20
GROUND SPICE—		
Allspice, bulk, per lb.		0 18
Do., No. 2, per lb.		0 16
Do., No. 1 4 oz. cartons		1 80
Cassia, No. 1 bulk, per lb.		0 27
Do., No. 2, bulk, per lb.		0 25
Do., No. 1, 2 oz. cartons		0 95
Cloves, bulk, per lb.		0 63
Do., 2 oz. cartons		1 45
Do., 4 oz. cartons		2 75

STARCH IS STEADY

Winnipeg.

STARCH.—Wholesalers report a steady demand in a routine way for all lines of starch. Prices are unchanged.

TEA MARKET IS STRONG

Winnipeg.

TEA.—No new features are reported in the market for teas this week. The situation is strong and with spot stocks low and the rising tendency on primary markets it is the opinion of local dealers that higher prices are in store.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40

(Continued on page 40)

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Sept. 18.—Flour declined thirty cents a barrel. The sugar market continues weak. Lard is stronger, up half a cent per lb., at $11.70 for threes. Compound jam is firmer at $6.35 per doz. There is a strong demand for fruit jars and stock is getting low. Owing to unsettled conditions shipments of Smyrna figs will likely be short.

Beans, Kotenash, per cwt.	6 25	....
Rolled oats 80s	....	3 00
Rice, Siam	**5 90**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	7 50	8 00
Sago	7 50	8 00
Flour, per bbl.	....	6 20
Sugar, pure cane, gran. cwt.	....	8 59
Cheese, No. 1, Ont., large	....	0 20½
Alberta cheese, twins	....	0 20
Do., large	....	0 22
Butter, Creamery, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s	....	11 70
Eggs, new laid, local, case	....	7 00
Tomatoes, 2½s	3 50	3 75
JAMS—		
Compound, 4s, doz.	....	6 35

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, Sept. 20.—Several changes are announced in local markets this week. Pork and shortening are easier; butter and lard in tubs, also lemons are higher.

Rolled oats, bag	....	3 75
Do., bbls.	....	8 50
Cornmeal, gran., bags	....	2 75
Eggs	....	0 38
Rice, Siam, per cwt.	....	6 60
Tapioca, per 100 lbs.	....	9 50
Sugar, gran. cwt.,	....	7 50
Do., No. 1, yellow	....	7 00
Molasses, gal.	....	0 65
Tomatoes, cans, doz.	....	1 90
Raisins, Valencia layers	0 24	0 30
Currants, cleaned	....	0 20
Prunes, 90-100, 25-lb. boxes	....	0 13
Lemon peel	....	0 34
Orange peel	....	0 34
Citron peel	....	0 46
Walnuts	....	0 23
Almonds	....	0 22
Brazils	....	0 20
Peanuts	....	0 18
Filberts	....	0 16
Cocoanuts, bag	....	6 00
Potatoes, per bushel	0 80	0 90
Onions, 100 lbs.	....	2 50
Pork, clear, bbls.	....	33 00
Oranges, per case	10 00	12 00
Bananas, per lb.	....	0 08
Lemons, case	....	7 00
Grapefruit, case	8 50	....
Pigs' feet, per 20-lb. pail	....	2 25
Hams, shoulder, per lb.	....	0 22
Bacon, side per lb.	....	0 33
Bacon roll, per lb.	....	0 62
Lard, pure, in pails, lb.	....	0 17
Lard, pure, in tubs, lb.	....	0 16¾
Oleomargarine, lb.	....	0 22
Shortening, in pails, lb.	....	0 15¾
Shortening, in tubs, lb.	....	0 14
Butter, creamery prints, lb.	0 38	0 40
Butter, creamery, solids, lb.	0 37	0 38

WINNIPEG MARKETS
(Continued from page 29)
NO CHANGE IN SYRUPS

Winnipeg.

SYRUPS.—There are no new features in regard to the syrup situation. The movement continues along steady lines and in fair sized quantities at prevailing prices.

CANE SYRUP—	
No. 2s, 2 doz. case	5 55
No. 5s, 1 doz. case	6 50
No. 10s, ½ doz. case	6 05
No. 20s, ¼ doz. case	5 70
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-ib. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	**3 75**
Cases, 5-lb. tins yellow, 1 doz. in case	**4 20**
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	17 80
Pure, 5s, per case of 1 doz.	16 20
Pure, 10s, per case of ½ doz.	15 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	**3 00**
Do., 2s, tins, per case of 1 doz.	**3 00**
Do., 1s, tins, per case of ½ doz.	**7 80**
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	**7 00**
3 lb. tins, 2 doz. case	**9 85**
10 lb. tins, ½ doz. case	**7 75**
MOLASSES BLACKSTRAP—	
1½s, tins, 4 doz. case	4 15
2s, tins, 3 doz. case	3 40

VEGETABLES IN DEMAND

Winnipeg.

VEGETABLES.—Large quantities of vegetables are on the local market, and are meeting with ready sale at slightly lower levels. Hubbard squash is quoted at 3c. per lb., pumpkin at 2c. and vegetable marrow at 75c. per dozen. Red and green peppers are in good demand and are quoted at 25c. per doz. Pickling onions are reported scarce due to the wet weather. Green tomatoes are quoted at 2c. per lb.

VEGETABLES—	
Cabbage, per lb.	0 01
Leaf lettuce per doz.	0 20
Head lettuce, per doz.	0 50
Green onions per doz.	0 20
Cucumbers, per doz.	0 50
Tomatoes, per lb.	0 07
Celery, per lb.	0 07
Onions, per sack	2 00

FRUITS ARE PLENTIFUL

Winnipeg.

FRUITS.—There is very little change in fruit quotations. Supplies are arriving in good quantities. Tokay grapes have arrived on the market and are quoted at $4 per case. Ontario grapes are quoted at 60c. per basket. Bananas are slightly easier at 7c. per lb. Grapefruit from the Island of Pines are on the market and are in good demand at $9.50 per case.

FRUITS—	
Peaches, per basket, Elbertas	1 50
Plums, per basket	0 50
Pears, per case	3 00
Apples, per box	2 00
Apples, per basket	2 00

What Constitutes a Violation of the Seeds Act

Moncton, Sept. 18.—A. J. Babang, wholesale grocer, was the defendant recently on a charge of a violation of the federal seeds control act, in that he did not comply with the law when he had failed to have bags, parcels, etc., containing seed oats, so labelled as to show the proportion of noxious weeds contained therein.

The defendant claimed that he had acted in good faith being unconscious of the law. Court held that there was a technicality exercised and defendant's attorney so agreed. A nominal fine was imposed. James C. Sheren appeared for the Federal Department of Agriculture; S. G. Moore, Federal Inspector for Seeds in the Maritime Provinces, laid the information. As a result of the case herein referred to, it was urged by Mr. Moore that all seed merchants comply with the law in reference to having their seed oats, etc., so labelled as to show the name of the seller, the quality of seed and the percentage of noxious weeds in same.

WANTS CANADIAN PRODUCTS

An enquiry has been received from Holland stating that a Dutch firm wants to represent a Canadian manufacturer of food products. Holland imports from Canada the following products: cod fish, lobster, salmon, flour, fruit (both fresh and dried), grain, hay, meats, seeds, etc. Any Canadian firm interested in export trade to Holland may have the name of the enquirer on application to the Editor, Canadian Grocer.

THE PRICE-CUTTER

"Tell me not in smiling numbers,
Selling costs are what they seem
That the man who cuts for business
Gets the lion's share of cream.

"If you strive to build a business,
Do not be a human sieve,
Letting leak the needed profit
Trusting luck will let you live.

"Lives of dead ones all remind us
What it means to sell on guess
Their departure makes us keener
To sell right, and not for less:

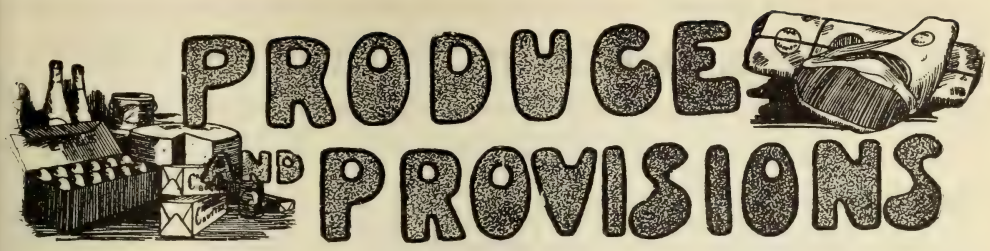
"For the trade will ne'er by loyal
To a man whose whole regrets
Are, that he cannot sell cheaper
To add interest to his debts."

A Repeat Order

"Ma wants two pounds of butter zackly like you sent us last week."

"All right, my boy," said the grocer, quite pleased to have the other customers overhear the youngster.

"Ma said it must be zackly the same kind," the boy insisted, "cause a lot of pa's relatives are visiting our house an' ma doesn't want 'em to come again."



Reports on Potato Crop Conditions Indicate Fairly Satisfactory Production

In Ontario and Quebec Crop is Reported Good— New Brunswick Shows a Slight Falling Off— Prolonged Dry Spells Reduce Prospects in West

OTTAWA, Sept. 11. (Special).—A general survey of the potato crop conditions of the Dominion, as gleaned from provincial reports, in the hands of the Dominion fruit commissioner at Ottawa, indicate a fairly satisfactory production. Prolonged dry spells, insect pests and other adverse conditions have mitigated to a certain extent against a healthy growth in the Western provinces, but in spite of these conditions the outlook is promising. In Alberta the acreage of potatoes is estimated at approximately eighty-five per cent. of that of last year. In the southern part of that province the growing conditions are fully equal to 1921. It is estimated that the total yield of the Saskatchewan potato crop will be approximately ten million bushels. In most districts the crop will be between 90 and 100 per cent. of average.

Manitoba Suffers In Past Month

In Manitoba the crop has suffered considerably during the past month. In July there was a succession of heavy rains followed by excessive heat, and these conditions seem to have caused premature ripening in the better varieties of early potato, while on the low-lying lands much disease and rot has developed. As a result of these conditions the yield per acre of the whole crop will be reduced.

Heavy Crop in Ontario

In Ontario, the districts of Cobourg, Kingston, Wellington and Kemptville all report exceedingly heavy crops. Wellington reports 100 per cent. larger crop than last year. The prospects in Petrolia, Arkona, Forest District, Norfolk County and Port Hope are also bright. The crop in Fort William is about 75 per cent. of that of last year, while in Dryden district it is estimated at 60 per cent. of last year.

Conditions in Other Provinces

The general report for the province of Quebec is that the potato crop is generally reported to be good and an average yield is expected.

In most of the Prince Edward Island districts there are some evidences of disease and some of the fields show misses, but nevertheless there will likely be a normal crop.

In New Brunswick the potato crop as a whole promises to be slightly less than that of last year. In some sections the yield will be fifty per cent. greater than in 1921, but in other districts it is not as good.

Reports from Nova Scotia are very promising. The crop as a whole promises to be good with but little insect or disease injury to date.

Maritimes Have Good Crops and Big Catch of Fish

Montreal.—It is interesting to note a report on conditions in the Maritime Provinces as made by investigators outside of Canada. The United States has a keen interest in industrial and financial conditions in Canada and their Consular Report made this month shows that there are decidedly improved conditions in the Maritime Provinces.

This report reads:—"Eastern Canada showed little improvement for the month of July, although the prospects of a bumper crop have stimulated buying in anticipation of a greatly increased volume of orders later in the season. Collections are slow and doubtless will continue so until the harvest. Bank clearings for July were slightly less than for July 1921. Building showed increased activity and the value of permits issued showed an increase of $132,100 over the same month of last year.

"July customs receipts were the largest ever collected in a single month in the history of St. John, which showed an increase of $85,469 over the same month of last year. Each month this year has showed an increase.

"The fisheries have also showed an increase of 152,792 cwt. being landed during the first six months of the current year, as compared with 82,474 for the corresponding period of 1921. The lobster catch is reported good, the season's catch since November being 12,086 cwt. above that of last season.

"The lumbering industry is experiencing a stronger demand for the domestic and United States trades, but exports to the Orient have fallen off. Very heavy consignments are going from the Maritime Provinces to the United States and British markets. The apple crop will be lighter than last year."

Bigger Crop of Brazil Nuts is Anticipated

Montreal.—Reports from Brazil state that by present indications the yield of Brazil nuts this season will be 5,000 tons more than that of 1921. There seems to be an increased demand for Brazil nuts in Europe and they are being used in the manufacture of a great variety of food-stuffs. In this connection it is noted that recent purchases for American account are much smaller than in former years. Formerly the United States has purchased three-fifths of the total production, but it is likely that this year they will only demand approximately two-fifths of the crop, but the requirements for Europe will be sufficient to provide a market for the total production.

Fruit From Brazil

A new development in the export trade of Santos, Brazil, was the exportation during the month of May of several hundred cases of Brazilian oranges, tangerines, pineapples and alligator pears, all of which were grown in the State of Sao Paulo, Santos. The cultivation and exportation of oranges and similar fruits native to Brazil is still in an experimental stage, but if the demand of the market is such that it is found profitable to ship Brazilian fruits, there is little doubt that a trade of fair proportions can be developed, owing to the fact that freight service between important cities on the east coast of South America and the United States and Canada has been greatly facilitated during the past year.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 21.—There are a number of changes in the produce market that create interest in buying and indicate more activity for the fall trade. On account of larger offerings of hogs and less competition in buying, quotations on live hogs have dropped, with a corresponding weakness in dressed pork. Smoked meats are also easy but cooked meats are unchanged although the demand has fallen off to some extent. Weakness is evident in dairy produce on account of the inactivity of the export market and the big supplies of butter and cheese offered. Cheese prices at country boards show a decline of ½c but wholesale prices are unchanged. Eggs are firmer and show an advance. The supply of new laid eggs is smaller and an export demand for storage eggs is springing up. Fish prices are steady and the supplies on the market are ample to meet requirements.

BUTTER MARKET IS QUIET

Montreal.

BUTTER.—The butter market is quiet with just a fair demand for domestic trade and little export. Offerings are larger and on the whole an easy feeling is evident but there is no change in quotations. There is a feeling in the trade that dairy produce will be comparatively easy this fall on account of the better feed conditions in the country. The farmers will be able to feed more dairy cattle than last year.

BUTTER—

Creamery prints, finest	0 37	0 38
Creamery solids	0 36	0 37
Dairy solids		0 30
Dairy Prints		0 28

CHEESE MARKET WEAK

Montreal.

CHEESE.—Like in butter an easy feeling has developed in cheese and prices are tending towards a decline with a half cent drop in prices paid at the country boards. Local wholesale prices remain unchanged. The export market shows no improvement and spot stocks are accumulating and the cheese factories are busy.

CHEESE—

Old colored, twins		0 22
Old white		0 22
New Large, per lb.	0 15	0 16
New Twins, per lb.	0 15	0 16
Fancy Old Cheese, per lb.	**0 28**	**0 30**
Triplets, per lb.	0 15	0 16
Stilton, per lb.		0 28
Quebec	0 15	0 16

EGGS SHOW STRENGTH

Montreal.

EGGS.—The egg market is steadily gaining strength. The offerings of new laid eggs are smaller while the demand remains and the same is true of selects. The result is that these two grades are higher by one and two cents. At the same time there is a good export demand for storage eggs and in that grade there is also strength.

EGGS—

Specials		0 45
New Laid	0 39	0 40
Selects	0 37	0 38
No. 1	0 29	0 30
Storage		0 26

LARD PRICES STEADY

Montreal.

LARD.—A fair trade is being done in lard and prices are steady although there is further weakness in the hog market generally.

LARD—

Tierces, 350 lb.	0 15½	0 16¼
Tubs, 20 lbs.	0 16	0 17
Pails, 20 lbs.	0 16½	0 17½
1 lb. bricks	0 17½	0 18½

COOKED MEATS STEADY

Montreal.

COOKED MEATS.—There is no change in the cooked meat market and to all appearances prices are steady, although the demand is at this season limited.

Hams, cooked	0 44
Sandwich	0 50
Square hams	0 46
Smoked shoulders	**0 22**
Bologna	**0 10** **0 21**
Corned Beef 1's, per doz.	**3 25**
Per doz. 2's	**5 75**

SMOKED MEATS WEAK

Montreal.

SMOKED MEATS.—There has been no change in the smoked meat market since the reduction of 2c a lb. of one week ago. The market is weak, however, owing to the falling off in demand and on account of the lower prices paid for hogs.

BACON—

Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls		0 26
Picnic smoked hams		0 23
Wiltshire	0 30	0 32

MEDIUM SMOKED HAMS—

Weight, 8-12 long cut	0 20	0 32
Do., 12-14	028	0 30
Do., 20-25	0 26	0 28

HOG PRICES LOWER

Montreal.

HOGS.—On account of increased offerings and less competition on the part of buyers the hog market has weakened and prices show a decline of 25c a hundred in this market. Select light weight hogs are now bringing from $12 to $12.25 a cwt., weighed off the cars, while heavyweights are quoted at around $11. There is a distinct weakness in the hog market and a further decline would not be surprising although the farmers are in a position to hold their hogs this year.

FRESH MEATS—

Hogs, Selected, weighed off cars)	12 00	12 25
Fresh killed		18 75
Legs of pork, (foot on)	0 22	0 23
Loins (trimmed)	0 27	0 28
Trimmed shoulders	0 20	0 21
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front quarters	0 04½ 0 06	0 06½
Loins	0 18	0 21
Chucks	0 06	0 08

FISH PRICES STEADY

Montreal.

FISH.—The fish market is steady as far as prices are concerned, and with an improved demand there is more activity throughout the market. The supplies are fairly large since the fishing season on the whole has been good. There are no price changes.

ONTARIO MARKETS

TORONTO, Sept. 20.—There is almost a general easiness in produce markets this week, eggs and cheese being about the only exceptions. Both of these lines are higher, receipts of the former being of small volume, and storage supplies are being drawn upon to supply the demand. Cheese is higher. Butter is quoted lower this week. There is little export of butter at the present time. All pork products are down. Lard is half a cent lower, and new prices are also named on shortening. Smoked hams and cooked hams are showing lower levels. Poultry receipts are heavier, although prices are unchanged as compared with a week ago. Fish is in better demand.

CHEESE IS HIGHER

Toronto.

CHEESE.—The market for cheese has developed a stronger tone and some dealers are quoting higher prices this week. Large new cheese is quoted at from 19 to 19½c per lb., and September cheese is higher at from 23 to 24c per lb. Stiltons are 22c per lb.

CHEESE—

Large, new	0 19	0 19½
Do., Sept.	0 23	0 24
Stilton, new	0 22	

Twins, 1c higher than large cheese and triplets 1½c higher than large.

BUTTER MARKET IS QUIET

Toronto.

BUTTER.—The butter market continues quiet, with the situation this week much the same as last. Export inquiry is light, and the demand for domestic consumption is of moderate volume. Wholesalers are quoting creamery prints No. 1 at from 38 to 40c and number two at from 35 to 37c.

BUTTER—		
Creamery prints No. 1	0 38	0 40
Creamery prints, No. 2	0 35	0 37

EGGS ARE ADVANCING

Toronto.

EGGS.—The fresh egg market continues an upward tendency. Country markets are higher, and stronger prices are being paid for limited supplies. Selects in cartons are quoted this week at from 45 to 48 cents per doz. Other grades are unchanged but very firm.

EGGS—		
No. 1, per dozen	0 33	0 34
Selects, per dozen	0 37	0 38
Selects, per dozen in cartons	0 45	0 48

LARD SHOWS DECLINE

Toronto.

LARD.—Easier prices on lard are quoted by wholesalers this week. Pork products are generally lower, and lard is reduced in sympathy with the prevailing feeling in the market for hogs and hog products. Dealers quote the 1 lb. prints at from 18 to 18½c and on the tierce basis at 15½c.

LARD—		
1-lb. prints	0 18	0 18½
Tierces, 400 lbs.		0 15½

Tubs are ¼c higher than tierces and pails one cent higher than tierces.

SHORTENING IS ALSO DOWN

Toronto.

SHORTENING.—The market for shortening is also easier, a reduction of a half to three-quarters cent per lb. being named. The 1 lb. prints are 15½c. and the tierces are 12¼c per lb.

SHORTENING—		
1-lb. prints		0 15½
Tierces, 400 lbs.		0 12¼

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE IS STEADY

Toronto.

MARGARINE.—No change is reported in the market for margarine this week. There is the usual steady demand, with prices as before.

MARGARINE—		
Margarine, No. 1	0 20	0 21
Do., No. 2		0 16

FRESH MEATS SELL BETTER

Toronto.

FRESH MEATS.—There is an improved inquiry for fresh meats this week. The position of the market for live hogs is towards easier levels, and this fact is reflected in both fresh and smoked meats. Fresh loins of pork are offered at 31 and 31½c per lb. Beef is steady, as is also veal and lamb.

FRESH MEATS—		
Hogs—		
Live, fed and watered, cwt.	12 00	12 50
Live, f.o.b.	11 75	11 75
Live, off cars	11 75	12 25
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 35 lbs.		0 23
Lions		0 13½
Fresh hams, lb.		0 21
Tenderloins, lb.	0 45	
Picnics, lb.		0 17½
Montreal shoulders		0 20
Boston butts, lb.		0 23
New York shoulders,		0 18½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	**0 18**	**0 22**
Ribs, lb.	**0 16**	**0 26**
Chucks, lb.	**0 07**	**0 09**
Loins, whole, lb.	0 28	0 30
Hips, lb.	**0 14**	**0 16**

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	**0 13**	**0 15**
Do., medium	0 09	0 10
Sheep, whole, lb.	0 08	0 15
Lamb, Spring, lb.	0 22	0 24

Above prices subject to daily fluctuations of the market.

HAMS ARE LOWER

Toronto.

PROVISIONS.—The market for provisions is ruling easy, and further declines are announced in smoked hams this week. Wholesalers are offering hams, 6 to 12 lbs. at from 27 to 28c per lb., medium hams from 12 to 20 lbs. at the same price, and large hams at from 22 to 23c per lb. The heavy hams are 20 to 21c per lb. Other lines are unchanged. There is a moderate inquiry for smoked meats but the easiness in the market for live hogs is responsible for lower levels on these meats.

PROVISIONS—		
Hams—		
Small 6 to 12 lbs.	0 27	0 28
Medium, 12 to 20 lbs.	0 27	0 28
Large, 20 to 35 lbs., lb.	0 22	0 23
Heavy, 35 lbs. and upward	0 20	0 21
Backs—		
Boneless, per lb.	0 41	0 43
Rolled, per lb.	0 49	0 50
Peameal	0 37	0 40
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 33
Do., special trim		0 37
Cottage rolls in casing		**0 38**
Cottage rolls		**0 37**
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.		0 30½
Do., three-quarter cut		0 33
Do., middle		0 34½
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.		0 20
Clear bellies, 16-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.		**0 19**

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Mess pork	36 00	
Short cut backs, 200 lbs.	**41 00**	
Pickled Rolls—		
Lightweigh	**47 00**	
Heavy	**36 00**	

Above prices subject to daily fluctuations of the market.

COOKED MEATS ARE EASIER

Toronto.

COOKED MEATS.—A somewhat lessened demand together with easier prices prevailing in the live hog market is responsible for reductions in quotations on cooked meats. Boiled hams are quoted at from 41 to 43c per lb. and square pressed hams are selling at from 43 to 45c. Boiled shoulders are 37 to 38c. per lb.

COOKED MEATS—		
Boiled ham, lb.	0 41	0 43
Do., square pressed	0 43	0 45
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.		0 60
Jellied pork tongue		0 33

Above prices subject to daily fluctuations of the market.

POULTRY RECEIPTS HEAVY

Toronto.

POULTRY.—There is practically no change in the market for poultry this week. Receipts of both spring chickens and spring ducks are increasing, but fowl and other varieties are about the same price. Prices are much the same as a week ago. There is a good inquiry. Spring chickens are offered to the trade at 30c per lb. either live or dressed, and ducklings are 35c per lb. for the dressed.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 25	0 30
Chickens, spring, over 2 lbs.	0 20	0 25
Chickens, 3½ lbs. and over	0 25	0 30
Roosters	0 14	0 20
Fowl, 4 to 5 lbs.	0 17	0 22
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 13	0 17
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 19	0 25
Prices to retail trade—		
Turkeys, dressed		0 35
Chickens, spring	0 30	0 30
Ducklings		0 35
Fowl, 4 to 5 lbs.		**0 30**

BETTER DEMAND FOR FISH

FISH.—There is a better inquiry for fish, dealers state, the cooler weather having stimulated the demand. A little higher price is asked this week for lake trout at from 15 to 16 cents per lb. Pike are also higher at 12 and 14c per lb. These lines are selling freely.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Halibut, Med.	0 22	0 23
Do., Chick., lb.	0 20	0 21
Whitefish, lb.	0 14	0 15
Trout, lb.	0 15	0 16
Pike, lb.	0 12	0 14
Perch, lb.	**0 08**	**0 10**
Salmon Red Spring	0 24	0 25
FROZEN FISH—		
Halibut, Medium	0 19	0 20
Do., chicken	0 18	0 19
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	0 12	0 13
Do., Qualla	0 09	
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH—		
Fillets, lb.	0 14	0 16
Kippers, box	3 00	
Shrimps, No. 6 can		13 00
Do., milkers, 10 lb. keg.		0 95
Holland Herrings, mixed, 10-lb. keg		0 85

MANITOBA MARKETS

WINNIPEG.—The feature of the provision market has been the decline in the price of hogs. Butter is ruling steady on account of the improved export demand. Egg receipts show a material falling off and prices are higher as a result. There is a good demand for cooked meats and cooked hams have declined 2c per lb. Poultry is arriving in better supply and the demand is also showing an improvement. Fish shows no change.

LARD IS FIRM

LARD.—The lard market is without any feature of note. Prices are steady at 18c. per lb. in tierce quantities. There is a fair trade passing for small quantities to meet the necessary requirements. Shortening has declined 1c. per lb. and quotations are 15½c per lb.

LARD—		
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)		0 18
Do., wooden pails, 20-lb. pails		4 00
Shortening, tierces of 400 lbs.		0 15½
Do., per pail, 20 lbs.		3 50

FIRMER TONE TO BUTTER

Winnipeg.

BUTTER.—There is a firmer tone to the butter market and indications point to an advance in price in the near future. There is a fair amount of butter moving for immediate consumption. Prices are steady at 40c. per lb. for best quality prints and 38c. per lb. for solids.

CHEESE MARKET STEADY

Winnipeg.

CHEESE.—The cheese market shows a stronger tone as a result of an improved demand for export. The local demand continues fair and wholesale prices are unchanged.

CHEESE—

Stilton cheese, large, lbs.	0 22½
Ont., large, lb.	0 19
Ont., twins, lb.	0 19½
Ont., triplets, lb.	0 20

EGGS ARE ADVANCING

Winnipeg.

EGGS.—Receipts of eggs have shown a marked falling off and prices have advanced accordingly. Dealers are quoting No. 1 candled at 27c. per doz. and the selects from 30c. to 35c. per doz.

COOKED HAMS DECLINE

Winnipeg.

COOKED MEATS.—Cooked meats are selling freely at a reduction of 2c. per lb. Best quality of cooked ham is quoted at 46c. Other lines of cooked meats show no change.

COOKED MEATS—

Hams, best quality, skinned, 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 44
Roast shoulders, lb.	0 40
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lib.	0 13

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS.—With prices for live hogs ruling at easier levels fresh meats are slightly lower. Good quality smoked ham is quoted at 34c. Best quality back bacon is selling freely at 46c. per lb.

SMOKED MEATS—

8 to 16 lbs., per lb.	0 34
16 to 20 lbs., per lb.	0 34
Boneless, 8-14 lbs., per lb.	0 38
Skinned, 18 to 22 lbs., per lb.	0 38
Bacon, to 10 lbs., per lb.	0 42
Cottage rolls, boneless	0 27
Bellies, 6 to 10 lb., per lb.	0 34

POULTRY RECEIPTS INCREASING

Winnipeg.

POULTRY.—Receipts of poultry coming forward show an increase and the demand has also shown an improvement. Dealers are quoting broilers at 30 to 32c. per lb. and young turkeys at 40c. to 45c.

POULTRY—

Broilers, ½ to 2 lbs., per lb.	0 30	0 32
Chickens, 2½ to 3½ lbs., per lb.		0 28
Do., 3½ lbs. and up, per lb.		0 30
Fowl, per lb.	0 22	0 29
Roosters, per lb.		0 20
Turkeys, young, per lb.	0 40	0 45

FISH MARKET UNCHANGED

Winnipeg.

FISH.—The demand for fish shows an improvement. Prices are steady and supplies are sufficient to meet requirements.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15
Salmon, Cohoe, in full boxes, 800 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Kippers, East, Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Haddies, in 80-lb. cases, per lb.	0 12

LOWER PRICES ON HOGS

Winnipeg.

FRESH MEATS.—The hog market has shown a decline and selected hogs are quoted at $10.50. The cattle market is active as with the limited arrivals the tendency is firmer. Steers of good quality are quoted as high as $5.25. Butcher heifers are in good demand at quotations of $3.75 to $4.75. Sheep and lamb offerings are absorbed under a liberal enquiry at steady prices. Best lambs are selling at $8.75 while mutton sheep are ranging from $4 to $5.50.

HOGS—

Selected, live, cwt.		10 50
Heavier		8 50
Light		9 75
Sows	5 00	7 50
Fresh Pork—		
Legs of pork, lb.	0 19	0 24
Spare ribs	....	0 14
Loins of pork, lb.	0 26	0 31
Fresh hams, lb.	0 26	0 30
Shoulders	0 18	0 21
Fresh beef—from steers and heifers—		
Hind quarters	0 12½	0 16
Front quarters	0 05	0 08
Whole carcass, good grade, lb.	0 09	0 14
Mutton—		
Choice, lb.		0 18
Lambs—		
Choice		0 25
Veal—		
Choice 18 to 32 lbs., per lb.		0 22

HOW PLUCK PLUS ORIGINALITY WINS

(Continued from page 29)

advertising is backed up throughout this business. That shows complete understanding of the truth that the best advertising can only bring people to you. Thereafter, success depends on your handling. If clerks do not know what goods are being advertised, and they are not coached on selling those things—what chance has the advertising, or you?

I am sure you will not miss the splendid loyalty of this man to his old chief. Is not that in itself a measure of the man's own character? Can anyone be very successful in anything who has not some such streak of sterling honesty and reliableness in his makeup? Can you see wherein he lost anything by declining to shoulder out his old chief?

And see how the lack of such loyalty to their old and faithful servant cost all their profits to the co-operators. Here was a man who had labored for more than twenty years, had paid them ten per cent. dividends and piled up a handsome surplus. He had done this on the the pitiful wage of "one hundred per!" So close had he worked to his income that when he came to go into business, he "had not enough to buy a soap bubbl." But yes; he had! He had a record and reputation which enabled him to finance his new venture.

And the co-operators—they who had so sadly misinterpreted the word co-operation—what of them? They lost out, slick and clean.

I can add nothing more. I only ask that you read and re-read that letter, for it is a business epic. Verily it is the truth; "Price is not everything!"

Closed Season is Advised for the B.C. Fisheries

Vancouver, B.C., Sept. 19.—A closed season in the British Columbia halibut and cod fisheries will be recommended to the Federal Government by the Parliamentary Commission which has just concluded an investigation of fisheries' conditions in this province. In an interview, Wm. Duff, M.P., chairman of the commission, indicates the commission is prepared to make such a recommendation.

The commission will also recommend, it is said, the creation of a separate portfolio and Department of Fisheries at Ottawa, assistance to white fishermen, with a view to making their occupation an all the year round one, and will suggest a curtailment of the number of licenses issued to Japanese.

Mr. Duff and L. H. Martel, M. P., the other Eastern member of the commission, left for Ottawa Saturday.

BIG MACKEREL SEASON FOR NORWAY

The close of the mackerel season on the Norwegian coast shows a total catch aggregating 9,261,000 pounds, as compared with 7,045,000 pounds last year and 6,192,000 pounds in 1920, according to a dispatch from Consul Ifft., Bergen. The heaviest catches were off Christiansand and the south coast where most of the mackerel for the United States are packed. The total value of the season's catch is estimated at about 2,000,000 crowns.

A manufacturer of candy wrote the man who makes kettles; "Ship at once complete Model 'S' Portable Fire Mixer." The credit man wired the customer: "We cannot ship your order until last shipment is paid for." The customer telegraphed: "Cancel the order. Cannot wait that long."

"How d'yer like yer new boss, Mame?" asked one stenographer of another on the elevated.

"Oh, he ain't so bad, only he's kind o' bigoted."

"What yer mean, bigoted?"

"He seems ter think that words can only be spelled in his way."

Boy (laying down parcel): "Mother's changed her mind; she doesn't want kidneys, she wants liver!"

Butcher: "What she wants, my boy, is brains!"

LIPTON'S

HIGH-CLASS JAMS, JELLIES, Etc.

Made in our own Preserve Works from Finest Fruits

JAMS and MARMALADE

Awarded Grand Prize, Liege Exhibition, 1905; Gold Medal, Paris Exhibition, 1900

HIGH-CLASS PICKLES
IN PURE VINEGAR

Awarded Gold Medal, Liege Exhibition, 1905

Agents for Canada:

Harris Abattoir Co., Limited, Toronto



Also—Maple Leaf Hams and Bacon

Yes, sir!

Gunns' Maple Leaf Pork Sausage sells! It sells quickly because it is well advertised, but more especially because it is made only from the best quality pork and your customers like it. They come back for more.

Customers bringing repeat orders mean many sales for you. Be ready for them. Order your supply of Maple Leaf Pork Sausage now.

Phone Junction 3400

Gunns LIMITED West Toronto



Neater Package—Less Paper and String

For Meats, Butter, Lard, Pickles, Etc.

The Riteshape saves you money and improves the service you give your customers whichever way you look at it. The Riteshape, with less paper and string, ties up into a neater package than any other. Besides this, it is odorless and non-absorbent. Made from thin slices of hard maple, all Riteshapes are carefully inspected, so that they reach you in good condition—every dish perfect—none to throw away.

Write for Samples and Prices

Victoria Paper and Twine Co., Limited

439-441 Wellington St. W., Toronto. 382 Notre Dame St., W., Montreal.

Sole Canadian Distributors for the Oval Wood Dish Corporation, New York

HAMS

FEARMAN'S FAMOUS STAR BRAND

Smoked, Pickled, Fresh for Roasting, Baked, or Boiled, Boned and Tied Smoked for Slicing

MILD CURE. *DELICIOUS FLAVOR.*

Write, Wire or Phone Orders.

F. W. FEARMAN CO. LIMITED

Established 1854

HAMILTON - CANADA

57

A Half Century of Popularity

Two years ago H. J. Heinz Company celebrated its fiftieth anniversary—the completion of fifty years of growth and development. During the trying time which has elapsed since that anniversary the company has continued its prosperous progress.

Fifty-two years of continued use have not dulled the appetite of the consuming public for these foods in which quality has always been the first consideration. That is why retailers still find that the 57 Varieties are in constant demand and that the rapid turnover brings a steady flow of profit and an increasing list of satisfied customers.

H. J. Heinz Company

57 Varieties

MACDONALD'S Cigarettes

The Dealer's Chance!

The new 15c. cigarette your trade has been waiting for! A Macdonald product with Macdonald quality and the usual generous Macdonald profit to the seller.

The Tobacco with a heart



10 for 15c

GET THE BEST!

The quality of the Beer brewed depends upon the quality of the ingredients used. Good beer can't be made with flavoring extracts, neither can it be made with half fermented malt extracts and hop flavoring. Any brewer will tell you as much. But you can make **the best beer ever brewed** with **RITE-GOOD** Home Brew, because it contains choice malt extract and genuine Pacific Coast Hops put up in separate packages scientifically packed in sanitary sealed cans to prevent premature fermentation. Don't experiment!

RITE-GOOD is sold in

Packages to make 5 gallons (with 3 doz. crown corks) to retail at **$2.25.**

Packages to make 2½ gallons (with 1½ doz. crown corks) to retail at **$1.25.**

WHOLESALE DISTRIBUTORS FOR :

ONTARIO **Ottawa, Kingston, Brockville:** D. Stewart Robertson & Sons
Toronto and Western Ontario: E. B. Nettlefield & Co.

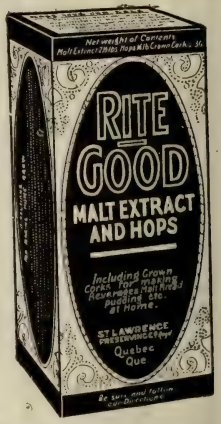
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Quebec: J. B. Renaud & Cie, Inc.
Sherbrooke: C. O. Genest & Sons Co., Ltd.
Three Rivers: J. N. Godin, Ltd.

MARITIME PROVINCES **Halifax, N.S.:** John Tobin & Co.
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SASKATCHEWAN **Regina:** Stockton & Mallinson, Ltd.
Weyburn: Walker Fruit Co., Ltd.
Moose Jaw: Moose Grocery Co., Ltd.
Moose Jaw: Canadian Fruit Co., Ltd.
Swift Current: Swift Current Grocery Co., Ltd.

MANITOBA **Winnipeg, Dauphin and Neepawa:** Rogers Fruit Co., Ltd.

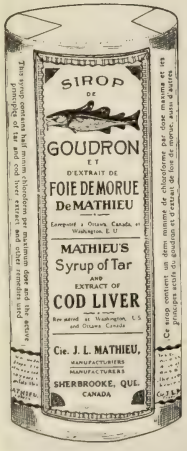
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that contains the MALT and HOPS that makes the BEST BEER

Manufacturers: ST. LAWRENCE PRESERVING CO., Reg'd., Quebec, P.Q.

MATHIEU'S



Syrup of Tar and Cod Liver Extract

40—YEARS

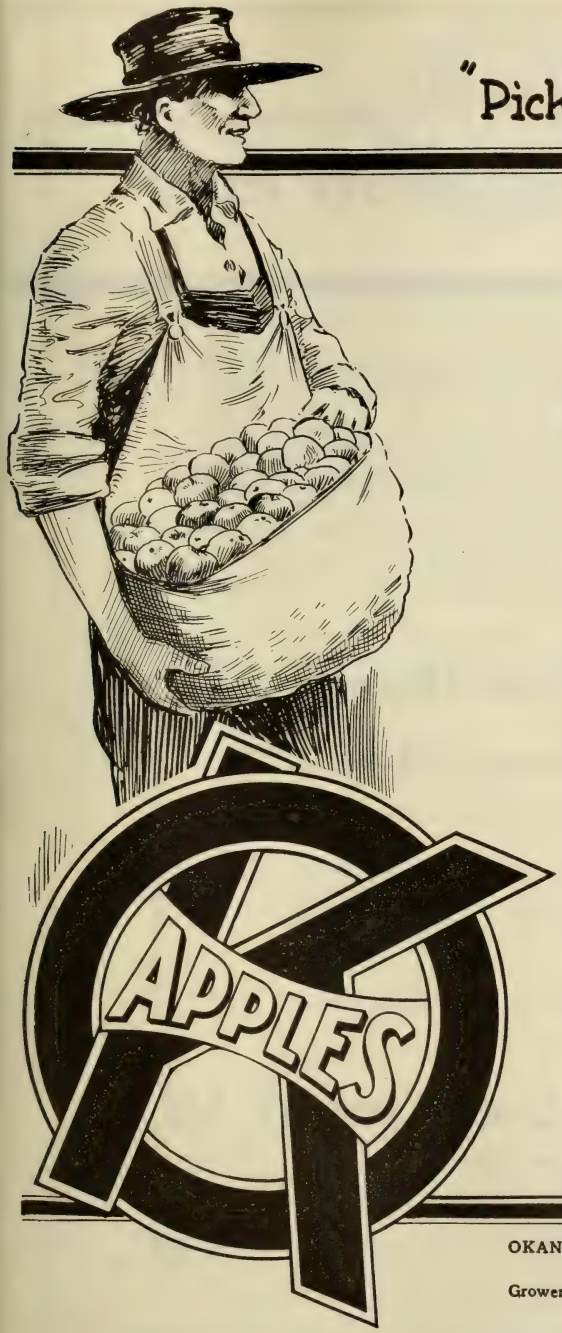
On the Canadian Market

FOR COUGHS, COLDS, ETC.

A BIG SELLER.
Showing a Nice Profit.

Order from your Wholesaler or direct from

J. L. Mathieu Co. *Sherbrooke, Que.*



"Picked with Care"

OUR Pickers handle O.K. Apples with the utmost care, so that you may be absolutely sure of getting those peerless, fine specimens sold only under the O.K. label—

Stock up now!

OKANAGAN UNITED GROWERS, LTD.,
VERNON, B. C.

Growers of the Famous "O.K." Apples and "O.U.G." Soft Fruits.

Direct from



"Sunny Italy"

EVERYBODY who is familiar with the healthy, nutritive properties of Olive Oil knows that for quality nothing equals the genuine Italian Olive Oil. So careful are we of its condition that we import it direct from Lucca in the original metal containers, which, being light-proof, ensure its arrival at the table in the same state of perfection as when packed.

A complete absence of deterioration due to sunlight and change of climate renders this the finest table oil obtainable.

For larger sales and better profits specify

"Vittoria Brand"

Pure Lucca Olive Oil

Present quotations are actually at the original pre-war level.

"VITTORIA" BRAND

12—1 gallon tins, per gallon	$3.50
24—½ gallon tins, per gallon	3.60
48—¼ gallon tins, per gallon	3.75
40—⅛ gallon tins, per gallon	4.25
80—1/16 gallon tins, per gallon	4.75

For those whose customers prefer it in bottles we recommend our

"VERITAS" BRAND

24—4 oz. bottles, per dozen	$2.50
24—8 oz. bottles, per dozen	5.00
12—12 oz. bottles, per dozen	6.00

Order direct or from your jobber

The Charles Ciceri Company, Ltd.

Established 1897

Specialists in Italian Products

84-86 St. Peter Street **Montreal**

The Main Grape Crop is Ready
Tell Your Customers to Preserve Now

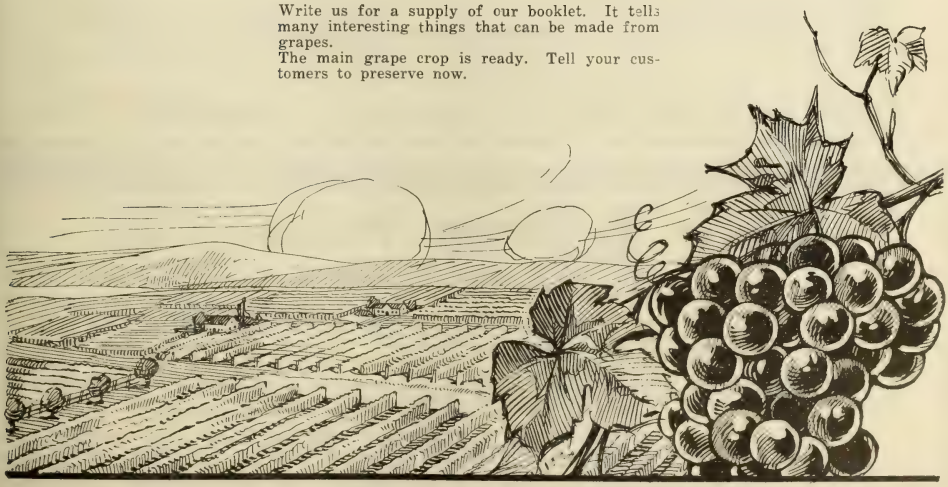
Blue Concords and Niagaras are now being shipped. These are excellent preserving and table varieties. Tell your customers to start making grape jams and jellies, grape juice, etc., now. The housewife who wants to preserve will buy several baskets so this will increase your grape sales. Prices will remain firm.

You can feel sure your customers are getting the finest grapes, carefully packed and graded if the baskets are stamped by the Niagara District Grape Growers, Limited.

NIAGARA DISTRICT GRAPE GROWERS
LIMITED

St. Catharines **Ontario**

Write us for a supply of our booklet. It tells many interesting things that can be made from grapes.
The main grape crop is ready. Tell your customers to preserve now.



Kolacafé

REG'D

Fine Breakfast Coffee

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

Why is THISTLE BRAND FINNAN HADDIE such a remarkable repeat-seller?



If your customers don't tell you, we will. Because it is finnan haddie smoked and cooked so amazingly good that, once people try it, they want it again.

Tippet & Co., Ltd.

General Sales Agents - Montreal

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits"—***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son **Box No. 266** **Stratford, Ont.**

Valuable in Many Ways

An Investment and Business Paper that has a Wide Appeal.

A weekly newspaper that gives you common sense, valuable news and advice concerning investments, insurance, real estate and kindred subjects.

An investment paper that gives, too, every week, exclusive news on national affairs, on business developments and that is so pre-eminent in its field that each issue is widely quoted.

A paper that gives investment and business services that cannot be obtained elsewhere.

Such a paper has a real demand upon your attention. As a business man, as a community leader and as one interested in Canada's political and economic development you will find it worth while. This paper is The Financial Post.

Subscribe to-day. Join the 9,000 other Canadian business men and investors who find The Post so valuable each week. Pin $5.00 to this advertisement, write your name and address on the border and we will send you The Financial Post for one year, 52 issues.

THE FINANCIAL POST 143 University Avenue TORONTO ONT.

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PEACHES
This is the Week
for
PRESERVING
Wire or Telephone
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BRAND
BUTTER AND EGGS.
Foreign and Domestic
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LEMON BROS.
OWEN SOUND, ONT.

L^s Henry
The world renowned Strasbourg
Pates de Foies Gras
in Hermetically Sealed Jars, all sizes.
Genuine
French Bar-le-Duc Jelly
Red and White Currant
full size also individuals.
HENRI JONAS & CO.
Sole Agents
MONTREAL

CANNON'S
GELATINES
Have you tested the product of
the new plant?
They are justly acclaimed
THE WORLD'S PREMIER GELATINES
Samples gladly sent on re-
quest.
CANNON CANADIAN CO. LTD.
Toronto Montreal



Recognized Standard Brands

The grocery trade now enjoys a recognized standard line of

TOILET TISSUES

The housewife appreciates the convenience of being able to obtain at better stores such brands as

"INTERLAKE"—700 sheet roll—just like linen.

"WHITE CROSS"—8 ounce—white, soft, genuine crepe.

"OLD DUTCH"—11 ounce—plain, duplex, manilla tissue.

"BLUE BIRD"—6 ounce—manilla, soft, genuine crepe.

The jobbers recognize value and quick turnover and are offering these brands to the trade.

Full roll samples mailed free on request.

Interlake

Standard Brands of

Toilet Paper

Made in Canada

by

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Limited

Merritton . . . Canada

Head Office: 54 University Ave., Toronto, Canada
Branch: McGill Bldg., Montreal, Canada

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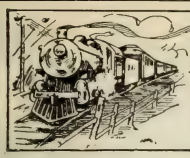
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BUYERS' MARKET GUIDE
Latest Editorial Market News



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60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

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Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng. Agents
W. Y. COLCLOUGH, 259 Kingswood Road, Toronto, Ontario. Phone Beach 2170.
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OPPENHEIMER BROS., LTD., Vancouver, B. C.
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OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

READER'S NOTICE
Regarding
CHANGE OF ADDRESS
A Request For Change of Address must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

PERSIAN DATES WILL BE A HEAVY CROP

"The new crop of Persian dates will be very large," says a despatch. "The packing began in Basrah on the third of this month and is progressing rapidly. With Hallowi dates arriving a month earlier than last year and the country bare of stock, a very heavy sale is expected this fall, especially so as prices are going to open very much under those of last year. A small cargo of native packed dates is expected to arrive in New York early in November and it is believed prices are now being made by the owners of this cargo. Stocks of old Sayers are now exhausted."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

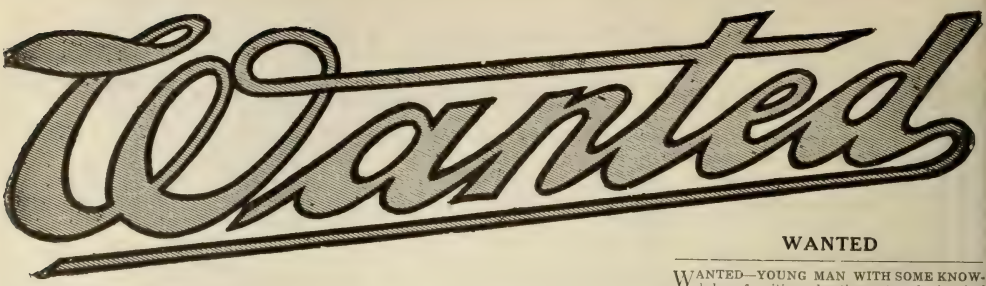
Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. E. Barnard, 974 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1277
LONDON, ONTARIO

When Answering Advertisements Mention Canadian Grocer

When Writing Advertisers Please Mention CANADIAN GROCER

Opportunities are Offered Every Week On This Page.
Are you making use of them?



Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

MANUFACTURERS' AGENTS

MANUFACTURERS' AGENTS — CANADIAN, 25, former Sales Manager for U. S. Manufacturer in Canada, with all round business experience here, New York and Philadelphia, desires position as assistant to Sales Manager, Correspondent or Stenographer as stepping stone to salesman's position. Box 256, Canadian Grocer, 153 University Ave., Toronto, Ontario.

When writing to advertisers kindly mention this paper.

THE "WANT" AD.

The "want ad." has grown from a little used force in business life into one of the great necessities of the present day.

Business men nowadays turn to the "want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The "want ad." is the great force in the small affairs and incidents of daily life.

WANTED

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

POSITION AS MANAGER, LARGE GROCERY department or sales manager, wholesale Grocery concern. Sixteen years' experience, 37 years old. Executive organizing ability. Box 252, Canadian Grocer, 153 University Avenue, Toronto, Ontario.

FOR SALE

FOR SALE: Two grocery stocks and businesses. Will sell separated. Modern fixtures in both. No. 1 store turnover fifty thousand a year. Carrying between 4 and 5 thousand dollar stocks. No. 2 store turnover twenty thousand a year, carrying about 12 hundred dolla- stock. Both are well located. Will rent fixtures and stores. Good reasons for selling. Apply to owner of business and buildings. A. E. Stirling, 188 Park Street, Chatham, Ont.

FOR SALE—GENERAL STORE BUSINESS IN one of the best towns in Alberta, important railway terminal, stock of about 30,000.00 in excellent shape. Business a good live growing concern, suitable reasons for selling. Box 254, Canadian Grocer.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited. Sumach St., Toronto.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to nearest office. The offices are: 314 Carter Cotton Bldg., Vancouver; 901 Confederation Life Bldg., Winnipeg; 153 University Ave., Toronto; and Southam Bldg., 128 Bleury St., Montreal.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Cheque Enclosed is Money Order for $4 (four dollars) for 52 copies, one each week.

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(Write plainly.)

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Instant Sellers—
Constant Repeaters

Bodley's Fine Cake

They have been profit makers for the up-to-date grocers who have displayed them where buyers can see them.

Rich in flavour, made with the very finest ingredients—they satisfy the most critical taste.

You are neglecting a profitable turnover if you are not selling Bodley's Fine Cake and Chocolate Specialties.



C. J. BODLEY, Ltd.

99 Ontario St. - Toronto





It's easier to increase a customer's order than get another customer

WHEN Mrs. Jones is dealing with you regularly you get her confidence and she accepts your suggestions because she trusts you. That is easier than getting Mrs. Brown to buy from you when she is in the habit of dealing elsewhere. So hew to the line. Tell the Mrs. Joneses about

KLIM

Open up a new avenue of profit. Make yourself headquarters for milk. KLIM will prove a boon to these women and the profits on the sales can be yours for your interest. Your wholesale grocer can supply you.

CANADIAN MILK PRODUCTS LIMITED

10-12 St. Patrick Street, Toronto, Ont.

319 Craig St., W. Montreal, Que.

428 Main Street Winnipeg, Man.

British Columbia Distributors: Kirkland & Rose, 130 Water Street, Vancouver

The Accuracy that Pays

YOU know you're getting every cent of profit due you! SHE knows she's getting every ounce she's paying for!

Why?—he uses a

DAYTON!



We also make the International Recording Door Lock and Autograph Recorder—the finest protective system that any business can have. Write us for descriptive literature.

The Dayton is sold on attractive monthly payments. Discount for Cash.

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THE DAYTON IS MADE IN CANADA

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
The Largest Circulation of any Trade Paper in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE : TORONTO, ONT., SEPTEMBER 29, 1922 No. 39

Constructive Suggestions



"Sealshipt Oysters"
In Glass Jars

Too frequently the intelligence of the consuming public is underestimated with the consequent loss to the merchant not only in volume of business but prestige.

It is a fundamental truth that a reasonable variety of food is necessary to the health of a civilized people. Oysters are particularly valuable as an APPETIZING VARIANT OF THE DIET.

Oysters are WITHOUT WASTE, EASILY DIGESTED, WHOLESOME, and PALATABLE as well as having substantial value in point of nutriment and it behooves the merchant to suggest foods that have such merit.

In addition oysters are a seasonable food and there has been a long period of non-supply which will emphasize the zest with which the consumer will take to them.

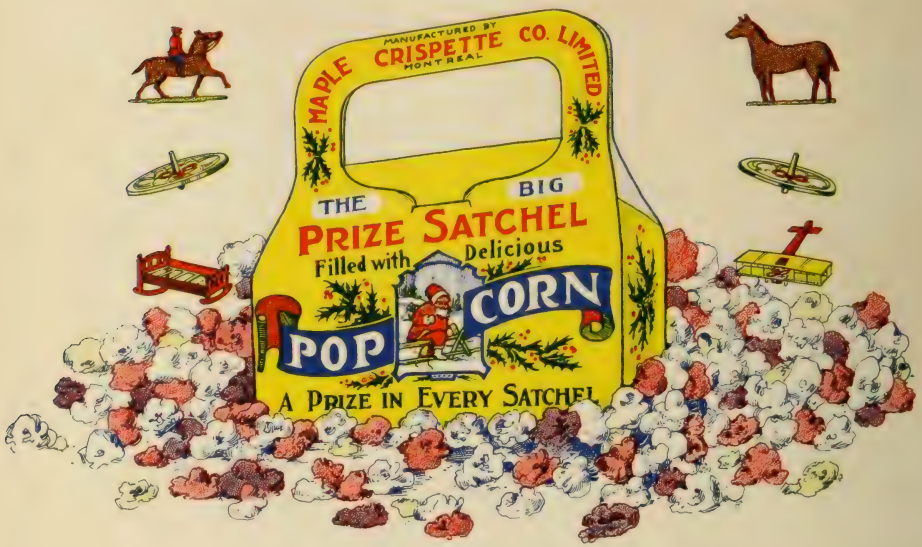
CONNECTICUT OYSTER CO., LTD.
"Canada's Exclusive Oyster House"
50 JARVIS STREET - TORONTO

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of Report will be sent on request to anyone interested.

A New Maple Crispette Product

A Prize in Every Satchel

A NEW Xmas Box with the sweetest Multi flavored and Tutti Frutti colored Pop Corn.



which will be the best selling XMAS LINE for the coming Holiday Season.

NOTHING AS GOOD in a 5c line has ever been offered for the Xmas Season and we recommend you ordering your anticipated requirements AT ONCE from your Jobber.

Stocked by all Wholesale Grocers and Confectioners in Canada, England, Australia and France.

Place your order to-day to insure your supply.

Remember the Sales Will Be Enormous

Maple Crispette Co., Limited

—MONTREAL—

H. P. PENNOCK & Co., WINNIPEG - Prairie Representatives
E. H. ROWNTREE Co., VANCOUVER - B.C. Representatives



SATISFACTION

Leaving a trail—

The dealer who stocks DOMINION MATCHES knows full peace of mind —No danger, No complaints.
--Good Profits!

They leave a trail of satisfaction

Manufactured by THE DOMINION MATCH Co., Limited, Deseronto, Ont.

DOMINION MATCHES

S. C. MOORE, 285 Kent St. E., Charlottetown
ANTONIO EMOND, 2 St. Joseph St., Quebec City,
WALTER WOODS, LIMITED, Winnipeg,
J. A. TILTON, Limited, St. John
HUDON, HEBERT & CO. Limited, Montrea
SMITH, DAVIDSON & WRIGHT LIMITED, Vancouver

MACDONALD'S



The Tobacco with a heart

The Meaning of Tobacco VALUE

The reason why Macdonald's Tobacco is so overwhelmingly preferred by Canadian smokers is the same reason why it proves so attractive to the retailer. That reason is **VALUE.**

Value, to the smoker, means "More Tobacco for His Money"—to the retailer "More Money from His Tobacco." There really is more money in Macdonald's for the man who sells it—largely because there is more tobacco in Macdonald's for the man who buys it.

Ads that will not be ignored are insisting that you stock up on "The Tobacco with a Heart."

The season for making of

ROBERTSON'S
WILD BRAMBLE JELLY

has now commenced and the price will be right.

There are only two places in the world where the *Wild* Brambles flourish and from which *real* wild Bramble Jelly can be made. These places are the Wild Highland Glens of Scotland and the North of Ireland.

From both these places Messrs. James Robertson & Sons, of Paisley, Scotland, get their supplies of Bramble berries from which their famous *Wild* Bramble Jelly is made. There is no other so called Bramble Jelly on the market that can compare with Robertson's. It is the real article.

Mr. Grocer, be sure you order Robertson's *Wild* Bramble Jelly and take no substitutes. Shipments are now on the way from the new pack. Ask your Wholesale House for your requirements.

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THE SMITH BROKERAGE CO.,
St. John, N.B.

C. & J. JONES, Winnipeg,
Western Agents, including British Columbia.

The corn everyone is asking for

AYLMER BRAND

Golden Bantam Corn
with the new Label

This popular variety of corn is now available in Aylmer Brand Quality. It comes in a new can with an attractive label that makes a fine display on the shelf or in the window. Aylmer Brand Golden Bantam Corn is furnished in No. 2 cans or on the cob in special No. 2½ cans.

Order from your jobber now and be ready for winter demand. As our supply of this variety is limited we suggest placing your order early.

DOMINION CANNERS, LIMITED

HAMILTON - - - - CANADA



The Only Way

To give your customers the best mixed cut peels is to sell them

Saxonia Brand

sealed in air-tight half and one-pound cartons that all the delicious flavor and moisture of the fruit is retained. The peel is finely cut ready for use.

Feature Saxonia Brand and get bigger sales in peels and preserved fruits.



They Always Please

Saxonia Brand Fruits

If you want the very best Candied, Glace, Crystalized and Drained Citron, Lemon and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc., ask for Saxonia Brand. Every wholesaler has them in stock.

Saxonia Fruit Preserving Co., Limited

First Ave. and Ernest St., Montreal, Que.

Sole Agents for Canada, **The John T. McBride Co., Limited**, 189 St. James St., Montreal.

N. D. G. Grapes Now At Their Best

The grape season is at its height. The Blue Concords, White Niagaras and Red Rogers from the famous Niagara Peninsula are unrivalled for flavor and quality. Tell your customers to make their jams, jellies, grape juice, etc., now. This is a good way to increase your sale of grapes because the housewife who is preserving will order several baskets.

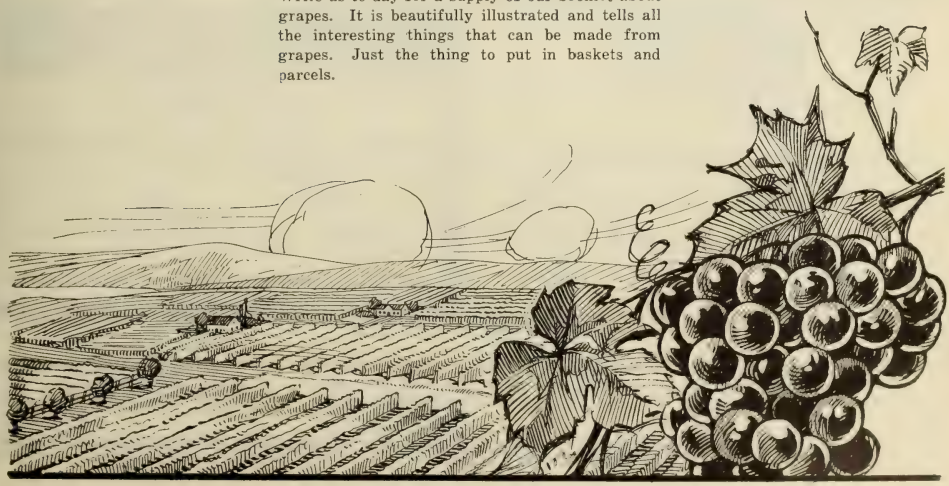
Ask your jobber for grapes with the Niagara District Grape Grower's stamp. This stamp is a real sales asset because it assures you and your customers of better grapes, carefully graded and packed.

Order through your jobber.

NIAGARA DISTRICT GRAPE GROWERS
LIMITED

St. Catharines - Ontario

Write us to-day for a supply of our booklet about grapes. It is beautifully illustrated and tells all the interesting things that can be made from grapes. Just the thing to put in baskets and parcels.



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WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.
Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER



½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.
5

CARLING'S

"REDEMIXT"

MALT and HOP SYRUP

No Boiling — No Odor
GROCERS — DRUGGISTS

If you are looking for a line that will give a good repeat order business try Carling's.

CARLING DISTRIBUTING AGENCY, LONDON, CANADA

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Manufacturers' Agent and Grocery Broker
Warehouses and Distributing
275-77-79 King St. West, Toronto
Centrally located. Railway Siding.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

This Space is Yours for $2.20 on Yearly Order

Kolacafé REG'D
Perfection in a Coffee Cup.
If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

$5 May Save You $500 or $5,000!

You work hard for the dollars you save. Properly invested they can be made to work hard for you. But they must be properly invested.

If you feel the need of a guide to show you how to invest your money to bring you the biggest return consistent with safety; to show you how to avoid the pitfalls of investment; you need THE FINANCIAL POST.
It will give you a personalized investment service. Its articles every week will tell you what you want to know about investing. Its discussion of current business and national problems will give you a new angle on economic and political questions. You will have too all the privileges of the Investors Inquiries Department. You may ask as many questions as you like about your own investment and financial problems—the standing of your broker, and the analysis of particular securities, insurance problems, etc. This service is free to all readers.

Stop losing money on bad investments. Invest $5 now where it may save you $500 or $5,000. Pin a $5 bill to this ad. (or your letterhead), write your name and address and we will send you THE POST for one year (52 issues).

THE FINANCIAL POST 143 University Ave. Toronto

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Pois et Feves — Produits Alimentaires
Importers & Exporters — Peas and Beans — Food Products
17 ST. PAUL EAST MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
Grocery Brokers
Manufacturers' Agents
11 St. Sacrament St., Montreal

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

When Writing to Advertisers Kindly Mention This Paper.

EUREKA REFRIGERATORS
are full of
QUALITY, SATISFACTION and ECONOMY

This statement is easily proved by asking the man who owns one. Here is an extract taken from a letter we received on September 2nd, 1922:



—"I assure you the 'Eureka' is the one I will get, having had wonderful satisfaction out of the one I had before." (The name of this satisfied customer will be given on request.)

He is a man who comes back to us when he wants honest, dependable refrigeration as he knows, from his own experience with the Eureka, that no other make is as good.

Write for free illustrated literature or for our experts to call on you to talk over your particular refrigeration requirements for next season.

Eureka Refrigerator Co., Ltd.
Head Office and Factory: OWEN SOUND, Ont.



The Name
Stickney & Poor

stands for standard products that can be relied upon and will satisfy your customers. To be sure of getting these reliable goods specify Stickney & Poor's when ordering from your jobber.



Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old — Century honored 1922
HALIFAX
Mustard — Spices — Seasonings

When Writing Advertisers Please Mention CANADIAN GROCER

The Fall Social Season is in Full Swing and That Means Big Sales for

CHRISTIE'S
QUALITY SLAB CAKES

CHERRY
CAKES
SULTANA
CAKES
FRUIT
CAKES

There are few cakes that have proven so popular everywhere they have been introduced, as **Christie's Quality Slab Cakes.**

These delicious cakes are as tempting in appearance as they are delightful in flavor—they're just the kind a particular hostess would feel proud to offer her guests.

During the Fall and Winter social season your customers will be looking for such dainty cakes. You can add much to the profits of your cake department it you feature a good display of Christie's Cherry Cakes, Sultana Cakes and Fruit Cakes—a trio of live sellers that are hard to equal.

Cherry Cakes in 5 Pound Slabs.
Sultana and Fruit Cakes in 7 Pound Slabs

CHRISTIE, BROWN & CO.
LIMITED

TORONTO, CANADA



Another High Class Grocer Recommends Acadia Sugar

A. Dionne Son & Co., Grocers, 581 St. Catherine St., Montreal, have lately added *Acadia Sugar* to their high class stock of merchandise, and are now pushing sales of this well known brand of sugar. Dionne Son & Co. have been catering to the High Class trade in Montreal for 25 years and pride themselves on the Quality of Merchandise they sell. Their beautiful window display of *Acadia Sugar* in attractive packages decorated with fresh cut flowers lends itself to the occasion, reminding the public to use the best sugar at this particular time of the year. The display is a fine one, and much credit is due Mr. J. Daly, the Store Manager who spent time and thought in working out a display that has drawn the attention of thousands of people passing this busy corner. Acadia has stood for Quality and a fair deal to the Grocer, and to-day in all parts of Canada Grocers are behind this well known brand of Sugar securing new customers and extra profits.

Are You Selling Acadia Sugar?

Acadia Sugar Refining Co. Ltd.

MONTREAL ~ HALIFAX

"Biscuits as They are Made in England"



ANNOUNCING THREE NEW

WESTON ENGLISH TYPE BISCUITS

Weston's English Type Biscuits have proven the equal in every way of the world-famed English lines, yet their price is but little higher than ordinary biscuits. "Meltos Cremes" and "Melt in your mouth," the first **Weston English Biscuits** to be introduced a short time ago, have already proven sensational sellers and fast repeaters.

Their wide spread popularity is bound to insure an instantly favorable reception for these three new delicious dainties.

"English Arrowroot"
"Custard Creams"
"Panto"

English Arrowroot a superior flavored biscuit with the original arrowroot flavor retained in an old English recipe. Panto Biscuits are thin and wafer like with the rich flavor of old-fashioned Scotch Shortbread. Custard Cremes are delicious creamy delicacies made from an English recipe.

All Weston English Biscuits are made in one of the most modern plants of its kind in Canada. You'll find them just a little better flavored, just a little faster sellers, and their profit margin is excellent.

GEORGE WESTON LIMITED

COR. RICHMOND AND PETER STS., TORONTO

BRANCHES

Ottawa Montreal Halifax Quebec

W

"The Taste will Tell"

ROSE BRAND



CPC

Today's Housekeeper Buys with Intelligence

THE modern housewife has abandoned old "hit or miss" methods of choosing foods. She is educated to know quality and she is determined to have what is good.

ROSE BRAND Products protect the dealer and satisfy the woman who knows. Should any doubt arise in the mind of the buyer you have only to point out the label ROSE BRAND—we do the rest.

Be sure your stock of ROSE BRAND products is complete.

Canadian Packing Co., Limited
TORONTO

Packing Houses—
Brantford
Toronto
Peterboro
Montreal
Hull

Branches—
Fort William
Sudbury
Sydney, N.S.
Charlottetown, P.E.I.
Winnipeg, Man.

H. P. PENNOCK & CO.

LIMITED

WINNIPEG

take pleasure in announcing that they have secured the account of

THE MAPLE CRISPETTE CO.

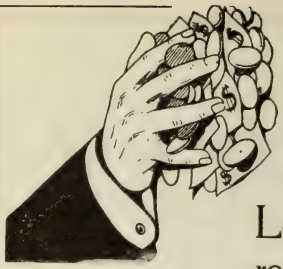
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MONTREAL

for Alberta, Saskatchewan, Manitoba and Ontario from Port Arthur West, for their famous and well known products.

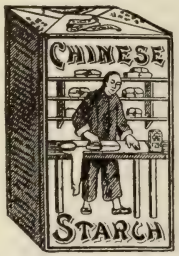
ORDERS FROM THE TRADE SOLICITED

See inside front cover for new Xmas line. Stock carried in Winnipeg.



BIG PROFITS SELLING OUR PRODUCTS

Look over our list—pick out what you require—send in your order—you'll find our prices interesting



A Staple Article in Every Grocery Store

Chinese Washing Powder
Corn Starch
Ocean Blanc Mange Powder, Assorted Flavors
Self-Raising Flour
Ocean Liquid Blue
Ocean Borax
Chinese Cleanser
Pure Soap Flakes
Petrolatum

French Mustard packed in Queen Fruit Jars, 6 oz. Tumblers, 8 oz. Jars

Agents :

Hamilton: D. W. Fee; **Toronto:** Harry Horne Co.; **Winnipeg:** Farley Myers, Ltd.

OCEAN MILLS LIMITED - MONTREAL



"Arm & Hammer" Brand
--the handy way to sell

Sal Soda

Put up in cartons of 2½ pounds each

Your customers will appreciate this handy method of buying this well-known brand of Sal Soda just as much as you will appreciate the big saving in time over the old way of weighing, wrapping and tying. Ask your wholesaler to send "Arm and Hammer" Brand then you'll be sure of satisfaction.

Church & Dwight, Ltd.
Montreal

Grocery & Meat Business For Sale

$200,000 TURNOVER

On one of the best corners in the city of Montreal.

Refrigeration plant in connection. Owner retiring on account of ill-health. A money maker for a live man.

Apply Box 8, CANADIAN GROCER
128 Bleury St., Montreal

READERS OF CANADIAN GROCER

Please write to our Editor at any time regarding any matter upon which you wish information.

The Editor,
CANADIAN GROCER,
153 University Ave.,
Toronto, Ont.

Do you need converting?

"The analysis of our 1921 business," a merchant recently wrote in Printers Ink, "placed before me unanswerable dollar and cents arguments in favor of advertised goods."

RED ROSE TEA is nationally advertised and sold. If you would establish your tea business and see it grow steadily and successfully—

You'll sell RED ROSE TEA!



T. H. ESTABROOKS COMPANY, Limited

St. John, N.B. Montreal Toronto Winnipeg Calgary

NU-JELL
"THE PERFECT JELLY POWDER"

THIRTEEN FLAVORS
All Lucky Ones

AND EVERY ONE DELICIOUS



THE PERFECT JELLY *of* EXQUISITE FLAVOR
LET *NU-JELL* BE YOUR GUIDE



***NU-JELL* costs no more than ordinary Jelly Powders and it is a wonderful seller**

Made by THE HARRY HORNE CO. LTD. *Toronto*

Makers of Harry Horne's Famous and Delicious "DOUBLE CREAM" CUSTARD

GIBSON, PATERSON LTD., WINNIPEG AND VANCOUVER



Turnover—

The Successful Merchant's Secret

Grocers seldom realize that a high percentage of profit on tea does not always mean that it is profitable to handle that tea.

Profit on tea is made **only when the tea sells.** Most teas that do not sell have to allow a high profit to induce the grocer to stock it.

The sales of "SALADA" are so tremendous, and the profit on the turnover so steady and assured that the wise merchant

Makes Money With

"SALADA"

ORDER NOW

Every pound is guaranteed to sell or the full purchase price will be refunded. Freight is prepaid on all orders of 60 lbs. or more.

For "Quality"



THERE IS AN ADDED PROFIT IN THE PLEASED CUSTOMERS THEY MAKE FOR YOU.

Few items are used so frequently—"Quality" counts and Maple Leaf Matches pay far above the usual profit.

THE CANADIAN MATCH CO., LTD.
Toronto MONTREAL Winnipeg

CANADIAN GROCER

Vol. XXXVI TORONTO, SEPTEMBER 29, 1922 No. 39

Smyrna Dried Fruits Will be Scarce

Military Situation in the East Brings About Strong Position in Dried Fruits—Sultana Raisins and Figs Will be in Small Supply, and Grecian Currants and California Raisins Are Strengthened as a Result

TORONTO, Sept. 27.—"The destruction of Smyrna and the military situation in that district have upset all theories and calculations as to the probable course of dried fruit markets," Mr. Watt, of Watt and Scott, importers of foreign food products, Wellington Street, this city, told a representative of Canadian Grocer this week.

"The immediate effect of hostilities was the complete cessation of all business with Smyrna, which is the port of shipment for Turkish figs and Sultana raisins," Mr. Watt continued. "This occurring just at the commencement of the new season will prevent any figs or Sultana raisins except the very small quantities that got out before the end of August, reaching this market. The trade is consequently compelled to look to other sources for such fruits.

Effect on Grecian Currants

"The indirect effect is soon seen in other markets," Mr. Watt commented. "Currants of Greece which had already advanced very sharply on account of the restrictions on export by a 'retention' of 35 per cent. as compared with a former 20 per cent., immediately strengthened, and to-day's quotations show an advance from the August figures of 25s. per cwt. or 5 cents per pound."

Asked as to the situation in figs, Mr. Watt stated that this market was similarly affected, though not to the same extent in the other fig producing countries, to which the business was transferred.

The Valencia raisin market in Spain, owing to the withdrawal of the competition of the Turkish Sultana crop, has advanced 15s. per cwt.

European Markets Hard Hit

The effects generally on European markets being deprived of Sultana raisins are much greater than Canadian importers think, because the Turkish Sultana, the raisin used extensively by the baking trade, is of much less relative importance here than in Great Britain and some other countries where the Sultana raisin is the staple dried fruit of the trade.

The most important shipper of Sultana raisins and figs to this country is an old resident of Turkey, Mr. Watt told a representative of Canadian Grocer, but a French subject. A cable received from Athens states that he and his family are safe at that place, also that his office and stock are intact. He reports his departure from Athens last week for Smyrna to look after his interests there. But for Canadian and American markets nothing can be done in time for the holiday trade.

These Firms Suffer Severely

George G. Yorke, wholesale grocery broker, Portland Street and Queen Street West, Toronto, represents two firms that have suffered severely as a result of the conflict in Turkey. These firms are Joseph Travers & Sons, Ltd., London, England, and Leon Dracopoli & Co., Smyrna. Mr. Yorke has been advised that the plant and offices of the former concern in Smyrna have all been destroyed, and the representatives have escaped to the Isle of Patmos. Of the latter firm, both father and son have been killed and information received indicates that everything has been lost. Leon Dracopoli & Co., had been packing in Smyrna since 1900, and were looked upon as one of the biggest concerns of their kind.

"I think there is little chance of getting any dried fruits from Smyrna for some time," Mr. Yorke told a representative of Canadian Grocer. "There was a wonderful crop of Sultans and also of figs, but there seems little likelihood of securing supplies on this market, at any rate, not in time for the holiday trade. The result of this situation has been that Grecian concerns have withdrawn prices on currants, and quotations on California raisins and figs will likely go up."

Mr. Yorke advises buyers not to become panicky. The California crop, he states, is a heavy one, and the Greek crop is average. Then again he points out that when this trouble subsides there may be a lot of Sultana raisins and figs unmarketed, and which will then come out.

* * * *

Higher Prices on California Fruits

Montreal, Sept. 27.—(Special)—Local wholesale grocers and importers of dried fruits are agreed that the disaster to the crop of raisins and figs in Smyrna and the surrounding country will mean higher prices on figs and raisins coming from other parts, particularly those from California. A report from Fresno states that wholesale prices on figs and raisins grown in California were increased late last week.

Bleached Raisins Sold Out

Alex. McLeod, manager of the Sun Maid Raisin Co., Ltd., of Canada told Canadian Grocer representative that his company in the United States was entirely sold out of bleached raisins and that last week they were forced to turn down an order for 150,000 cases of sun bleached raisins for shipment to Europe. He also stated that the demand for export was this year heavier than the total demand from Canada and the United States together. On this line they had been forced to withdraw from the market and prices on other grades were advancing.

A Good Crop Insufficient

Although California has this year a good crop of raisins the supply is insufficient to meet the demand, in view of the fact that the world is short the crop expected from Smyrna. Up till a month or so ago America and Europe were looking

for a big supply of raisins and figs with easy prices, but in recent weeks a large part of this supply has disappeared and prices have soared. To add to this, wholesalers and retailers all over the world have been holding off awaiting a lower price in view of the big crop, and now with the suddenness of an avalanche a huge demand for supplies has come down upon the few sources of supply.

Do Not Expect Shortage

While the market will be exceedingly strong and void of supplies in some particular grades, it is expected that in the main, Canadian wholesalers will have supplies of raisins sufficient to meet the moderate demands of their customers. Mr. McLeod stated that he was able to look after the wants of wholesalers in Montreal and district and that he did not expect a severe shortage.

There are supplies of figs from Spain now on their way to Monttreal and local brokers expect to be able to meet the local demand for cooking figs, but table figs will be short. California has some supplies but they will be insufficient to cover the demand. There is no doubt that the prices will be high. New York dealers are already seeking stocks in Montreal and endeavoring to corral all available stocks.

First and Probably Last Shipment of Smyrna Figs Arrive

Montreal.—The first shipment of this year's crop of Smyrna figs arrived in Montreal this week on the S. S. Cedric. It consisted of a few cases which were quickly picked up at 30c. a lb. There will be another shipment come to Boston in the course of the next week but these, too, have already been booked. Importers do not expect any other shipments this season and the prices are due to advance further. One importer expressed the opinion that the price would go as high as 45c. a lb. wholesale this fall. Currants have advanced also and are quoted now at 17½c., New York basis.

New Pack of Canned Tomatoes Should Retail 15c Per Tin

Montreal.—Armand Chaput, president of the Wholesale Grocers' Association of Canada and general manager of the wholesale grocery firm of L. Chaput Fils, Limited, Montreal, in conversation with Canadian Grocer representative stated that in his opinion the price on the new pack of tomatoes this year would be 15 or 20 cents a dozen lower than that of last year, being about $1.30 per dozen less 5c. He also stated that he had taken up the matter with canners and strongly advised them to set the price sufficiently low that the retailer may this year sell the 2½ tins at 15 cents. At this price, he explained, the demand should be greater and the canners, brokers, wholesalers and retailers would find little difficulty in marketing the whole pack and ending the year with a clean sheet if the price to the consumer is kept down. Mr. Chaput also stressed the importance of the co-operation of the retail grocery trade in bringing the prices down once the new quotations have been made.

"No Justification for 'Cuts' Being Made in Granulated Sugar"

Montreal.—The Atlantic Sugar Refineries this week took the initiative in another decline in the price of granulated sugar making the refiners' quotation $6.75 per 100 lbs., ex-store. Other cuts have been made to meet the competition and the sugar market is unnaturally weak.

Armand Chaput, president of the Canadian Wholesale Grocers' Association, in discussing this question with a Canadian Grocer representative said: "There is no hope of stability in any of the grocery lines until erratic price cutting is eliminated. There is no justification for the cuts that have been and are now made in granulated sugar. The wholesale grocers must stand back of the refiners in maintaining the list price. This cutting only wrecks the confidence of the retail trade, not only in sugar but in many other lines. Not till the price of sugar is firm once more or there is an advance will the retail trade buy freely once more and have confidence in the market. Cutting not only in sugar but in any other line must be discontinued."

Maple Syrup and Maple Sugar Will Not Be Affected

Granby, Que., Sept. 25. (Special).—Maple syrup and maple sugar prices are advancing, with a shortage of the pure sugar on the market. Few dealers have any sugar to sell. The demand this year has been heavy both for the Canadian trade and for export. At the same time the production of this year was small and supplies were quickly exhausted.

Quality Particularly Good

C. P. Macdonald, president of the United Maple Products Ltd., Granby, informed Canadian Grocer representative that the quality of the sugar was this year particularly good although the run was small and for that reason, to some extent at least, the increased demand for home consumption may be attributed. The buyers of maple syrup and sugar had underestimated the home needs this year and permitted the export of such quantities that left an inadequate supply for the fall requirements. Now the price is advancing and in a wholesale way maple sugar is selling at 28c a pound.

U. S. A. Tariff Change

Speaking of the one cent advance in the U. S. A. tariff on maple sugar and maple syrup Mr. Macdonald said, "It will have little or no effect upon Canadian prices or sales. The United States must have our sugar and must pay the price and the tariff. Their own production does not begin to meet their requirements. Furthermore the four cent duty is just what was levied some years ago. At that time those industries which required Canadian maple sugar sought to have the duty wiped out entirely. It was therefore agreed that each year one cent would be subtracted from the duty until it was eliminated. In 1915 the tax was reduced to three cents and there it remained. The other subtractions were forgotten. Now, however, the one cent is replaced on the tax and once more the Americans must pay four cents duty on Canadian sugar. As far as I can see it will have no effect on this market, either in hurting sales or in advancing the price. The Americans will buy all we can spare them."

SHORT POSTAGE ON LETTERS FROM CANADA

In recent issues of the Commercial Intelligence Journal the attention of Canadian firms was directed to the fact that letters were being posted from Canada to addresses in the Straits Settlements and in the British West Indies with short postage. Douglas S. Cole, Acting Trade Commissioner in Glasgow, writing under date September 4, 1922, states that several Scottish and Irish correspondents of the Glasgow office have mentioned in their letters that Canadian firms are in the habit of sending their letters insufficiently stamped with 3 cents instead of 4 cents. It should be specially noted that the rate of postage from Canada to places within the British Empire is 4 cents for the first ounce, and 3 cents for each additional ounce or fraction of an ounce. The receipt of letters insufficiently stamped is inclined to create an unfavorable impression in the minds of the recipients overseas, and one that is prejudicial to the extension of Canadian export trade.

WINNIPEG R. M. A. AND EARLY CLOSING BY-LAW

Winnipeg, September 27.—A meeting of the early closing regulations committee was held the other night in the offices of the Retail Merchants' Association. The meeting considered the action of the city council in connection with the enforcement of the by-law, which was entirely satisfactory to the committee.

Minimum Weights in Poultry Shipments Are Now Reduced

Montreal. Sept. 27 (Special).—At a meeting in the offices of the Canadian Freight Association, Shaughnessy Building, to discuss with the Freight Classification Committee the proposed classification ratings on live poultry in the new Canadian freight classification No. 17, a reduction of 3,000 pounds in the minimum weight was granted and this now stands at 15,000 pounds with third-class rating for live poultry.

Among those present were, H. R. Gray, of Gunn & Langlois Co., Ltd., Montreal; G. R. Wilson, Poultry Promotors, New Brunswick; O. R. Jones, Poultry Promoters, Prince Edward Island: Geo. T. Seymour, Representing Producers of Prince Edward Island; W. A. Brown, Live Stock Branch, Ottawa; John S. Porter, Toronto; L. L. Cooke, Live Stock Branch, Ottawa; A. Raymond, Poultry Promotor, Quebec; R. Beauchamp, Manager Quebec Farmers' Central Co-operative.

This reduction in the minimum rate will have the tendency to ease market prices for this fall since there are large supplies of poultry ready for the market this year and the United States market is practically closed to Canadians on account of the increased tariff. Poultry dealers are anxious to encourage the farmers to ship live poultry to the big centres since in their opinion this class of poultry can be marketed more economically than the dressed poultry. H. R. Gray, manager of Gunn & Langlois, Ltd., Montreal, pointed out to a Canadian Grocer representative that when the farmers send in dressed poultry to the market there is a great variety of styles of dressing and no semblance of uniformity. Shipments by express are costly and increase the price at which the poultry must be sold on the market and therefore tend to cut down sales. Since the reduction in the minimum car rates has been granted it is also expected that for the same reason dressed poultry will be easier in price this fall. There is also a danger of shipped dressed poultry from country points to the city during the warm weather and losses through this mode of shipment tend to increase the cost of marketing. Local poultry dealers express satisfaction in the reduction granted by the Freight Classification Committee.

Proper Handling and Care of Potatoes in Retail Stores

Ottawa, Sept. 23. (Special).—Retail grocers and others having to do with the handling of potatoes will find much useful information in the following advice with respect to proper storage methods, contained in a recent bulletin by the Dominion Horticulturist:

"In the first place potatoes should be stored as far as possible in perfect darkness in a cool, well--ventilated cellar. Instead of heaping the potatoes against the wall slats should be nailed, a little apart, about six inches or more from the wall. A temporary floor should also be laid about a similar distance above the permanent floor with cracks between the boards. This plan will permit air to circulate under and through the pile.

"If large quantities have to be stored and the piles have to be made very large, square ventilators formed of slats and running from the top to the bottom of the heaps can be placed here and there, which, with the ventilation derived from the spaces below and at the sides, will keep the potatoes in far better condition than if they are packed solidly.

"Another plan for storing the tubers is to put them in large crates made from slats with small interstices between. The temperature is an important point. While every precaution should be taken against frost, the heat should not exceed from 33 to 35 degrees F.

"A further matter of importance is to provide some means of letting in cool air when spring is at hand to prevent sprouting. The best method is to let the cool air in at night and keep the cellar closed during the day."

Short Course for Export Managers in Universities

A short course for export managers will be given by Toronto University during the week of Jan. 15, 1923. The week following McGill University will give the same course for export managers in Montreal and eastern cities. These lectures will deal with geography, products and natural resources of different countries, trade routes, cycles and currents, trade news, international commercial laws and economics.

The idea was originated by the University Extension of Toronto University and is designed to help export managers of the various manufacturing and merchandising firms in Canada by establishing a short course in the subjects affecting their business, similar to the courses given in the past two years for journalists and for farmers.

If this course meets with the favor of those for whom it is instituted it is the intention of the two Canadian universities to continue the short course each year. The lectures will be given by prominent men well versed in the different topics pertaining to the subject of exportation and importation.

INCREASING TURNOVER BY HAVING A FISH DEPARTMENT

THE season having arrived when cooler weather can be expected, it is up to the retail grocer to "push" those lines that are seasonable, and for which your customers are looking. One of these is fish. At this time people begin to eat more fish, and the merchant who is devoting some of his sales effort to selling more fish will find it profitable. Oysters, as well as the fresh and smoked varieties, are good sellers, and a fish department, it will be found, can work in very well with groceries, to the benefit of both.

Canadian Grocer in the first issue in October will devote considerable space to articles dealing with what grocers have done in the way of selling fish. How sales have been built in this line, what methods are used to increase turnover, will be included, and will be found helpful to the retailer who seeks ways of achieving a greater revenue.

Other issues in October will feature articles of real merchandising value to the average retailer. A grocer doing an annual turnover of $26,000 in a small town finds he has lost money, and cannot tell where or how, but he thinks it has been wrong figuring of margins and not keeping expenses as low as possible. He has a number of problems that are worrying him, and no doubt some of them have at one time or another been your problems too. Henry Johnson Jr., whose articles are always appreciated by the trade, deals with them in an interesting article in an early October issue.

Proper Displays of Candy Mean Sales

Candy Cannot be Sold in Anything Like Its Proper Volume if it is Not Put Before the Public in the Right Way—Retail Selling Prices Should be Arrived at Systematically—Saturday Specials a Good Feature

THE week-end sale has grown to be a feature of the selling of candy in many stores and there are few merchants who do not make some kind of showing in this respect on Saturdays.

"Take Home a Box of Chocolates" is a piece of advice—a sort of reminder—that has proved to be quite a business getter, declared a grocer in Western Ontario to a representative of Canadian Grocer, when discussing the approaching Candy Day on October 12.

It is now the experience of many grocers that candy is one of the most profitable side-lines any grocer can carry. ed never fail to attract. Week-end sales ed never fail, to attract. Week-end sales are found splendid for business in candy. People will come from all around the town to take advantage of week-end candy specials and such a regular feature have these become with some merchants that complaint is made if they are dropped.

There are many methods that can be used in building up a candy trade department and there are many things that should be remembered, this merchant stated. First and foremost build up the candy department of his business to where it should be, must have proper fixtures and show cases in which to display his merchandise. Candy cannot be sold in anything like its proper volume unless it is displayed temptingly. Hence display cases, show cases, trays, jars, etc., all glass, are quite requisite.

Secondly, the location of the department in the store must be where the people congregate most.

The third requisite is the selection of the merchandise to be sold.

The bane of the candy business in the grocery store has been the promiscuous buying of goods on the basis of price instead of merit. The merchant should know value and buy nothing but meritorious pieces of merchandise. Until he knows values he should rely upon some good house to select his merchandise and maintain a quality standard for him, and the price question may well be left to be worked out afterwards.

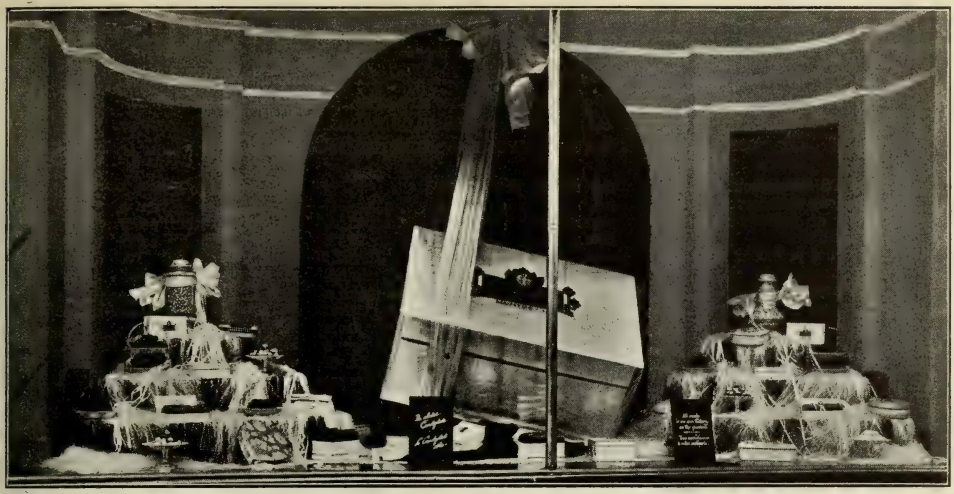
Some retailers want too large a profit—larger than the public will stand for. This is a common error. Retail selling prices may be properly made according to the best experience obtainable in successful stores, by adding 60 per cent. to the cost of bulk goods, thus creating a 40 per cent. profit on the sale price, and 50 per cent. may be added to the cost of box goods, thus creating a 33 1-3 per cent. profit on the sale price to this class of stock. On "window specials" the profit may well be cut to 20 or 25 per cent.

To secure the custom of people who wish to spend but five and ten cents on candy, it is better, instead of giving them a half-pound of poor candy at ten cents, to give them a quarter-pound of good candy at the same price. In candy, quality comes before price. The average customer will better appreciate a delicious taste for several minutes. In some stores are found counters which have trays of various candies weighed out into ten-cent portions so that the customer can select and help himself. The person who has a particular liking for candy soon acquires a habit of running into the drug store, getting the favorite ten-cent bag of candy and departing on his business. This is an economical method of making many sales.

A grocer in Western Ontario with a well managed soda fountain does a good business in box candies, retailing from



A silent salesman such as is shown here is essential for the proper display of chocolates and other candy—The above illustration is that of a store of a Montreal grocer whose monthly turnover in high-grade candy averages $500.



An attractive display of candy in Goodwins Ltd., Montreal that resulted in greatly increased sales—With Candy Day coming on October 12, the grocer will find it profitable to boost candy sales—Why not make a window display like the above?—It will help stimulate your turnover.

a dollar to three dollars a pound. On a fine night it is a common sight to see ten or twelve of the young fellows of the district in the store getting their weekly treat for their best girls. In this particular district it pays to feature the finer chocolates in fancy boxes. At the same time, a grocer in a place of similar size might very seldom have a call for a fancy box of chocolates; mixed candies of various kinds, individually chosen by the purchaser, might be more popular in that locality. Again, in many towns, large and small, throughout the country, a pound of candy in a paper bag is good enough for all but the extremely fastidious.

But the merchant must be sure that both the box and bulk candy are good and always fair in value for the money. Do not try to sell too cheaply.



Illustration the interior of another grocery store where profits are increased by devoting selling effort and properly displaying high-grade chocolates

How Should Profit be Computed?

Difference of Opinion on This Much Discussed Question is Brought About by the Assertion That the System of Computing on the Selling Price is All Wrong—Claim is Made That Profit Represents Difference Between Selling and Cost Prices.

MERCHANTS throughout Canada who have long since practised the computing of profit margin on the selling price and who distinguish between the terms "net profit" and "gross margin," will be more or less shocked to learn that what they have been doing is all wrong, according to "Better Business," published by the Canadian Credit Men's Association, Winnipeg.

Canadian Grocer takes a good deal of responsibility for the big change that has been brought about in the last ten or fifteen years in the method of computing profit margin. Our claim has been that the merchant must compute his profit on the selling price if he is going to make the net profit he expects he will make at the end of the year.

Here is what "Better Business" says in an editorial in the August issue of that publication:

"The profit on any article is the difference between its cost and its selling price. And the percentage of profit is the proportion between that profit and the cost.

"There is no use in trying to evade the issue or to 'educate the people' to believe that anything else is correct.

These terms have a definite, distinct, mathematical meaning and to give them any other meaning is to court disaster by arousing suspicion and distrust. Two and two make four: perhaps in abnormal conditions it should be five, but it is not, and not even a law to make it five would help—though some radical legislators have tried experiments of that sort.

"One of the factors that has brought about the present depression has been 'monkeying with the ten commandments and the multiplication table,' as Roger Babson puts it. And the chief piece of monkeying was when someone put over that argument that profit was what the dealer had over after he paid his expenses and that the percentage of profit should be figured on the selling price.

"The only reason a dealer is allowed profit is to pay the expenses of his business. If he had no expenses he would not be entitled to any profit. His expense includes a reasonable interest (per annum, not per amount of sales) on the money used in the business, a reasonable return to him for the service he gives the public and payment of legitimate charges in connection with that service. Any profit he makes over and above this must be brought about by greater production, or greater service, at less cost.

"The danger in charging profit on the selling price is that the selling price contains the expenses; naturally there is little tendency to cut expenses if one is to have a profit on them. And you go up against both the multiplication table and the commandments—for it is not right to make a profit on another's money, and that happens when you get a dollar from a man for an article and charge a profit on the whole dollar; part of that dollar is his money, you have no right to a profit on it.

"If you have one of those cards showing how to charge profits on the selling price, throw it away and get back to the actual mathematical multiplication table way of marking your profit. Surely the other plan has had a fair trial and has failed miserably as present conditions amply indicate. Let us get back to sanity and reason and see if normal times will not again return to the country."

More Will be Heard

So now it is up to all of us to go back again to where we came in the matter of figuring profits—that is, providing "Better Business" has presented the last word on the matter. It is not likely, however, that this shall be the case.

The idea that the "cost" of goods does not include the overhead expenses in selling them is one which will not be admitted without a stiff argument.

Too few merchants appreciate the significance of the terms, "profit" and "gross margin." They consider the two exactly the same, but there is a great deal of difference. "Profit" is undoubtedly what is left over after the article and all expenses have been paid. "Gross margin" is the difference between invoice cost and what is received for the goods.

Not Considered Good Business

Mathematically it is undoubtedly correct to figure the profit and gross magin on the cost. But in the retail business one does not know the exact cost and if he doesn't know it, how can he figure on it? He does know, however, his selling price. He knows that he should calculate his percentage of expense on the selling price.

If he figures his expenses on the selling price, then why should he not figure his net profit and gross margin on the same? If he does not he is going to be sadly out at the end of the year. As a matter of fact a merchant can calculate his margins on invoice cost and still be safe, but he is taking a bigger chance.

Canadian Grocer has received several letters dealing with the arguments of "Better Business." These have been turned over to Henry Johnson Jr. as Mr. Johnson has given a great deal of thought to this problem. Subscribers may look for his comments in an early issue.

Manufacturers and Retailers Together at Ottawa Fair

Ottawa.—Recognizing the value of intimate contact between manufacturers and retailers, the directors of the Central Canada Exhibition at Ottawa set aside a day at the fair to be known as "Merchants' and Manufacturers' Day." On this day, Sept. 12, a luncheon was given by the directors for representatives of the two branches of industry in whose honor the day had been set apart.

Retail Grocers Represented

The retail grocery trade of Ottawa was represented by B. G. Crabtree, who owns a grocery store at 333 Elgin St., and who is also a director of the exhibition. At this luncheon manufacturers and retailers gathered in an informal way for the definite purpose of becoming better acquainted with each other. Nothing was left undone to further this purpose. Col. F. M. Gaudet, C. M. G., member of the Hon. Advisory Council for Scientific Industrial Research, addressed the gathering on Canada's financial and industrial condition and outlook, a subject in which the speaker is well versed.

After the luncheon Mr. Crabtree turned to Canadian Grocer representative and said, "We have here to-day an illustration of a subject that cannot be stressed too much, particularly in connection with the grocery business. Closer relations between the manufacturer and the retailer are of utmost importance to both classes. It can be of particular advantage to the retail grocers and of no less advantage to the manufacturers. It puts a personal touch behind merchandising that is invaluable.

"It is that that puts the personality in business and adds to the interest in pushing particular products. Then too, it seems to me, that the manufacturer takes more interest in the retailer and his business when he too knows that retailer personally and through that link valuable co-operation between both is developed. I think that everything possible should be done to bring manufacturers and retailers together and a better understanding of each other's problems and schemes will result."

Percentage and How to Figure it

Percentage is a Standard of Comparison for Amounts, Just as a Thermometer is a Standard of Comparison for Temperature or an Inch, Foot or Yard is a Standard of Comparison for Lengths

By G. W. Hafner, Manager G. W. Hafner, Inc., Auditors and Industrial Engineers, Chicago

TRADITION says figures don't lie. Yet, the wrong interpretation of figures may throw the head of the business completely off the track. Mercantile agencies report that a large number of commercial failures are directly due to the proprietor's or manager's belief that the business is making a profit, when, as a matter of fact, it is running at a loss. And the reason for this is that, in at least the majority of cases, the business man has been deceived by the use of percentages in allowing for profits.

What is Percentage?

In using percentages as a tool to work with, we should have a clear understanding of what percentage is. Percentage is a standard of comparison for amounts, just as a thermometer is a standard of comparison for temperature, or an inch, foot or yard is a standard of comparison for lengths. The word "percentum" means 100 parts, or 100ths. Therefore, amounts are compared by per cent. or hundredths, as lengths are compared by inches and feet, and temperature by degrees.

Accordingly, one amount compares with another amount as each contains a less or a greater number of 100ths, in the same manner that one temperature compares with another temperature according as it contains a greater or less number of degrees, or that one length compares with another length as it contains a greater or less number of inches. It is seen from this that percentage is simply a means for measuring figures.

How To Find Percentages

In finding percentages, we always have a clearer view of the matter, if we put the figures in the shape of a fraction. Percentage, from the viewpoint of mathematics, is fundamentally nothing else but decimal fractions. You say that 50 is one-half of 100. That means that 50 is fifty one-hundredths or 50 per cent. of 100. Likewise, 20 is twenty one-hundredths or 20 per cent. of 100; and ten is 10 per cent.; and 5 is 5 per cent. The principle here is the same as that governing the change of common fractions into decimals, which is: "Divide the numerator by the denominator," or "divide the upper figure of a fraction by the lower."

To illustrate, let us assume that the annual sales of a certain business amount to $100,000.00, and that the annual expenses aggregate $25,000.00. What we want to determine, first, is what percentage of $100,000.00 is $25.000.00. To do this we put the figures in the shape of a fraction, and divide the upper figure by the lower, thus:

25,000
———
100,000)25,000.00(.25
———— ——
20000.00
———
500000
500000
———

We find, then, that the total yearly expenses of $25,000 represents 25 per cent. of the total yearly sales of $100,000. And we know from this that, in making up our selling prices, we must add 25 per cent. for expenses, plus whatever margin of profit we desire to make.

Why Anticipated Profits are Not Realized

This is all apparently simple enough. And yet it does not always work out just right, it seems. Let us see, then, what is it that tangles up so many of us in attempting to handle percentages.

For purposes of illustration let us take, first, the method of the business man who knows nothing about what his expenses are. He has perhaps heard some other man in the same trade or industry say that he figures to make 10 per cent. profit, and because that is what he thinks others are asking, he will figure something like this on a sale, which costs him, say, $20.00.

Cost of goods	$20.00
Add 10% of $20.00 for profit	2.00
Total	$22.00

He will probably mark the goods to sell for $25.00, thinking that the extra $3.00 will cover his overhead expense, and that he will make his 10% profit and perhaps a little over.

Let us see, now, what has really happened:

Cost of goods	$20.00
Expense, 25% (not of $20.00, but of $25.00, which will be explained later,	6.25
Total cost	$26.25
Sale price	25.00
Net loss	$ 1.25

or 5 per cent. of the selling price.

Next let us illustrate the method of the business man who knows, from last year's figures, that his expenses amount to 25 per cent. of his sales, but does not know how to apply that knowledge correctly.

Probably his estimate will show up like this:

Cost of goods	$20.00
Expenses, 25% of $20.00	5.00
Profit, 10% of $20.00	2.00
Total	$27.00

Let us see what has happened in his case:

Cost of goods	$20.00
Expenses 25% of $27.00 (instead of $20.00	6.75
Total	$26.75
Sale price	27.00
Net profit	$ 0.25

which is .926 per cent. (less than one per cent.) of the sale, and not ten per cent.

The difference between actual and anticipated profit, developed in the above illustrations, are due entirely to the fact that two different bases have been used in arriving at the results. In the first instance, the percentage of expense of 25 per cent. was arrived at by using the sales at selling prices. In the second instance, this percentage was applied to the sales at cost prices. This is the error too often made by business men.

Suppose the cost of a given article or commodity is $1.00, and a merchant wishes to add a margin of 33-1/3 per cent. to the seling price, how would he figure it? Adding 33-1/3 per cent. to the cost will not give the desired result, because:

33-1/3% of $1.00 equals 33-1/3 cents.

$1.00 plus 33-1/3 cents equals $1.33-1/3, or the selling price.

33-1/3 cents divided by $1.33-1/3 equals 25%.

Hence, instead of earning 33-1/3 per cent. on the selling price, as he had planned, the business man would actually earn 25 per cent. only, because different bases were used in the calculation.

The following table gives the equivalent percentage to be applied to cost prices in order to secure a given margin of profit on selling prices.

Rate for Figuring Percentages

Per Cent. on Selling Prices.	Per Cent. on Cost Prices.	Per Cent. on Selling Prices	Per Cent. on Cost Prices.
25	.333	38	.613
26	.351	39	.639
27	.370	40	.666
28	.390	41	.695
29	.410	42	.724
30	.430	43	.754
31	.450	44	.786
32	.471	45	.818
33	.493	46	.852
34	.515	47	.887
35	.538	48	.923
36	.563	49	.961
37	.587	50	1.00

In this matter of figuring percentages, the very first thing we must get a firm hold on is this:

(Continued on page 26)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI. SEPTEMBER 29, 1922 No. 39

Factors at Root of Improvement

THERE are several recent developments which would seem to lend justification to a feeling of optimism concerning the business outlook. Reports of the extent of Canada's Western crop this year indicate that a yield of over 370 million bushels is to be expected, an increase of ten million bushels over the bumper year of 1915. While this will give a larger total crop the yield per acre is not so high as the number of acres under cultivation has increased practically one third. This fact is in itself indication of the rapidity with which the arable land in Western Canada is being put under cultivation. In the interest of the farmers, who in many cases owe large bills to local retailers, it is to be hoped that this large crop will bring monetary return sufficient to reward them for the difficulties they have suffered in recent years. Some fear has been expressed that so urgent are the farmers' needs for money that the whole crop will have to be marketed in a hurry with consequent reduction in price.

That national revenues are improving in volume is indictated by the report of customs collections throughout Canada for last month. Toronto led with an increase of over a million dollars in customs and excise receipts. The Sales and Stamp taxes brought considerably increased revenue. The use of revenue department stamps on cheques, drafts, notes, etc., in place of the common usage of post office stamps, would allocate this excise revenue to the proper departments so that some intelligent knowledge would be had of the revenue producing ability of various branches of the mail service. Big gains in total income from these sources are reported from a great many cities, indicating that the improvement is general. It is not due solely to the increase in these impositions but in the broader movement of merchandise which is now taking place.

* * * *

Waste Advertising Expenditures

THAT an association organ should be that only and not pretend to give service to advertisers is the important principle which has been adopted by the Associated Advertising Clubs of the World in regard to "Associated Advertising" which in future will not sell space. This decision by an organization of leading American financial, manufacturing, mercantile and other business concerns is a highly important one in the field of advertising and publicity.

Congratulations to the Associated Advertising Clubs in taking this stand are offered by Printers' Ink which points out that the Clubs "can now take a fearless stand in their opposition to nondescript mediums which are organized and conducted solely for the purpose of producing revenue and for which there is no real need in the field."

Particular emphasis is laid upon Trade Associations as offenders emphasis in this respect. We read:

Trade associations have been our greatest offender in this respect. Advertising-soliciting organs of this sort are started for many reasons, but generally with the hope that the revenue thus raised will help to defray the expenses of the Association. Thus the organization launches itself into a separate outside business about which it knows nothing and which it conducts merely as a side-line. The fact that in most cases these publications are money-losers does not deter others from trying to be the exception.

From the advertiser's standpoint, the greatest objection to nondescript mediums is that they subtly dissipate appropriations. In one guise or another, these mediums levy peremptorily on the advertiser's funds and thus exhaust appropriations, leaving the advertiser with the mission of his selling campaign unaccomplished. This is one of the most crying evils in advertising. The Clubs, and in fact every legitimate advertising interest, should join hands to stamp it out.

* * * *

Advertising and the Selling Price

WHEN THE chairman of the Manchester Chamber of Commerce recently reviewed the state of trade he made the following interesting comment: "It is becoming a recognized fact that advertisements do not add to the selling price of an article, because overhead charges are reduced consequent on increase of sales."

This observation presupposes as a matter of course, that the advertising has been conducted in a thorough and systematic manner; that there has been concentration on the prospective field and that the advertising was used and developed as an active means to an end. Under these circumstances, the chairman merely gave utterance to what is coming to be regarded as part of the gospel of modern business.

The only kind of advertising that can be reliably applied in the offsetting of overhead charges is that which, on the whole, satisfies the management as to its merit as an indispensable adjunct of the sales force. A campaign may be made up of different phases. On the one hand, it may be more or less descriptive of the product and not overly solicitous as to sales. Then, relying upon the fact that through this medium the field should be well informed, the actual sales appeal is made and pushed to the limit.

It is all akin to the method employed in making individual sales, for advertising is, after all, nothing but salesmanship in print. Someone has said that "the best place to print an advertisement is on the wagging tongue of a satisfied customer," and that "salesmanship is the power to persuade plenty of people to pleasurably purchase your product, whether it be planers, punches, printing presses, pears, prunes or peanuts, at a profit." When it is so worked out advertising reduces the overhead and helps to stabilize the selling price. The chairman was right.

* * * *

Food Products Stand First

RELIABLE statistics show that the annual value of the output of the food and kindred products manufactured in the United States is approximately $12,438,980,000. It is interesting to note that the value of this type of product exceeds that of any other. Iron and steel and their products come second with an output of $9,403,634,000.

No doubt the situation in Canada is similar, only our figures will naturally be considerably less.

It is estimated that the retail merchants in Canada who are subscribers to Canadian Grocer sell more than $100,000,000 worth of food and allied products a year. This represents a tremendous buying power and explains the operation of thousands of factories to turn out this vast amount of goods.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Quebec

John Anderson, managing director of Chase and Sanborn Ltd., Montreal, is away on a two weeks' business trip through the western provinces.

B. A. Shroeder of Vancouver, has joined the sales staff of Amoroso and Malagodi Ltd., in Montreal, and will cover the western territory for the firm.

Sir Thomas Robinson of Grimsby, England, was in Montreal this week on his way from British Columbia to England. Sir Thomas has interests in the fishing industry in Canada which he came to inspect. He sailed from Boston on Friday of this week.

J. L. Trudel of Trudel Bros., Le Breton St., Ottawa, and J. O. Reeves, who had had a number of years' experience as a commercial traveler, have formed a company of Trudel & Reeves, manufacturers' agents and will cover Ottawa city and district. Their new office will be at 11 Macdougall Ave., Ottawa, Ont.

Ontario

The Yonge Street Arcade Business Men's Association, Toronto, has recently been organized, and they are planning a winter's program of meetings.

Harper and Clemens, grocers and butchers, Oshawa, were among the merchants who suffered as a result of daring burglaries in the town. Lyle's grocery was also entered.

J. A. Armour of Owen Sound, has disposed of his grocery business to R. Pierson of St. Catharines. Mr. Armour had been in the grocery trade in Owen Sound upwards of twenty years.

John A. Robinson, for many years proprietor of a general store in Codington, Ont., passed away at the home of his son, 728 Pape Avenue, Toronto, on Saturday morning last. He was in his 87th year.

West Danforth Business Men's Association, Toronto, have decided to hold a midnight frolic at the Palace Theatre, on the night of October 2. Hon. F. C. Biggs will address the association early in October on the subject of Provincial Highways.

The death occurred the other day in the Toronto General Hospital of Joseph Edgar of Sunbridge, Conservative member of the Ontario Legislature for Parry Sound from 1914 to 1919. The late Mr. Edgar was for many years head of the Joseph Edgar and Co., general merchants at Sunbridge He was in his 66th year.



GEORGE A. MACDONALD

General Manager of the Quaker Oats Company, Peterborough, Ont., who has been elected president of the Canadian National Millers' Association.

Quaker Oats. Co. Mgr. is New President of Millers' Association

Montreal (Special)—George A. Macdonald, of the Quaker Oats Co., Peterborough, Ont., was named president of the Canadian National Millers' Association at their annual meeting last Friday, to succeed Brig. General A. E. Labelle who retires from office. J. E. Macfarlane, of the Western Canada Flour Mills Co., Ltd., becomes 1st vice-president; J. A. McDonald, of McDonald and Robb, Valleyfield, Que., 2nd vice-president, and F. C. Cornell, secretary.

The annual report of the Board of Directors showed a long list of activities carried out by the association on behalf of the milling industry, among the chief features of which was the association's consistent and determined opposition to the establishment of a wheat board. Successful efforts were also made in connection with the passing of the Enabling Act to have the millers properly protected in future sales of flour and purchases of wheat in case of wheat boards being established. The stamp tax and the question of ocean and railway freights had also the energetic attention of the executive.

Brig.-General Labelle, in introducing the Directors' report, referred to somewhat trying times through which the milling industry has passed in the last six months, declaring that some of the millers were themselves largely responsible for their troubles. He felt hopeful for the future, however, and saw no reason for pessimism.

The milling industry like many others had suffered through manipulations of the tariff, and he hoped that this was a question which would soon be divorced from party politics altogether.

The resignation of Maple Leaf Milling Co., from the association was laid before the meeting, and it was decided to postpone acceptance of their resignation until the new executive had had a chance to talk the matter over with them.

A change in the by-laws of the association was adopted, to enable the retiring vice-presidents, in future, to be ex-officio members of the board of directors over and above the statutary number of 15.

Board of Directors

The new board of directors was elected as follows: W. A. Black, Ogilvie Flour Mills; G. A. Gray, T. H. Taylor Co., Ltd., Chatham, Ont.; J. E. Hall, Vancouver Milling and Grain Co., Ltd.; C. R. Hunt, Hunt Bros. Ltd., London, Ont.; W. W. Hutchison, Lake of the Woods Milling Co.; G. A. Macdonald, Quaker Oats Co.; J. E. Macfarlane, Western Canada Flour Mills Co., Ltd.; J. A. McDonald, McDonald and Robb, Valleyfield, Que.; A. C. McLeod, McLeod Milling Co., Ltd., Stratford, Ont.; C. Ritz, Robin Hood Mills, Ltd.; R. A. Thompson, Lynden, Ont.; C. B. Watts, Dominion Millers' Association, Toronto, Ont.; W. B. Woods, Dominion Flour Mills, Ltd.

Other delegates present at the assembly were, W. B. Meyers, Peterboro Cereal Co., Ltd.; A. Shick, Shick and Snider, Ltd., Bridgeport, Ont.; N. C. Sylvester, W. C. Sylvester and Sons, Vankleek Hill, Ont.

Feeling seemed strong in favor of Winnipeg as the place for the next annual meeting, but it was decided during the meeting to hold a mail vote of the members of the association between now and July of next year, to arrive at a final decision on this point.

BUSINESS CHANGES

Dickson & Co., Trenton, have made extensive alterations to their store, making it one of the best in the district.

S. C. Marsh has opened a new branch store at number one North Front Street, Belleville.

Canada Brokerage Co. Holds Their Annual Sales Conference

Toronto, September 18.—(Special).—The second annual sales conference of Canada Brokerage Co., Limited, was held here at the company's offices on Friday and Saturday of last week. Sixteen salesmen were in attendance, with the president F. W. Hudson, in the chair. Referring to the company's origin, he spoke of the progress that has been made since its first inception. The company was organized a number of years ago.

H. A. Beach, sales manager of the organization dealt with the subject of sales policies, the salesman's particular attitude and relation to clients in the matter of service. The importance of co-operating with customers was stressed. A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association was present. He spoke of the business outlook of the organization of which he is secretary and of the benefits of unity as exemplified in the wholesalers' association. The latter influenced both salesmen and retailers to the general good of all in the trade.

W. Drew Hudson, secretary-treasurer, read a paper on Credits and Accounting, outlining the company's policy in this regard. An interesting paper was that given by W. I. Hogarth on the subject of "Both sides of the fence as a retailer and a salesman." Mr. Hogarth was a retailer before joining the sales staff of Canada Brokerage Co. Ltd. He discussed the question of a relationship between retailer and travelling salesman in a practical way. Other speakers were C. L. Marshall of C. L. Marshall & Co., Howard T. Burton, John McBean, John R. Holden, and James Owen. A general discussion was participated in by all the salesmen.

On the evening of Friday, the company entertained at dinner, and on Saturday afternoon following a session in the morning at which general market conditions were taken up, the entire organization was taken on Mr. Hudson's yacht the "Arawa" for a sail to Frenchman's Bay. After a delightful trip the party landed and a baseball match was played between the sales and office staffs. A number of other athletic events was also run off. Supper was served on board the "Arawa" on the return trip.

PERCENTAGE AND HOW TO FIGURE IT

(Continued from page 23)

To figure by per cent. intelligently we must have, somewhere, something that represents 100 per cent., which in this case is the SALE PRICE. When we attempt to figure any part of the whole as 100 per cent., we immediately get into difficulty. All component parts are measured as 100ths of this 100 per cent. Hence:

If expenses represent 25%
And profit represents 10%

We have accounted for 35%
And the cost of the goods must, therefore, represent 65%

Making the sale price 100%

In other words, the $20.00 cost of goods is 65 per cent. of the sale price, which sale price is represented by the total of 100 per cent.

In figuring percentages of this kind, the following rule must always be observed:

Divide the amount of the cost by the percentage it represents.

The answer will be the sale price.

$20.00 divided by 65% equals $30.77, which should be the selling price of the merchandise, provided the price paid for the goods is $20.00, expenses are 25% of the sales, and the dealer wishes to make a profit of 10 per cent. net.

How do we know this is correct? A method to be of any value must be susceptible to mathematical proof. Let us therefore prove the proposition thus:

Cost of goods	65% of	$30.77 equals	$20.00
Expenses	25% of	30.77 equals	7.69
Profit	10% of	30.77 equals	3.08
Total	100% of	$30.77 equals	$30.77

This method is absolutely correct, whether it is applied to a 50c sale or to a $500.00 sale.

The selling price is 100 per cent., or the whole. All component parts are represented by 100ths, or percentages of the whole. There is nothing in the entire equation that represents 100 per cent. except the selling price. Hence, all percentage computations should be based on the selling price.

Bake-Rite Ltd. Now Sell Groceries as Well as Pastry

Bake-Rite Ltd., manufacturers of bread and pastry, operating retail stores in Toronto, have branched out into the grocery trade, and now have five of their places stocked with grocery commodities. It is expected that in a short time all of the nine branches will be selling groceries, as well as bread, pastry, etc. F. J. Savage is the manager of Bake-Rite Ltd.

FIRE DESTROYS HOUSE AND LARGE STORE AT MULVIHILL

Mulvihill, Man., Sept. 27.—The large store building belonging to the Oatfield Developing and Trading company was completely destroyed by fire, a few days ago. Adjoining buildings had narrow escapes, several times catching fire. The men of the town organized a water-carrying brigade to fight the flames.

Western Canada Notes

T. J. Cox Commission Agency have moved from their former quarters and are now located at 288 Princess Street, Winnipeg.

H. P. Pennock & Co., Winnipeg, have been appointed the Prairie Province representatives for Maple Crispette Co., Ltd., Montreal.

N. M. Jackson, manager of The W. L. MacKenzie Company Limited, Calgary, Alta., was a business visitor to Winnipeg.

MacKenzie-Richardson Limited, manufacturers' agents, Winnipeg, have been appointed by The Match Company, Limited, Montreal, as their representatives from Port Arthur to the Rocky Mountains.

Arrangements are now being made to hold a special forum meeting of the Winnipeg Board of Trade, Oct. 5, in order to give Major Belcher, head of the British Empire Exhibition mission visiting Canada, and other members, who will be in the city on that day, an opportunity to outline the project of the exhibition which is to be held in London in 1924.

The destruction by fire of the top story of the building occupied by the W. J. Boyd Manufacturing Confectionery Company, Portage Avenue and Spence Street, Winnipeg, resulted in a loss of some $40,000, it is estimated. Insurance covers it. Of the damage done, $30,000 worth is for stock value alone. The cause is unknown. Repairs will be commenced as quickly as possible, Mr. Boyd states.

THRESHING AT SASKATOON IS SEVENTY PER CENT. COMPLETED

Saskatoon, Sask., Sept. 27.—Wheat threshing in Saskatoon district is 70 per cent. completed and the yield and quality are generally higher than expected, according to the weekly crop report for Saskatoon district. Weather during the past week was ideal for harvesting and threshing.

REDUCTION IN RATE FOR SHIPING EGGS IS ANNOUNCED

Winnipeg, Sept. 27—A saving of $50 a car, it is announced, will be effected as a result of special export rates on eggs in carload lots arranged for by the Canadian National railway. From Winnipeg the rate will be $1.24½ per cwt., with correspondingly reduced rates from points west. Western Canada eggs are assembled at points where cold storage is available and are shipped to Britain, largely through Montreal. To assist the movement the railway company has decided on the reduced rate with a minimum of 27 500 pounds from western points to Montreal.

Specialized Newspapers and C. N. E.

Address Delivered at Directors' Luncheon of Canadian National Exhibition on Press Day, August 31st, by Horace T. Hunter, Vice-President, Canadian National Newspapers and Periodicals Association

MR. PRESIDENT, directors and fellow publishers: You have heard from the Daily Newspaper Association, from the Weekly Newspaper Association, and I have been asked to speak for the Canadian National Newspapers and Periodicals Association, which might be termed the residuary legatee of the newspaper publishing business. It is not, however, an uncommon thing for the residuary legatee to get a very large part of an estate.

Over Three Million Subscribers

The extent and influence of publications represented by our Association are indicated by the following approximate statement of circulation:

Farm Papers	1,030,897
Magazines	1,065,307
Religious and Educational Papers	725,000
Business and Technical Newspapers	399,099
Total	3,220,303

On behalf of the Canadian National Newspapers and Periodicals Association, representing over three million subscribers, I wish to congratulate you on the success of this year's Exhibition. We know that it is not like Topsy, "just growed." It has been brought to the high state of perfection it occupies to-day by the shrewd and far-seeing policies of the directors and executive officers, and by their untiring energy in carrying out these policies.

You referred, Mr. President, to the old custom of subscribers to weekly newspapers sending in cord-wood to pay for subscriptions and suggested that some of this wood be sent to relieve fuel shortage in Toronto. Might I suggest that if there is still a shortage some of the "hot air" in the daily newspapers could be used to advantage. (Loud laughter).

Optimistic Outlook

It is easy to be optimistic about the Fair to-day; but there are many of us here to-day who can remember the difficulties that had to be overcome and the optimists of twenty-five years ago would probably be looked upon as the pessimists to-day. This situation reminds me of an old settler who was told that they were going to build a railroad right through the village in which he had lived for seventy years. He shook his head, however, and stated: "They'll never run it." The right of way was secured, the tracks were laid and finally a party came to him and told him to come down to the station, that the new train was there and was going to start off in an hour's time. The old settler went down, looked over the equipment and finally, as the train glided gracefully away, remarked: "They'll never stop it." This, Mr. President, must be the feeling of everyone to-day. Nothing will stop your progress.

Similar Aims and Interests

There are many points of similarity between the work of our Association and the Canadian National Exhibition. These form a strong bond of interest and sympathy between us.

Both are *national*. Our subscribers in the various provinces of the Dominion are the men and women you are most anxious to bring to the Exhibition. The fact that they are readers and subscribers of our papers is the proof that they are people of intelligence, students of business, interested in new methods and in learning of new goods. They are the people who will travel a hundred or a thousand miles when the opportunity offers to see an exhibition such as you have developed, and I congratulate you that these people are coming in increasing numbers each year.

The international aspect is also a common bond. You have an increasing number of visitors from foreign countries, thus creating a feeling of good-will with these countries, and helping our manufacturers to establish connections abroad. The same reason that brings business men from United States, Great Britain, West Indies, etc., also causes them to subscribe for our publications. These foreign subscriptions have become such a big factor with some of our publications that they are now issuing Export editions.

Educational Aspect Most Important

Then we are on common ground in educational work. I believe this Exhibition was started primarily for educational purposes and its great success is due to the fact that you have never allowed the amusement side to dominate. I believe the educational features should be given wider publicity. The individual exhibitors do a good deal in this connection but there is much to be done collectively. A few people would come to see a few exhibits of motor cars, but thousands will come when they know there will be seventy exhibitors representing probably seventy per cent. of the manufacturers who are seeking Canadian business. In our Association there is a publication for practically every line of business. These publications have told, year by year, the outstanding events of the Exhibition that would be of interest to their readers, and I think we can claim that this has been a factor in increasing interest and attendance of a very desirable class of people.

Influence of Business Press

I would like to quote briefly from an address delivered within the past year by His Honor, the Lieutenant-Governor of Ontario, who officially opened the Exhibition this year. Addressing the Canadian National Newspapers and Periodicals Association, His Honor said:

"I believe that the influence of the business press will be one of the most important factors in re-establishing business conditions in Canada on a safe and sane basis. I make a distinction between the business newspapers and the daily press because I believe that your papers—the business newspapers of Canada—exert a greater influence than the daily press because of the greater confidence your readers have in them. People read the daily newspapers to keep abreast of the general news of the day. They are interested in what is happening around them and they read to satisfy their desire for excitement or interest or entertainment. What they read in the daily newspapers to-day is forgotten to-morrow.

"But this is not the case with the business newspaper. Business men need the service of these papers in the conduct of their every-day business life. I have noted that they usually have a business paper or two in their pocket when they go home Saturday night. I do not say that they read them on Sunday, that I do not know, but I do know that they study them carefully and a great number of your readers will come to their business on Monday morning with some clippings from your paper in their pockets. They will say to their associates:

(Continued on page 34)

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE feature of grocery markets this week is the continued weakness in the sugar market. On the Canadian market one refiner quoted sugar 25c lower on the basis of $6.75 per cwt. Montreal. Up to the time of going to press other refiners have not officially followed suit, but it is stated that competition is being met. During the past week Cuban raws sold down to 3c. c. & f. New York. Holders decline to sell at any lower price, being anxious to obtain advantage of the increased duty now prevailing in the United States. A lot of 5,000 bags was taken by U.S. dealers at 3c. c. & f. New York, equal to 4.77c duty paid. Refiners are not inclined to pay this price, thinking that the inbound basis should be lower to offset increase in duty. All U.S. refiners are quoting 6.25c f.o.b. New York less the usual 2 per cent., but what limited demand there is is being taken care of 10 to 25 points under refiners' basis. Canadian inquiry from first hands continues quiet. Such consumptive inquiry as there is is evidently being well taken care of by sugars from second and third hands procurable below refiners' basis.

The situation in the east has given strength to the dried fruit market, and raisins and currants are very firm. Dates are somewhat easier this week. New pack of tomatoes and corn are likely to be lower than last year, although prices are not yet officially announced. Canadian hand picked beans, new crop, are available this week and are lower than last year. Cereals are steady on spot, but easier prices are looked for. New Blue Rose rice is quoted easier in the south. Shipments are promised for late October and November. Teas continue to show strength. Coffees are firm. The spice market is active, with many lines in a very strong position. Stronger prices are quoted in some quarters on Manchurian shelled walnuts. Nuts are generally firm. Flour is steady, but millfeeds show a decline.

QUEBEC MARKETS

MONTREAL, Sept. 28.—The feature of the grocery market is another cut in the price of sugar, made by one of the local refiners. The new price issued by this firm is $6.75 and while the others have not followed suit officially it is understood that they are meeting competition. This is not warranted by primary markets. The tea and coffee markets are firm with some improvement in the demand. Cereals are firm for spot stocks but lower prices are expected when the new crop reaches the mills. There is no change in the rice market. Raisins and currants are advanced and are in a strong position. The same is true of figs but dates are easier in price. There is no new feature in nuts. Spices are more active with a more settled condition in the United States. Peppers are easier. Molasses and corn syrups are firm with an improved demand. Low prices and a big supply of fresh vegetables feature the farmers' market. Peaches have been lower in price but are now advancing. Apples are also in abundance and prices are easy. The new price on canned tomatoes is to be announced this week.

COFFEE MARKET STEADY

Montreal.

COFFEE.—The coffee market is steady without any change and no indication of any startling advances for the future. The demand shows some improvement and it is the opinion of coffee dealers that prices are on a fair basis at present.

COFFEE—		
Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound	....	0 35

CEREAL MARKET STEADY

Montreal.

CEREALS.—There is little or no change in the cereal market. Prices are steady with some improvement in the demand. Retailers however are buying only in small quantities to meet immediate demands, since there is a feeling that trade prices, particularly on rolled oats will be lower as the new crop reaches the mills.

CEREALS—		
Rolled oats, bag	3 35	3 50
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

LOWER PRICES ON TOMATOES

Montreal.

CANNED GOODS.—The canned goods market is quiet and firm for spot stocks but lower prices are expected on tomatoes this week. Quotations on the new pack are to be announced by the canners to-day. It is expected that these quotations will be 15 or 20 cents a dozen lower than the price of last year which was a $1.45 a dozen. At the present time canned tomatoes are quoted at $1.70 for spot stocks.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	120	....
Corns, 2s	1 45	1 50
Corn, extra quality	1 60	1 75
Carrots (sliced), 2s	1 45	1 75
Corn (on cob,) gallons	7 00	7 50
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	1 30	1 40
Do., 2s	1 40	1 50
Do., 2½s	....	1 70
Do., gallons	....	6 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30

CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 35
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	13 50
Blueberries,	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20

Do., 2½		**3 50**
Do., 2	**3 20**	**3 30**
Gooseberries, 2s, heavy syrup, doz.		**2 75**
Raspberries, 2's		3 75
California Peaches—		
1s		**2 90**
2s		**3 25**
2½s		**4 20**
Pears, 1s, Keiffer		4 30
Do., 2-lb.	**2 45**	**3 10**
Yellow cling, halves		**2 60**
Yellow cling, sliced		**2 50**
2's		**2 80**
2½s		4 40
Strawberries, 2's		3 30
Peaches, heavy syrup—		
2's	**2 60**	**2 75**
2½s		**4 20**
Bartlett Pears		**3 40**
Greengage Plums, heavy syrup.	**2 20**	**2 90**
Lombard plums, heavy syrup, 2-lb.		**2 40**

HIGHER PRICES ON RAISINS

Montreal.

DRIED FRUITS.—A feature of the dried fruit market is the advancing prices on all raisins. California growers are taking advantage of the situation since there is a particularly heavy demand for their supplies and although there has been a good crop of raisins it is felt that the unexpected demand in Europe will so strengthen the market that prices will be advanced rapidly. Quotations on Smyrna raisins continue to advance and stocks are held at a premium. Figs are also strong and expected to go higher in price. Currants showed strength and in London have shown another advance. There has been no change as yet in local wholesale prices but an advance is expected in the next week. Dates are easier in price with big supplies offered. Dromedary package dates are reduced 50c. a case of 36.

DRIED FRUITS—		
Apricots, fancy		**0 38**
Do., choice		**0 33**
Do., slabs		**0 30**
Apples (evaporated) 25 lbs.		**0 26**
Do., 50 lbs.		**0 25**
Peaches (fancy)		**0 28**
Do., (choice)		**0 25**
Pears (choice)		**0 22**
Do., fancy	**0 27**	**0 28**
Peels—		
Cut mixed		**0 31**
Lemon		**0 25**
Orange		**0 25**
Citron		**0 55**
Raisins		
Valencias		**0 19**
Muscatels, 2 Crown, spot		**0 17½**
Do., 3 Crown, spot		**0 18**
Do., 4 Crown, spot		**0 18½**
Turkish Sultana, 5 Crown	**0 25**	**0 27**
Fancy seeded (Bulk)	**0 18**	**0 19**
Do., 16-oz.	**0 20**	**0 21**
Cal. Seedless, cartons 12 doz.		**0 21**
Do., 16 oz.		**0 24½**
California Seedless, in bulk.	**0 19**	**0 20**
Cluster, 20 1-lb. pack.		**7 25**
Currants, loose		**0 17½**
Dates, excelsior, (36 10s), pkg.		**4 50**
Dromedary, (3-10 oz.)		**7 00**
Loose	**0 10**	**0 12**
Figs, 4 crown		**0 21**
5 crown		**0 22**
6 crown		**0 23**
7 crown		**0 25**
Mats, Portuguese		**0 08**
Smyrna cooking, bags		**0 13**
Prunes (25-lb. boxes)—20-30s		**0 20**
40-50s		**0 17**
50-60s		**0 17½**
60-70s		**0 15½**
70-80s		**0 13½**
80-90s		**0 13**
90-100s		**0 12½**

NUT MARKET QUIET

Montreal.

NUTS.—The nut market is inactive and prices are generally easy. A better demand is expected this month since stocks held by wholesalers and retailers are low.

NUTS—		
Almonds, Tarragona, per lb.		**0 19**
Valencia shelled almonds 3 crown		**0 44**
Pecans, new Jumbo, per lb.		**0 50**
Do., large, No. 2, polished	**0 29**	**0 30**
Cocoanut (shredded, bulk)	**0 26**	**0 28**
Brazils, shelled		**0 50**
Peanuts, Jumbo		**0 15½**
Filberts (Sicily), per lb.		**0 12½**
Do. shelled No. 1 Spanish		**0 10½**
Do., salted red		**0 17**
Pecans, shelled	**0 90**	**1 00**
Walnuts, Grenoble in shell		**0 30**
Walnuts, Marbot	**0 25**	
Do., new Naples		**0 28**
Do., Bordeaux, shelled	**0 59**	**0 60**
NOTE—Jobbers sometimes make an added charge to above prices for broken lots.		
Do., shelled, No. 1 Virginia		**0 12½**
Peanuts (salted)—		
Fancy wholes, per lb.		**0 34**
Fancy wholes, 10 lb. tins		**2 10**
Do., 10 lb. boxes		**1 80**
Do., 25 lb. boxes, per lb.		**0 17**

PACKAGE GOODS UNCHANGED

Montreal.

PACKAGE GOODS.—The package goods market is steady and there are no changes of note. Buying shows some improvement, particularly in package cereals.

PACKAGE GOODS—		
Aluminum package, 20s		**6 25**
Oatmeal, fine cut, 20 pkgs		**5 50**
Puffed Rice		**5 70**
Puffed Wheat		**4 40**
Farina, case, 24s		**2 55**
Hominy, pearl or gran., 3 doz.		**3 00**
Scotch Health Bran (20 pkgs.) case		**3 55**
Pancake Flour, case		**7 1[illegible]**
Pancake Flour, self-raising, do.		2 25
Wheat Food, 1s-1½s		**3 25**
Porridge wheat, 36s, case		**6 40**
Do., 20s case		**3 50**
Self-raising flour, (3-lb. bags, doz.		2 05
Do., (6-lb. pkg.) doz.		4 00
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 14½
Flour, tapioca	**0 15**	**0 16**
Puffed rice pancake flour		**2 90**
Shredded Ralstons, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		3 00
Celluloid starch, 45 pkgs. case		3 80
Malt Breakfast Food, (36 pkgs.)		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian Cheese loaf, lb.		**0 80**
Pimento loaf		0 32
Fancy splits, per lb.		0 29
Swiss chees loaf		0 44
Glace Cherries, per doz.		5 25

WEAKNESS IN TAPIOCA

Montreal.

RICE.—There is no change in the rice market. It is granted that American prices will be easier but others have a firm tone. Tapioca shows weakness and lower prices may be expected.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice		0 05½
Do., (pearl)		0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

LOWER PRICE ON SUGAR

Montreal.

SUGAR.—Another decline in sugar prices was registered early this week when one of the refiners quoted $6.75 as their list price. The other refiners have not officially followed but it is understood that they are meeting the competition. This reduction is not warranted by the state of the raw market which is firmer. Some wholesalers doubt the stability of the new price and expect an advance. There is no confidence in the market either in the wholesale or retail trade.

SUGAR—	
Graulated, per cwt.	6 75
Do., barrels	6 80
Granulated, gunnies, 5-20	6 95
Do., cartons	7 15
Do., gunnies, 10-10	7 05
Do., cases, 50 2-lb. cartons	7 25

SYRUP MARKET STEADY

Montreal.

SYRUPS.—The market for syrup is steady throughout with an improved demand. Molasses is firm but since the decline in the price of sugar there is a weak feeling behind molasses although most stocks of molasses held locally have been bought on contract.

MOLASSES—	
Puncheons, Island of Montreal	0 70
Barrels	0 73
Half Barrels	0 75
Puncheons, outside of Montreal	0 67
Fancy molasses in tins—	
No. 2, 2-doz. per case	7 75
No. 3, 2-doz. per case	10 75
5-lb. tins, per doz.	8 95
10-lb. tins, per case	8 60
Case goods subject to 10 per cent. discount.	
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5-lb. tins, per case	4 20

WEAKNESS IN PEPPERS

Montreal.

SPICES.—Weakness is noted in peppers and importers state that there is some anxiety on the part of Singapore dealers to liquidate stocks in view of the trouble in the Near East. This has a weakening influence on this market. United States brokers report that the market for spices is more active, less feverish and more stable, with marked and natural steadiness, following the signing of the new tariff with its higher import duties on spices, seeds, and herbs. Tapioca and turmeric are on the free list in the United States. On most lines the increase in the tariff amounts to one cent. This will strengthen up the local market since many lines of spices for the Canadian trade are brought through the United States market.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound		0 16
Caraway seed, Dutch		0 20
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian) lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves		0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)		0 27
Mace, Japan		0 25
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64, lb.		**0 30**
Do., 80 lb.		**0 28**
Do., 100 lb.		**0 30**
Do., ground, 1 lb. tins		**0 35**
Pepper, black		**0 24**

Do., white	....	0 32
Do., white, compound	....	0 18
Do., cayenne	0 32	0 34
Do., tins, 2's	....	0 36
Do., black, compound	....	0 15
Do., package, 2 oz., doz. ..	0 35	0 40
Do., package, 4 oz., doz. ..	0 65	0 70
Turmeric	0 25	0 30
Pickling spice	0 13	0 15

TEA MARKET FIRM

Montreal.

TEAS.—The tea market shows no change although late reports from India state that the crop has been marketed and a strong tone is evident. Japan prices are fully maintained and while buying on this market is only in small quantities it shows an improvement.

TEAS—		
Pekoes	0 38	0 45
Broken Pekoes	0 45	0 60
Orange Pekoes	0 50	0 70
Broken Orange Pekoes	0 44	0 57
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 80

LOW PRICES ON APPLES

Montreal.

FRUIT.—Big supplies of peaches on the market brought the price down suddenly last week but quite as quickly have they advanced. The demand is improved and the market is now firmer. The feature of the market however is fall and winter apples which are now offered. Wealthys and Alexanders are selling at from $4 to $5 a barrel whereas at this time last year they were quoted at $7, which was the lowest point they reached. Fameuse apples will soon be on the market and growers claim that there is this year the best crop in a number of years. Most of them however have been already sold and are now awaiting the first heavy frost.

APPLES—		
Wealthys, per barrel	....	5 00
Alexanders	....	4 00
Bananas (as to grade) bunch..	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Verdillis ...	....	4 50
Limes, per 100	....	1 00
Grape fruit	6 50	8 00
Florida Grape Fruit	8 00	9 00
Oranges, late Valencias	10 50	11 50
Canteloupes, crate, 16 qt.	....	1 50
Honey Dew Melons 6-8	5 00	6 00
Plums, basket, qt.	0 20	0 30
Pears	0 75	0 90
Peaches, 6 qt.	0 50	0 60
Do., 11 qt.	0 60	0 75
Montreal melons, per doz.	....	1 80

VEGETABLES LOWER

Montreal.

VEGETABLES.—During the past week Montreal has seen one of the largest vegetable markets in its history. Prices ran very low and red tomatoes were sold at as low a figure as 35 cents a box and green tomatoes at the same price. Cauliflowers were sold at 15 cents a head and golden bantam corn is still offered at 15 cents per dozen. Small cucumbers are being sold by the pail this year. The 2½ gallon size sells at $1.25. Egg plant and Boston lettuce are particularly low in price.

VEGETABLES—		
Cabbages, per doz.	0 40	0 50
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.	....	2 40
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 25	5 75
New potaoes, local, per bag 0 90		1 00
Yellow onions, per bag	....	1 50
Onions, per crate, No. 2.....		1 90
Spinach, barrel, local	0 40	0 50
Cucumbers, pickling, per pail ...	....	1 25
New Turnips, per doz.	1 25	1 50
Tomatoes, per box	0 00	1 00
Small boxes	....	0 35

PRICES OF BEANS ARE LOWER

Toronto.

BEANS.—Prices on the new crop of beans are quoted this week, and these show a sharp reduction as compared with a year ago. Offerings are in plentiful supply and dealers are quoting Canadian hand picked and also the 1 lb. pickers at from $3 to $3.25 per bushel. California limas are quoted at from 11c. to 11½c. per lb.

BEANS—		
Canadian hand picked and 1 lb. pickers	3 00	3 25
Cal. Limas, per lb.	0 11	0 11½

SPOT COFFEE MARKET STEADY

Toronto.

COFFEES.—Advices from primary markets indicate an easier tendency in the coffee futures market. Reported sales of 750,000 bags of Santos and 250,000 bags of Rio Coffee by the Brazilian government to an American syndicate appear to be without foundation, and the market in New York at the week end was little affected by the report. The situation on spot is unchanged. Prices rule at firm levels, with little tendency in either direction.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 25
Mocha, lb.	0 52	0 55

CEREALS INCLINE TO WEAKNESS

Toronto.

CEREALS.—While no changes are announced in present quotations on cereals, the market is generally inclined to weakness. Buying by the retail trade is not in heavy volume but merely as immediate requirements dictate. Wholesalers are quoting rolled oats in bags of 90 lbs. at from $3.15 to $3.25 per bag. Oatmeal in bags of 98 lbs. is quoted at $3.75 each.

CEREALS—		
Barley, pearl, 98s	....	4 75
Barley, pot, 98s	....	4 00
Cornmeal, golden, 98s	....	2 50
Oatmeal, 98s	....	3 75
Corn flour, 98s	....	2 80
Rye flour	....	4 40
Rolled oats, 90s	3 15	3 25
Rolled wheat, barrels	5 25	5 75
Cracked wheat, bag	....	5 00
Breakfast food, 98s	..	4 45
Rice flour, 100 lbs.		10 00
Flaxseed, 98s	....	6 00
Peas, split, per bag	....	6 50
Marrowfat Green peas, Ont. ..	7 75	8 50
Graham flour, 98s	....	4 00
Whole Wheat Flour		4 10
Wheat Kernels		5 25

SOME CANNED LINES LOWER

Toronto.

CANNED GOODS.—Prices on the new crop of canned corn and tomatoes are not yet announced by the packers, but deliveries of new corn are being made, subject to a price to be named later. Old crop tomatoes still being offered at from $1.30 to $1.65 per doz. for 2½s. Peas are unchanged, with a quotation of $3 per doz. being asked for extra sifted peas, in very limited supply. The new crop of golden wax beans is quoted at a price showing little change as compared with the opening price last year, at from $2 to $2.10 per doz.

Prices on the new pack of plums are quoted and show sharp declines as compared with a year ago. The heavy crop of plums is responsible for much easier prices that will rule on the can-

BROOMS ADVANCED

Montreal.

MISCELLANEOUS.—Local wholesalers have quoted an advance of 50c. on brooms, making the price on four-cord brooms $5.50 and on five-cord $6.00. Other grades are advanced accordingly. Macdonald's cigarettes have been further reduced. The price for 500 10's is now $5.97.

ONTARIO MARKETS

TORONTO, Sept. 27.—The sugar market continues weak with one refiner quoting another decline of 25c per cwt., making the Toronto price $7.09. Selling, however, is reported under this figure from second and third hands. The demand from first hands is very quiet. Prices on the new crop of tomatoes and corn have not yet been announced by the packers but are expected any time now. Deliveries of new corn are being made, subject to the opening price to be announced. Prices on the new pack of canned plums are also out, and are much lower than a year ago. Firmer markets are ruling in currants, the situation in the East having somewhat stimulated values. Teas continue to show a sharp upward movement. New Blue Rose rice is quoted easier, the lowest opening price that has ruled for some time. Stronger prices are named on spot stocks of shelled walnuts, and supplies are said to be in limited volume.

ned varieties. Lombard 2s are quoted at from $1.40 to $1.45 per doz.

CANNED GOODS—		
Shrimps	2 85	....
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	....	2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	**1 45**
Pinks, 1s, doz.	....	1 60
Lobster, ½-lb. doz.	5 40	5 75
Do., ½-lb. tins	2 90	3 25
Whale steak, 1s, flat, doz.	**1 75**	**1 90**
Pilchards, 1-lb. talls, doz.	**1 75**	**1 80**
Herrings in Tomato Sauce—		
Ovals 1s per doz.	**1 75**	**2 15**
Ovals ½s, per doz.	....	**1 30**
Kippered Herrings—		
Ovals 1s, per doz.	**1 75**	**2 00**
Ovals, ½s, per doz.	....	**1 30**
Canned Vegetables		
Peas, extra sifted, doz.		3 00
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.	....	1 42½
Beets, 2s doz.	**1 45**	**2 45**
Beans, golden wax, doz.	2 00	2 10
Do., Golden wax, fancy, doz.	....	**2 25**
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	1 20	1 45
Tomatoes, 2½s, doz.	1 30	1 65
Pumpkins, 2½s	**1 90**	**1 80**
Spinach, 2½s doz.	....	2 95
Do., 2s	....	2 25
Pineapples, sliced, 2½s doz.	....	**3 75**
Do., sliced, 2½s, doz.	....	**4 25**
Apples, gal. water pack, doz.	....	**5 60**
Do., gal. steam pack, doz.	....	**6 80**
Do., 2½s, doz.	....	**1 75**
Pears, 2s, doz.	....	2 90
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	1 40	1 45
Blueberries, 2s	**2 35**	**2 45**
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	**3 00**	**3 25**
Do., 16 oz. doz.	**3 50**	**3 90**
Do., 4s, each	**0 85**	**1 07**
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 83	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90
Marmalade—		
12 oz., glass, doz.	**2 25**	**2 45**
16 oz., glass, doz.	**2 75**	**2 90**
No. 4 tins, each	**0 58**	**0 65**

DATES ARE LOWER

Toronto.

DRIED FRUITS.—Lower prices are quoted this week on Dromedary dates, wholesalers quoting cases of 3 doz. at $6.95 each, and the smaller dates 14 doz. to the case, $3.75. Currants are firmer, the situation in the East stimulating values, Greek Filliatras, being quoted at from 15 to 15½c. per lb. and the Greek Patras at from 16½ to 17½c. per lb. Raisins continue to rule at fairly easy levels. Thompson's seedless, 25s. are offered at 14½c. per lb. Figs, natural bags, 30 lbs., are higher at 12½c. per lb. Lower prices prevail in the market for evaporated apples at 16 and 17c. per lb.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	0 49
Lemon caps, 12-lb. boxes, lb.	....	0 31
Orange caps, 12-lb. boxes, lb.	....	0 32
Mixed containing 4½ lb. lemon per lb.	....	0 35½
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	4 35
Currants—		
Greek Filliatras cases	0 15	0 15½
Do., Patras	0 16½	0 17½
Dates—		
Excelsior, pkgs., 3 doz., in case	....	4 00
Dromedary, 3 doz. to case	....	6 95
Do., 4 doz. to case	....	3 75
Fard, per lb.	....	0 25
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	....	0 17
60-70s, 25s	....	0 16
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California Sultanas, lb.	....	0 14½
Seeded, 15-oz. pkts.	0 17½	0 18½
Do., 11-oz. pkts.	....	0 14½
Seedless, 15-oz. pkts.	....	0 16
Do., 8 oz. pkt.	0 10	0 10½
Do., 11 oz.	....	0 14½
Thompson's seedless, 25s	....	0 14½
Valencia, Spanish	0 19½	0 20½
Clusters, boxes, 20 1-lb. pkg.	....	6 65
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 16	0 17
Figs—		
Natural bags, 30 lb.	....	0 12½
Layer, 4 Crown	....	0 24
Layer, 5 Crown	....	0 26
Layer, 7 crown	....	0 29
Pulled Figs, 30 lbs.	....	0 17
Pulled, 10-lb. box, per lb.	....	0 34
Pulled, 1-lb. box, each	....	0 20
Do., 2-lb. box, each	....	0 36
Mats	0 09	....
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Choice	....	0 32
Standard	....	0 28

MANCHURIAN WALNUTS HIGHER

Toronto.

NUTS.—Stronger prices are named on Manchurian shelled walnuts this week at from 53 to 57c. per lb. Supplies of walnuts on this market, some importers state, are not heavy. New arrivals of French walnuts are not expected before December the first, and this date cannot be depended upon, shipments being very likely to arrive later. The walnut market on spot is very strong. New Jordan almonds should be available on this market in the next week. Prices will be much the same as have been ruling at from 70 to 75c. per lb. Peanuts in bags, unroasted, are 12½c. per lb. Cocoanut is very firm and some are quoting the strip and shredded cocoanut at an advance. Cocoanuts in the shell have advanced 50 per cent.

NUTS—		
Almonds, Tarragonas, lb.	**0 22**	**0 24**
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	....	0 18
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 25	0 37
Walnuts, Bordeaux, lb.	0 57	0 62
Do., Manchurian, lb.	0 53	0 57
Do., broken	0 40	0 50
Jordan Almonds	0 70	0 75
Brazils, lb.	....	0 55
Peanuts, in bags, unroasted	....	0 12½

PACKAGE GOODS UNCHANGED

Toronto.

PACKAGE GOODS.—No changes are reported in the market for package goods this week. Package cereals are selling well at present levels.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	....	**5 00**
Do., 18s, case	....	**2 00**
Do., 20s, square case	....	**5 00**
Do., Aluminum Prem., 20s	....	**6 15**
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	**6 00**
Do., 20s, family, case	....	**6 80**
Package Peas, per doz.	....	**0 90**
Cornstarch, No. 1, lb. carton	....	0 09½
Do., No. 2, lb. cartons	....	0 07¾
Laundry Starch	....	0 07¼
Do., in 1-lb. cartons	....	0 08
Do., in 6-lb. wood boxes	....	0 11
Do., in 6 lb. tin cannisters	....	0 11¾
Celluloid starch, case	....	**3 80**
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	**5 75**
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	2 40
F. S. Hominy, gran. case	....	**3 00**
Do., pearl, case	....	**3 00**
Scotch pearl barley case	....	2 70
Macaroni 30-16 oz. per case	**3 15**	**3 40**
Do., 30-8 oz. per case	**2 00**	**2 20**

SPOT RICE IS EASIER

Toronto.

RICE.—Quotations on the new crop of Blue Rose rice in the south indicates a lower price than has been quoted for some time. A figure of 4¾c. per lb. is asked in the south, costing laid down in Toronto 6c. per lb. Shipments are due to arrive late October and November. Blue Rose fancy rice is quoted lower on spot at from 7¼ to 7¾c. per lb.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07½	0 07¾
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	**0 7½**	**0 08**
White Sago	0 08	0 08½
Do., fancy	0 09½	0 10

SYRUPS ARE STEADY

Toronto.

SYRUPS.—The market for syrups and molasses is unchanged. There is a moderate inquiry for these lines, and prices are firm and steady.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow. Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bb's	....	0 05½
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	....	3 75
Cases, 5-lb. tins, yel'ow, 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case	....	4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case	....	14 50
2½ lb. tins, 24 to case, per case	....	13 25
10 lb. tins, 6 to case, per case	....	11 50
5 gal. cans	....	10 25
1½ lb. tins, 24 to case, per case	....	7 50
5 lb. tins, 12 to case, per case	....	12 25
1 gal. tins, 6 to case, per case	....	13 20
Maple Sugar, 1 lb. blocks, per lb.	..	0 25
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails—No. 2	....	1 70
West India, gal.	....	0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35

SUGAR CONTINUES WEAK

Toronto.

Sugar.—The sugar market contin-

ues weak, and one refiner has quoted another reduction of 25c. per cwt., Atlantic sugar quoting $6.75 per cwt. as the basis Montreal, the delivered price Toronto being $7.09. One disturbing factor out of the way in the United States sugar situation is the tariff question. An increased duty on Cuban sugars is now in effect on the other side, the rate of duty having been increased 16c. per cwt. During the past week Cuban sugar sold down to 3c. per lb. c. & f. New York. It is interesting to note that the duty on Cuban sugars coming into Canada is now lower than the duty on the same sugars going into the States. There is little domestic consumption from first hands, and such consumptive inquiry as there is is evidently being well taken care of by sugars from second and third hands, procurable below refiners' basis.

SUGAR—

Acadia Sugar Refinery, ex. gran.	7 34
Dom. Sugar Refinery, ex. gran.	7 34
Canada Refinery, gran.	7 34
St. Lawrence, Refinery, gran.	7 34
Atlantic Refinery, gran.	7 09

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-2u 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

SPICES FIRM AND ACTIVE

Toronto.

SPICES.—There continues a very active inquiry for spices, with prices unchanged as compared with a week ago. The market for cloves is very strong, and stocks on spot are not heavy. Peppers at primary points show a tendency to advance, although spot quotations are steady. The demand for all kinds of spices is very brisk.

SPICES—

Cassia	**0 22**	**0 24**
Cinnamon	**0 35**	**0 40**
Cloves	**0 60**	**0 60**
Cayenne	**0 35**	**0 37**
Ginger, Cochin	....	**0 30**
Do., Jamaica	....	0 55
Mustard, pure	....	**0 45**
Pastry	....	**0 25**
Pickling spice	0 17	0 20
Mace	0 55	0 65
Peppers, black	0 18	0 20
Do., white	0 28	0 30
Paprika, lb.	....	**0 45**
Chillies, lb.	0 55	0 58
Nutmegs, selects, whole	0 30	0 40
Do., ground	....	0 30
Mustard seed, whole	....	**0 25**
Celery seed, whole	....	**0 45**
Coriander seed	....	**0 18**
Carraway seed, whole	0 20	0 25
Curry Powder	....	**0 35**
Cream of Tartar—		
French, pure	**0 35**	**0 40**
4-oz. packages, doz.	....	**1 75**
2-oz. pkgs., doz.	....	**0 90**

UPWARD TREND IN TEAS

Toronto.

TEAS.—All reports from primary markets of teas indicate a very strong situation. Ceylon teas the very strong, and advices from Calcutta show the market for Indias to be on a very high basis at the present time. The future in these Indias, it is stated, is obscure since so much depends on out-turn. The Java market is also very firm, and Japans have been climbing steadily. Third crop Japans have been very high in price, and most of them have been sold for home use. Spot teas are in smaller volume but prices are unchanged.

TEAS—

Pekoe Souchongs	0 40	0 45
Pekoes	**0 42**	**0 58**
Broken Pekoes	**0 45**	**0 68**
Broken Orange Pekoes	**0 60**	**0 80**
Japans and Chinas—		
Early pickings, Japans	....	**0 65**
Do., seconds	**0 50**	**0 55**
Hyson thirds	**0 32**	**0 40**
Do., points	**0 45**	**0 57**
Do., sifted	**0 55**	**0 65**

FLOUR IS UNCHANGED

Toronto.

FLOUR.—The market in flour is unchanged this week. There is a good demand with the market steady and firm. First patents in cotton bags are offered at $6.90 per bbl. and second patents in jute bags at $6.30 per bbl.

FLOUR—

First Patents, in cotton bags, bbl.	**6 90**
Second Patents, in jute bags, bbl.	**6 30**

MILLFEEDS ARE LOWER

Toronto.

MILLFEEDS.—The market in millfeeds is lower this week. The fact that there is plenty of feed in the country is responsible for the easier situation. Bran is quoted a dollar per ton lower at $20.25, as is also shorts at $22.-25 per ton.

MILLFEEDS—

Bran, per ton	20 25
Shorts, per ton	22 25

FRUITS CONTINUE EASY

Toronto.

FRUITS.—Domestic fruits such as peaches, plums and pears continue to arrive in abundance, and are priced at low levels. Large baskets of peaches are selling at from 50 to 60c. and the small ones at from 30 to 40c. Apples in the barrel are plentiful and range from $3.50 to $6.50 each according to variety and quality. Grapes are beginning to arrive more freely and are offered at from 40 to 50c. for the 6 qt. baskets.

FRUITS—

Oranges, Cal., box	4 50	9 50
Lemons, Verdellis, 300s, per box	....	5 50
Bananas, per lb.	....	0 07
Grapefruits, 64s, 80s, 100s, and 128s	5 00	6 00
Grapes, Cal. Tokays, per box	....	3 25
Grapes, Spanish Malaga, per keg	....	8 50
Do., 6 qt. basket	0 40	0 50
Peaches, Canadian 11 qt. baskets	0 50	0 60
6 qt. basket	0 30	0 40
Apples, barrel	3 50	6 50
Apples, boxes and hampers—		
Various fall varieties, per box	1 25	1 75
11 qt. basket	0 30	0 50
Pears, 11 qt. baskets, ea.	0 40	0 50
Pears, Cal. Howells, box	....	4 50
Plums, local, 6s	0 50	0 60
Do., 11s	0 75	1 00
Grapes, 6 qts.	0 40	0 50

VEGETABLES ARE PLENTIFUL

Toronto.

VEGETABLES.—The market for vegetables continues much the same as a week ago. Prices are for the most part unchanged. Potatoes are coming forward freely and are offered at 70 and 75c. per bag. New Brunswick potatoes are offered at higher prices on this market but dealers are not prepared to pay as high as 90c. per bag for them, at which figure they are quoted laid down in Toronto. With an abundance of Ontario potatoes available around 70c. the market here is not receptive to New Brunswick potatoes at the present time. Tomatoes continue to arrive freely and sell at 25 and 35c. for large baskets. Prices of most vegetables are steady with last week.

VEGETABLES—

Potatoes, bag	0 70	0 75
Onions, per bag, 100 lbs.	1 75	1 85
Do., Spanish, large cases	....	4 75
Do., Spanish, half cases	....	2 50
Pickling onions, 11 qt. basket	1 25	1 75
Beets, bag	....	0 75
Carrots, bag	0 75	1 00
Cabbage, per doz.	0 40	0 50
Green peppers, 11 qt.	0 35	0 50
Sweet peppers, basket	....	0 50
Red peppers, basket	0 50	0 60
Wax beans, basket	0 35	0 40
Cauliflower, doz.	1 25	2 00
Parsley, 11 qt. basket	0 50	0 75
Vegetable marrow, doz.	0 90	1 00
Celery, doz.	0 50	0 75
Corn, doz.	0 10	0 15
Tomatoes, 11 qt. baskets	02 5	0 35
Gherkins, 11 qt. basket	1 00	1 25
Egg Plant, 11 qt.	0 30	0 40

MANITOBA MARKETS

WINNIPEG.—In the markets for grocery commodities this week the feature is another decline in the price of sugar. Teas and coffees continue to show a strong position. Rice is also firm and spices are in good demand with prices showing strong levels. Cloves particularly show a tendency to advance and are reported scarce. Canned goods are moving in moderate volume and new prices on corn and tomatoes are expected shortly. Grecian currants have advanced due to the unsettled conditions in Greece. It is not likely that any more figs will reach this market for some time due to the war situation in the Balkan States. The feature of the fruit market has been the advance in quotations on California lemons. B. C. MacIntosh reds have arrived as well as cranberries. Vegetables are plentiful and prices are easy.

COFFEE IN STRONG POSITION

Winnipeg.

COFFEE.—There continues a firm undertone to the coffee market. Advices from primary markets indicate a general tendency to strength and while prices have not advanced on spot, quotations are firm at levels obtaining at present.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

DRIED FRUITS STEADY

Winnipeg.

DRIED FRUITS.—Wholesalers report good sales of figs, peaches and prunes. Evaporated apples are expected on the market early next week. Spot prunes are practically cleaned up and new arrivals will reach here by October and quotations will be lower. Figs on the primary market have shown an advance of 3c. per lb. Grecian currants are reported scarce and prices have advanced.

DRIED FRUITS—	
Evaporated apples, per lb.	0 25
Currants, 90 lb., per lb.	0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.	0 12
Dates, Hallowee, bulk, lb.	0 13
Jamaica, roasted, best grade, lb.	0 23
Do., pkgs., 8 doz. case, lb.	0 30
Loganberries, 8 oz., 4 doz. case, pk.	0 09
Peaches, standard, per lb.	0 27¼
Do., choice, per lb.	0 21
Do., fancy, per lb.	0 22
Do., Cal., in cartons, per carton	1 00
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 30
Prunes—	
30-40s, 25s, per lb.	0 24
40-50s, 25s, per lb.	0 20
50-60s, 25s, per lb.	0 17½
60-70s, 25s, per lb.	0 16
70-80s, 25s, per lb.	0 14½
90-100s, 25s, per lb.	0 12½
In 5-lb. cartons, carton	0 73
Raisins—Seeded—	
Cal., pkg., 16 oz., fancy, per pkg.	0 21½
Do., pkg., 12 oz., fancy, per pkg.	0 17½
Do., 16 oz., choice, per pkg.	0 21
Do., 12 oz., choice, per pkg.	0 16
Cal., 5 lb. cartons, per carton	1 15
Do., bulk, 25-lb. boxes, per lb.	0 20
Raisins—Seedless—	
Cal., pkg., 11 oz., per pkg.	0 20
Do., bulk, 25-lb. boxes, per lb.	0 22
Do., bulk, 5-lb. cartons, per carton	1 15
Do., Cal. Muscatels, 5 lb. carton, per carton	
Apricots—	
carton	1 15
Do., Standard, 10s, per lb.	0 32
Do., 25s, per lb.	0 30
Do., Choice, 10s, per lb.	0 34
Do., 25s, per lb.	0 32
Do., Fancy, 10s, per lb.	0 36

CANNED GOODS UNCHANGED

Winnipeg.

CANNED GOODS.—Prices on the new pack of corn and tomatoes will be named around the end of the month. In the meantime canned goods are having a normal sale. Some cheap offerings by wholesalers on standard tomatoes at $3.25 per case are finding ready sale. Canned fruits are unchanged as the demand for these lines is quiet at the present time.

CANNED FISH—	
Shrimps, 1s, 4 doz. case, doz.	2 75
Finnan Haddie, ½s, 8 doz. case	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50
Lobsters, ¼s, 8 doz. case, doz.	3 00
Do., ½s, 4 doz. case, case	5 00
Oysters, 1s, 4 oz. 4 doz. case, case	8 40
Do., 2s, 8 oz. 2 doz. case, case	7 50
Pilchards, 1s, tall, 4 doz. case, per case	6 25
Do., ½s, flat, 8 doz. case, case	8 50
Salmons—	**Per case**
Sockeye, 1s, tall, 4 doz. case	20 00
Do., ½s, flat, 8 doz. case	21 00
Red Spring, 1s, tall, 4 doz. case	14 00
Do., ½s, flat, 8 doz. case	15 00
Coho, 1s, tall, 4 doz. case	11 50 13 00
Do., ½s, flat, 8 doz. case	13 00 14 00
Pink, 1s, tall, 4 doz. case	6 00 6 50
Do., ½s, flat, 8 doz. case	8 00
CANNED FRUITS (Canadian)—	**Per case**
Apples, 6 tins, in case	3 25
Blackberries, 2s, 2 doz. case	6 75
Cherries, 2s, 2 doz. case	8 70
Gooseberries, 2s, 2 doz. case	7 50
Lawtonberries, 2s, 2 doz. case	8 00
Peaches, 2s, 2 doz. case	6 60 7 10
Pears, 2s, 2 doz. case	6 45 7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	6 00
Plums, Lombard, H.S. 2s, doz. case	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	4 65
Raspberries, 2s, 2 doz. case	8 00 8 60
Strawberries, 2s, 2 doz. case	8 00 8 60
CANNED FRUIT (American)—	Per case
Apricots, 1s, 4 doz. case	10 60
Peaches, 2½s, 2 doz. case	9 15
Peaches, sliced, 1s, 4 doz. case	10 85
Do., Halves, 1s, 4 doz. case	10
Do., 2s, 2 doz. case	6 50
Pears, 1s, 4 doz. case	13 25
Pineapple, sliced, 2s, 2 doz. case	7 50
CANNED VEGETABLES—	
Asparagus tips, 1s, tins, 4 doz. case, per doz.	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	4 70
Beans, Refugee, 2s, 2 doz. case	4 75
Corns, 2s, 2 doz. case	3 85 4 10
Peas, standard, 2s, 2 doz. case	3 25 4 10
Peas, Early June, 2s, 2 doz. case	4 65 4 80
Sweet Potatoes, 2½s, 2 doz. case	5 60
Pumpkin, 2½s, 2 doz. case	3 80 4 85
Sauer Kraut, 2½s, 2 doz. case	3 80 3 90
Tomatoes, 2½s, 2 doz case	4 05 4 35
Spinach, 2½s, 2 doz. case	5 80

ONTARIO BEANS ARRIVE

Winnipeg.

CEREALS.—The first shipment of new crop Ontario beans has arrived on the market and is quoted to the retail trade at $3.25 per bushel. No change is reported in quotations on package cereals. There is only a moderate enquiry and the general situation is weak although prices for the most part show no change.

PACKAGE CEREALS—	
Rolled Oats, 20s, Rd. Ct.	3 85 4 25
Do., 36s, case, square pkts.	4 00
Do., 18s, case	1 70
Corn Flakes, 36s, case	3 15 3 60
Cornmeal, 2 doz. case, per case	2 85
Puffed wheat, 4 doz. case, per case	4 40
Puffed Rice, 3 doz. case, per case	5 70
Cream of Wheat, 3 doz. case per case	7 50
Grape Nuts, 2 doz. case, per case	3 80
Package Peas, 3 doz. case	3 00
BULK CEREALS—	
Rolled Oats, 80s, per bag	2 65
Do., 40s, per bag	1 40
Do., 20s, per bag	0 75
Do., 10-8s, per bale	3 40
Oatmeal, 98s, gran. for stand bag	3 60
Wheat granules, 98s, per bag	4 70
Do., 16-6s, per bale	5 90
Peas, whole green, 100 lb. bag, per bushel	4 75
Peas, split, yellow, 98s, per bag	8 00
Do., split, yellow, 49s, per bag	4 10
Beans, fancy, hand picked, 100 lb. bag per bushel	3 60 4 25
Barley, pot, 98s, per bag	3 15
Do., pot, 49s per bag	1 60
Do., pot, 24s, per bag	0 84
Barley, pearl, 98s, per bag	4 35
Do., pearl, 24s, per bag	1 15
Cornmeal, 98s per bag	2 75
Do., 49s, per bag	1 45
Do., 24s, per bag	0 75
Do., 10-lbs. per bal.	3 35

JAMS MAINTAIN STRENGTH

Winnipeg.

JAMS.—The jam market maintains its present strength. Wholesalers report only normal sales of jams as large quantities of fresh fruits at low prices are now on the market. As the Fall approaches indications point to an improved demand for all lines of good quality jams.

JAMS—	
Black Currant, 4s, per tin	0 80 0 90
Strawberry, 4s, per tin	0 80 0 90
Raspberry, 4s, per tin	0 80 0 90
Apricots, 4s, per tin	0 70 0 80
Cherry, 4s, per tin	0 70 0 80
Peach, 4s, per tin	0 70 0 80
Compound (all flavors) 4s tin	0 45

FLOUR RULING STEADY

Winnipeg.

FLOUR.—In sympathy with the strong tone of wheat the flour market is ruling steady. Buying is in small quantities with 98 lb. sacks quoted at $3.20.

FLOUR—	
98 lb. sacks	3 20
Two 49 lb. sacks	3 25
Four 24 lb. sacks	3 32½

NUT MARKET IS QUIET

Winnipeg.

NUTS.—The nut market is reported dull. Pecans are scarce and firm. Brazils are showing a firmer tendency. Almonds and walnuts show no change.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

ORIENTAL RICES FIRM

Winnipeg.

RICE.—Oriental rice is ruling firm. Southern rice on primary markets is reported dull as buying is limited.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08⅛
Do., 50-lb. sacks, lb.	0 08⅜
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

LOWER PRICES ON SUGAR

Winnipeg.

SUGAR.—The feature of the sugar market has been the decline of 25c. per cwt. Quotations delivered f. o. b. Winnipeg, are $8 per cwt. The trade has a feeling that the highest peak has been reached and that prices will gradually tend towards lower levels as the season advances.

SUGAR—	
Extra gran., bags, 100 lbs.	8 00
Do., gunnies, 5-20 lbs.	8 40
Do., cartons, 20-5 lbs.	8 60
Do., gunnies, 10-10 lbs.	8 50
Yellow, No. 1, lt., bags, 100 lbs.	7 60
Do., golden bags, 100 lbs.	7 50
Powdered sugar, bbls.	8 40
Do., boxes, 50 lbs.	8 60
Do., boxes, 25 lbs.	8 80
Icing, barrels	8 50
Do., boxes, 50 lbs.	8 70
Do., boxes, 25 lbs.	8 85
Soft lumps, boxes, 100 lbs.	8 80
Do., boxes, 50 lbs.	9 10
Do., cases, 20 cartons	9 85
Do., cases, 40½ lbs.	10 60
Small lump boxes, 100 lbs.	9 70
Do., boxes, 50 lbs.	8 80
Do., boxes, 25 lbs.	9 00
Do., cartons, 50 2-lb.	10 10
Do., boxes, 25 lbs.	8 80
Hard lump boxes, 10 lbs.	8 95
Do., boxes, 50 lbs.	9 10

SYRUPS ARE STEADY

Winnipeg.

SYRUPS.—Dealers report no changes in this market. There is a moderate demand with unchanged quotations.

CANE SYRUP—	
No. 2s, 2 doz. case	5 55

STARCH RULES STEADY

Winnipeg.

STARCH.—There is little change in the character of the starch market. The movement is confined to moderate quantities and prices are held steady.

CLOVES ARE SCARCE

Winnipeg.

SPICES.—Extreme scarcity of cloves is keeping prices high. Nutmegs are firmer and peppers continue steady.

TEAS CONTINUE FIRM

Winnipeg.

TEAS.—The tea market is still advancing and in fact all lines of teas are in a strong position and are showing higher levels. Quotations locally are unchanged because of supplies bought at the lower figures being available. No doubt with these teas cleared up the market is bound to advance.

CALIFORNIA LEMONS ADVANCE

Winnipeg.

FRUITS.—The feature of the fruit market this week has been the advance of California lemons to $12 per case. Isle of Pines grapefruit is slightly lower at $8.50 per case. Large quantities of Ontario peaches are arriving on the market and best quality are quoted at $1.25 per basket. Hyslop crabapples are selling in good quantities at $2.40 per case. The first shipment of B. C. MacIntosh Red apples has arrived and are meeting with a good demand at $2.-75 per box. Cranberries are now obtainable in half barrels at $8.

VEGETABLE PRICES EASY

Winnipeg.

VEGETABLES.—Large supplies of vegetables feature the market and prices are ruling easier. New potatoes are quoted at 55c. to 60c. per bushel. Local tomatoes are slightly easier and are quoted at 6c. to 6½c. per lb. Large quantities of local celery of splendid quality is finding ready sale at 7c. per lb. Sage and summer savory is in good demand at 40c. per doz. Green tomatoes are quoted at 2c. and pickling onions at 8c. per lb. Red cabbage is in good demand at $1.50 per doz.

MARKETS BY WIRE

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, Sept. 27.—Large crops of fruits through the Annapolis valley make the fruit trade exceptionally active here. Gravenstein apples are selling at from $3 to $4. Potatoes are plentiful and of a good quality, selling at $1.50 for 90 lb. bags. Five Roses standard hard wheat flour is quoted at $8.50 per bbl. and Halifax blended at $7.50.

Onions, Canadian, 100 lbs.	....	2 25
Oranges, case	....	8 50
Grapefruit, Porto Rico	....	7 50
Standard Hard wheat four, bbl.	....	8 50
Halifax, Blended, per bbl.	....	7 50
Flour, Lemons, case	....	12 00
Cornmeal, bags	....	2 10
Rolled oats, per bag	....	3 85
Rice, Siam, per 100 lbs.	0 08½	
Tapioca, 100 lbs.	....	7 00
Sugar, standard, gran.	....	7 00
Do., No. 1, yellow	....	6 35
Molasses, gal.	....	
Cheese, Ont., twins	....	0 20
Eggs, fresh, doz.	....	0 37
Lard, compound	....	0 16½
Do., pure, lb.	....	0 18
American clear pork, bbl.	....	33 00
Tomatoes, 2½s., stan., doz.	....	**2 00**
Hams, average, 25-35 lbs.	0 25	0 35
Do., aver., 18-25 lbs.	....	0 29
Hams, aver., 12-18 lbs.	....	0 30
Roll Bacon	....	0 23
Breakfast bacon	....	0 30
Buter, creamery, prints, lb.	....	0 38
Do., creamery, solids	....	0 36
Raspberries, 2s Ont., doz.	....	**4 00**
Peaches, 2s, standard, doz.	....	**2 90**
Corn, 2s, standard, doz.	....	**1 00**
Peas, standard, doz.	....	1 75
Potatoes, per bag	....	1 50
Strawberries, 2s, Ont., doz.	....	3 90
Do., pinks	....	**7 00**
Do., Cohoes	....	**14 00**
Raspberries, doz.	....	4 40

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Sept. 27.—Sugar is quoted lower here at $7 per cwt. Eggs are selling at 36c. per doz. Potatoes are quoted at 90c. per bushel. Shortening is easier at 14½c. per lb. Other commodities are unchanged.

Rolled oats, bag	....	3 75
Do., bbls.	....	8 50
Cornmeal, gran., bags	....	**2 75**
Eggs	....	0 36
Rice, Siam, per cwt.	....	**6 60**
Tapioca, per 100 lbs.	....	**9 50**
Sugar, gran., cwt.	....	7 00
Do., No. 1, yellow	....	6 35
Molasses, gal.	....	0 65
Tomatoes, cans, doz.	....	1 90
Raisins, Valencia layers	0 24	**0 30**
Currants, cleaned	....	**0 20**
Prunes, 90-100, 25-lb. boxes	....	0 13
Lemon peel	....	**0 34**
Orange peel	....	**0 34**
Citron peel	....	0 60
Walnuts	....	**0 28**
Almonds	....	**0 22**
Brazils	....	**0 20**
Peanuts	....	**0 18**
Filberts	....	**0 16**
Cocoanuts, bag	....	**6 00**
Potatoes, per bushel	....	0 90
Onions, 100 lbs.	....	2 50
Pork, clear, bbls.	....	33 00
Oranges, per case	10 00	12 00
Bananas, per lb.	....	0 08
Lemons, case	....	7 00
Grapefruit, case	8 50	....
Pigs' feet, per 20-lb. pail	....	**2 25**
Hams, shoulder, per lb.	....	**0 22**
Bacon, side per lb.	....	**0 33**
Bacon roll, per lb.	....	**0 62**
Lard, pure, in pails, lb.	....	0 17
Lard, pure, in tubs, lb.	....	0 16¾
Oleomargarine, lb.	....	0 22
Shortening, in pails, lb.	....	0 14½
Shortening, in tubs, lb.	....	0 14
Butter, creamery prints, lb.	0 38	0 40
Butter, creamery, solids, lb.	0 37	0 38

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Sept. 27.—Sugar declined 25c per cwt. It is now quoted at $8.34 per cwt. Tomatoes 2½s are $3.35 to $3.50 per case. Mother's macaroni is reduced at $3.25 per case. Van Camp's tuna fish is lower, quarter cases of 48, $7.25, halves $11 for 48s. Flour has advanced here 30c per barrel. There is a big demand here for seeded and seedless raisins with the market almost bare.

Flour, per bbl.	....	6 50
Sugar, pure cane, gran. cwt.	....	8 34
Tomatoes, 2½s	3 35	3 50
Cheese, No. 1, Ont., large	....	0 20½
Alberta cheese, twins	....	**0 20**
Do., large	....	**0 22**
Butter, Creamery, lb.	0 36	0 40
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s	....	11 70
Eggs, new laid, local, case	....	**7 00**

SPECIALIZED NEWSPAPERS AND C. N. E.

(Continued from page 27)

"This is the situation, I can show it to you in this clipping." For that reason, gentlemen, I say that yours is the greater obligation, because you are leaders, because you are helping to build up the business fabric of the country."

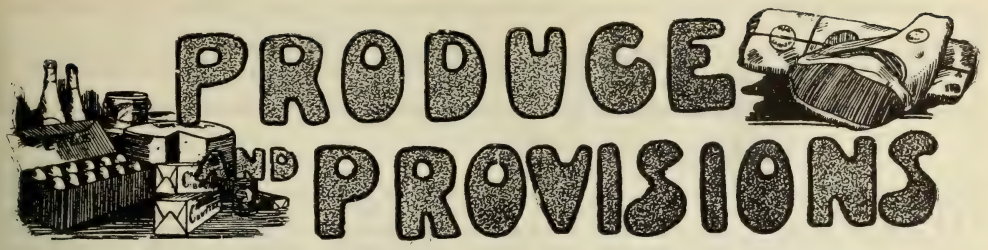
We appreciate the honor the C. N. E. has conferred on the Press in singling out a day in their honor. In a larger sense, however, every day is "Press Day" for some of the publishers in our association. Our publications are of such a varied nature and cover such diversified fields that in nearly every case there are one or more publications devoted to the industry that gives the day its name.

Now, I believe the directors are interested not merely in bringing the numbers but in bringing the men and women with a stake in the country—the responsible people, the people of large buying power. To put it in newspaper language, you are interested in class in circulation rather than in the mass circulation.

In every one of the lines mentioned above, our publications reach a large percentage of the best men and women engaged in the business, and reach them with publications that they have come to regard as their business associates.

I believe the big development of the future for the Canadian National Exhibition is to develop the exhibits of the various industries as units.

I can assure you the publications in our association will be very glad to cooperate with you, not only in organizing exhibitors and inducing them to guarantee the cost of the building, but in making the buildings a success after they are erected by bringing to the Exhibition the class of people these exhibitors want to reach. For, after all, the real success of an Exhibition does not consist in large buildings or elaborate exhibits but in the class of people who attend.



Says New U. S. Duty on Potatoes is Disastrous to Industry in New Brunswick

Representative of the New Brunswick Potato Exchange, Ltd., Declares That New England is the Market for These Potatoes—Business is Now at a Standstill

WOODSTOCK, N. B., Sept. 27. (Special)—Discussing the new Tariff Bill in the United States that has recently been passed, in its relation to the export of potatoes from this province, Harry Webb of the New Brunswick Potato Exchange Limited, told a representative of Canadian Grocer that the new duty of 50c. per cwt. on potatoes spells disaster to the New Brunswick potato industry.

"For the past twenty years," he said, "the potato industry here has gradually grown from nothing until to-day there are 70,000 acres under cultivation. The growers look to the United States for a market. New England being the natural market for our goods, we ship into New England, and within a radius of 700 miles we come in touch with millions of people that are consumers of potatoes. From here to Boston and to Montreal is about the same mileage. But between here and Boston there are scores of towns and cities into which we have shipped potatoes, whereas between here and Montreal there is no business except a small lot in Sherbrooke. Montreal is fed by Quebec province. We get in for just a small portion of the available business. Toronto, the next largest buyer of potatoes, is fed by Ontario and this province has an enormous crop of its own. This latter fact coupled with low freight rates freezes us out of Toronto. We are too far away. The freight is too heavy, being now after the latest reduction 43c. per cwt.

"We have always looked to New England for a market. Last year we had to contend with a duty of 42c. per cwt. With the duty now 50c. we are indeed in bad shape. At the present moment the potato business is at a standstill. We do not know what to do with them. The farmers are just harvesting half a crop and not nearly enough to pay for the fertilizer with which they grew them. As far as we can see this new tariff will have the effect of crippling this industry that has developed into a big business with the farmers of New Brunswick.

Some Exporting to West Indies

"It is true we do a little exporting to the West Indies, chiefly Cuba, but this will only take care of about one-fifth of the potatoes, and we are constantly in competition with the Southern States who can ship by rail all the way through Key West and give quicker deliveries. Buyers can purchase in car lots, whereas we have to get together a cargo of 12 to 20 thousand sacks at a time. Buyers hesitate to place orders for such large quantities at one time, preferring to buy a single carload even if they have to pay more money for it.

"The situation is very serious at the present time, and unless something happens to relieve it, we hesitate to think of what the result might be to this province."

Holdings of Butter, Cheese, Beef, Mutton And Lamb Show A Marked Increase

Food Commodities in Cold Storage on September First Show Considerable Gain Over the First of August—Pork and Poultry Holdings Show a Sharp Reduction, However

OTTAWA, Sept. 23. (Special).—According to a recent preliminary report of food commodities in cold storage and in process of cure on Sept. 1st, this year, prepared by the Dominion Bureau of Statistics, the holdings of butter, cheese, beef, mutton and lamb were considerably in excess of those of the previous month. There was a marked reduction in pork and in poultry.

There were 23,540,873 pounds of creamery butter and 341,236 pounds of dairy butter in storage the first of September, as against 18,176,037 pounds of creamery butter and 551,650 pounds of dairy butter, the first of August. Cheese holdings were also heavier, there being 21,127,723 pounds as compared with 16,707,234 pounds on the first of August. Oleomargarine holdings were about 10,000 pounds less than the previous month, the total for September 1st being 112,932 pounds.

Little Difference in Eggs

There was not a great deal of difference in the amount of eggs in storage on the respective comparative dates. On the first of August there were 18,178,970 dozen and on Sept. 1st there were 17,997,338 dozen.

Lard holdings amounted to 1,606,295 pounds on Sept 1st, and 2,723,600 pounds on August 1st. The total quantity of beef on hand the first of September was 10,288,130 pounds as against 8,475,916 pounds the first of August.

On the other hand pork holdings registered a reduction, the total for the first of September being 23,931,445 pounds, compared with 27,067,242 pounds the beginning of the previous month.

There were 766,188 pounds of mutton and lamb in storage on the more recent date compared with 488,771 pounds the first of August.

Poultry in Storage

The following were the quantities of poultry in storage on the respective dates: broilers, August, 105,920 pounds; September, 80,393 pounds; chickens, August, 226,880 pounds; September, 83,036 pounds; fowl, August, 184,154 pounds; September, 118,737 pounds; ducks, August, 47,684 pounds; September, 46,779 pounds; geese, August, 84,934 pounds; September, 83,438 pounds; turkeys, August, 191,849 pounds; September, 174,375 pounds; unclassified, August, 141,380 pounds; September, 113,729 pounds; total, August, 982,801 pounds; September, 700,487 pounds.

Fish holdings were considerably greater on September first than at the beginning of the previous month, the figures being, September 18,454,283 pounds; August, 15,761,928 pounds.

Other commodities were as follows:

(Continued on page 38)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Sept. 28.—There is an improved tone to the produce and provision market although in some lines there is distinct weakness. Hogs are again reduced in price and as a result there is weakness in smoked meats and lower prices in cooked meats. The falling off in the demand for those lines, however, is mainly responsible for the reductions and the ease in the market. Eggs are higher in price, at least for the new laids and the selects. The butter market shows weakness on account of accumulating stocks and inactivity in export. Cheese, however, is the reverse. Prices are advanced and receipts are smaller. Lard prices are unchanged. There is an increased demand for fresh salmon on account of the comparatively lower prices. Halibut, however, is higher in price. There is a good supply of this year's salt herring and cod on the market. Oysters are being featured with the colder weather.

WEAKNESS IN BUTTER

Montreal.

BUTTER.—There is little change in the butter prices, but there is weakness caused by the inactivity of the export market. Some wholesale prices have been adjusted during the past week since they were found to be a little high in comparison with competitive quotations. The local demand for creamery butter is good and the trade has shown improvement, but real strength in the market is lacking through the refusal of English buyers to purchase here at present quotations. Local receipts show an increase and the supply of creamery butter on the market is good.

BUTTER—		
Creamery prints, finest	0 36	0 37
Creamery solids	0 35	0 36
Dairy solids		0 28
Dairy Prints		0 30

FRESH EGGS HIGHER

Montreal.

EGGS.—With the falling off in the production of eggs comes a higher price on new laid eggs and specials. There is also an advance in the price of selects since they are in greater demand on account of the high prices on new laids. Selects are now quoted at 48c. a doz. and new laids are advanced 2c. to 42c. a doz.

EGGS—		
Specials		0 48
New Laid	0 40	0 42
Selects	0 37	0 38
No. 1	0 30	0 32
Storage		0 26

LARD PRICES STEADY

Montreal.

LARD.—The domestic market for lard is steady with a fair amount of business passing, pure lard in tierces selling from 15½ to 16½ cents per pound and in bricks at from 18c. to 19c. a lb.

LARD—		
Tierces, 350 lb.	0 15½	0 16¼
Tubs, 20 lbs.	0 16	0 17
Pails, 20 lbs.	0 16½	0 17½
1 lb. bricks	0 18	0 19

COOKED HAMS EASIER

Montreal.

COOKED MEATS.—For the same reason that smoked meats are easier cooked hams show a decline since the falling off in the demand is more pronounced in this line. Cooked hams are now quoted at 42c. and sandwich hams at from 47c. to 49c. a lb.

COOKED MEATS—		
Hams, cooked		0 42
Sandwich	0 47	0 49
Square hams		0 44
Smoked shoulders		**0 22**
Bologna	0 10	**0 21**
Corned Beef 1's, per doz.		**3 25**
Per doz. 2's		**5 75**

SMOKED MEATS UNCHANGED

Montreal.

SMOKED MEATS.—There is no actual change in the market for smoked meats but the undertone is easy on account of the lower prices paid for hogs and the falling off in the consumption. Consequently a readjustment in prices is expected in the near future. The sudden change in the weather should hasten that change.

BACON—		
Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls	0 26	0 30
Picnic smoked hams		0 19
Wiltshire	0 30	0 32
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 30	0 32
Do., 12-14	028	0 30
Do., 20-25	0 26	0 28

BETTER DEMAND FOR POULTRY

Montreal.

POULTRY.—Local dealers report a better demand for poultry and a big supply is expected for this fall and winter. Low feed prices are encouraging the raising of poultry. The reduced minimum weights in freight shipments is expected to ease marketing costs also.

	Per lb.
ROASTING CHICKENS—	
3 to 3½ lbs. per lb.	0 35
3½ to 4 per lb.	0 37
4½ up ...per lb.	0 38
FOWL—	
3 to 3½ pounds, per lb.	0 26
3½ to 4 per lb.	0 28
4½ up	0 30
Broilers, per lb.	0 36
Turkeys ... per lb.	0 50
Geese ... per lb.	0 24

HOG PRICES LOWER

Montreal.

FRESH MEATS.—The hog market continues weak and prices at all leading centres are lower than a week ago. The Montreal market closed 50 cents per hundred pounds lower with quotations on select light weights, weighed off cars from $11.75 up to $12 a hundred. Fresh killed hogs are selling at 18½ cents per pound. The beef market is steady and no changes are recorded.

FRESH MEATS—		
Hogs, Selected, weighed off cars	11 50	12 00
Fresh killed		18 50
Legs of pork, (foot on)	0 22	0 23
Loins (trimmed)	0 27	0 28
Trimmed shoulders	0 20	0 21
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front quarters	0 04½ 0 06	0 06½
Loins	0 18	0 21
Chucks	0 06	0 08

BIG DEMAND FOR SALMON

Montreal.

FISH.—Fish dealers state that the demand for fresh salmon has this year surpassed that of the last three or four years since the prices are easier. Owing to bad weather on the fishing grounds a higher price is quoted on fresh halibut. The first arrivals of salted Labrador herring and cod are on the market and the quality is said to be particularly fine this year.

FRESH FISH—	
Herring	0 06
Market cod, fresh	0 05½
Steak cod	0 08
Haddock	0 06½
Halibut	0 25
Lake Trout	0 16
Flounders	0 09
Mackerel	0 18
Cohoe salmon	0 20
Dressed Pike	0 12
FROZEN FISH—	
Halibut	0 20
Chicken halibut	0 16
Qualla Salmon	0 10 0 11
Dressed B. C. Salmon	0 20 0 21
Gaspe Salmon	0 25
SALTED FISH—	
Labrador Herring, per barrel	10 50
Labrador Salt Salmon, per barrel	20 00
White Nape Green cod, large	7 50
White Nape Green cod, medium	6 50
White Nape Green cod, small	6 00
OYSTERS—	
Standards, No. 1, can	2 40
No. 3, can	7 15
Paper Pails, qts.	3 00
Paper Pails, pints	2 00

CHEESE PRICES HIGHER

Montreal.

CHEESE.—There is a firmer tone to the cheese market and spot stocks are smaller than those of last year. The receipts of cheese in Montreal for the week ending September 23rd, 1922, were 45,755 boxes which shows a decrease of 2 675 boxes as compared with the previous weeks and a decrease of 16,880 boxes with the same week of last year, while the total receipts from May 1st to date have been 340 425 boxes more

than for the same period of 1921. During the past week there has been quite a change in the condition of the cheese market which was attributed to the increased demand from all sources for supplies and a steady falling off in the make in Canada as compared with last year. Producers realize that there is more money in butter than in cheese and therefore they are turning their attention in that direction. American buyers are also in this market and they have stimulated buying with the result that prices show an advance. Coupled with this there is more activity in England and an increased demand for cheese. Reports state that like conditions exist in Australia and New Zealand and that in those countries makers are turning their attention towards butter with the result that the production of cheese is smaller than that of last year. A strong tone is evident in the cheese market and further advances would not be surprising.

CHEESE—

Old colored, twins	....	0 23
Old white	....	0 23
New Large, per lb.	0 17	0 18
New Twins, per lb.	0 18	0 19
Triplets, per lb.	0 19	....
Stilton, per lb.	....	0 28
Quebec	0 18	....

ONTARIO MARKETS

TORONTO, Sept. 27.—Changes in the produce markets this week are not numerous. Prices for the most part are steady. Butter holds at last week's levels as also does cheese. There is a very good inquiry for these products at these quotations. Eggs show a stronger position, receipts being very light, and prices have advanced accordingly. The tendency in the market for live hogs is still towards lower levels, and packers are only quoting $11.75 per cwt. on the fed and watered basis this week. Pork products are ruling at easy levels. Fish is selling in greater volume. Receipts of poultry are heavier, but the demand is good.

BUTTER SHOWS NO CHANGE

Toronto.

BUTTER.—No change is reported in the market for butter this week. The demand for export account is not heavy, but there is the usual volume of selling for domestic consumption. No. 1 creamery prints are quoted at from 38 to 40c per lb., and creamery prints No. 2 are 35 and 37c per lb.

BUTTER—

Creamery prints No. 1	0 38	0 40
Creamery prints, No. 2	0 35	0 37

CHEESE HOLDS FIRM

Toronto.

CHEESE.—The market for cheese is unchanged as compared with a week ago. There is a steady strong market, with wholesalers quoting large, new cheese at from 19 to 19½c per lb. and September cheese at from 23 to 24c per lb.

CHEESE—

Large new	0 19	0 19½
Do., Sept.	0 23	0 24
Stilton, new	0 22	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

LARD IS FIRM

Toronto.

LARD.—No change is reported in the market for lard. Prices to the trade are ruling at the easier levels announced in last week's issue. There is a very good inquiry for lard at present quotations.

LARD—

1-lb. prints	0 18	0 18½
Tierces, 400 lbs.	....	0 15½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE IN GOOD DEMAND

Toronto.

MARGARINE.—No change is reported in the present market for margarine. There appears to be a good inquiry at present quotations, and the market is strong at these levels.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

SHORTENING IS HIGHER

Toronto.

SHORTENING.—There is a stronger tendency in the market for shortening with wholesalers quoting slightly higher prices this week, the 1 lb. prints at from 16 to 16½c per lb., and on the tierce basis at from 12¾ to 13c.

SHORTENING—

1-lb. prints	0 16	16½
Tierces, 400 lbs.	0 12¾	13

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SMOKED MEATS ARE ACTIVE

Toronto.

SMOKED MEATS.—There is an increased demand for smoked meats this week, dealers state, and on some lines of hams prices are higher. The boneless backs are quoted at from 43 to 45c per lb., and the rolled backs at from 50 to 51c. The ordinary breakfast bacon is quoted at from 32 to 34c per lb.

PROVISIONS—

Hams—		
Small 6 to 12 lbs.	0 27	0 28
Medium, 12 to 20 lbs.	0 27	0 28
Large, 20 to 35 lbs., lb.	0 22	0 23
Heavy, 35 lbs. and upward	0 20	0 21
Backs—		
Boneless, per lb.	....	0 45
Rolled, per lb.	....	0 51
Peameal	0 37	0 40
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 34
Do., special trim		0 37
Cottage rolls in casing		**0 33**
Cottage rolls		**0 37**
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.	....	0 30½
Do., three-quarter cut	....	0 33
Do., middle	....	0 34½
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 15-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.		**0 19**
Out of pickle prices range about 2 cents per pound below corresponding cuts above.		
Mess pork		36 00
Short cut backs, 200 lbs.		**41 00**
Pickled Rolls—		
Lightweight		**47 00**
Heavy		**36 00**
Above prices subject to daily fluctuations of the market.		

EGGS AT STRONG LEVELS

Toronto.

EGGS.—Production of eggs continues to show a decline, and receipts of fresh eggs are in small volume. Prices, as a result, show a tendency to advance, No. ones being quoted at from 34 to 35c per doz., selects being 37 and 38c. New laids in cartons are offered at from 42 to 44c per doz.

EGGS—

No. 1, per dozen	0 34	0 35
Selects, per dozen	0 37	0 38
New Laid, per dozen in cartons	0 42	0 44

BETTER DEMAND FOR FISH

Toronto.

FISH.—There is a much better inquiry for fish, the cooler weather having stimulated the demand. Oysters are selling more freely with the change in weather conditions. Dealers are quoting sea herring, large, at 8c per lb., and fresh haddock at the same price. Some wholesalers are offering cohoe salmon at 18c per lb. and trout is 12½c per lb.

FRESH SEA AND LAKE FISH—

Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Haddock, lb.	....	0 08
Flounders, lb.	....	0 10
Halibut, Med.	0 22	0 23
Do., Chick., lb.	0 20	0 21
Whitefish, lb.	0 14	....
Trout, lb.	....	0 12½
Pike, lb.	0 12	0 14
Perch, lb.	**0 08**	**0 10**
Salmon Red Spring	0 24	0 25
Herring, large, lb.,	....	0 08
Salmon Cohoe, lb.	....	0 18
FROZEN FISH—		
Halibut, medium	....	0 22
Do., chicken	....	0 20
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	0 12	0 13
Do., Qualla	0 09	....
OYSTERS—		
No. 1, pkg.		3 50
No. 3, pkg.		9 90
No. 5, pkg.		16 00
Glass Jars, per doz.		4 75
Shell oysters, per bbl. 1,000		17 50
Sea Herring	0 07½	0 08
White Fish	**0 10**	**0 11**
SMOKED AND SALT FISH—		
Fillets, lb.	**0 14**	**0 16**
Kippers, box	**3 00**	....
Shrimps, No. 6 can		**13 65**
Do., milkers, 10 lb. keg.		**0 95**
Holland Herrings, mixed, 10-lb. keg		**0 55**

FRESH MEATS ARE STEADY

Toronto.

FRESH MEATS.—The market for live hogs again shows easiness this week, and packers only paid $11.75 per cwt. on the fed and watered basis. Fresh cuts of pork are also inclined to easiness, although dealers report a much better demand. Fresh beef, veal and lamb is also steady. Prices on the whole show no change as compared with a week ago.

FRESH MEATS—

Hogs—		
Live, fed and watered, cwt.	....	11 75
Live, f.o.b.	....	11 00
Live, off cars	....	11 50
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 35 lbs.	....	0 23
Loins	0 31½	0 32
Fresh hams, lb.	....	0 21
Tenderloins, lb.	0 45	....
Picnics, lb.	....	0 17½
Montreal shoulders	....	0 20
Boston butts, lb.	....	0 23
New York shoulders,	....	0 18½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	**0 18**	**0 22**
Ribs, lb.	**0 24**	**0 30**
Chucks, lb.	**0 07**	**0 09**
Loins, whole, lb.	0 28	0 30
Hips, lb.	**0 14**	**0 16**
Cow beef quotations about 2 cents per lb. below above quotations.		
Calves, lb., top quality	0 13	0 15
Sheep, whole, lb.	0 08	0 15
Do., medium	0 09	0 10

COOKED MEATS ARE QUIET

Toronto.

COOKED MEATS. — Demand for cooked meats has eased off very considerably, and inquiry is inclined to be quiet. Wholesalers' prices show no change as compared with a week ago, boiled ham being offered at from 41 to 43c per lb. and the square pressed ham at from 43 to 45c per lb.

COOKED MEATS—

Boiled ham, lb.	0 41	0 43
Do., square pressed	0 43	0 45
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.		0 60
Jellied pork tongue		0 33

Above prices subject to daily fluctuations of the market.

POULTRY RECEIPTS INCREASE

Toronto.

POULTRY.—Receipts of poultry show an increase, and dealers look for fairly heavy offerings from now on. Consumptive demand, however, is good, and receipts are not in excess of the same. There has been very little buying for packing purposes up to the present. Prices to the trade are unchanged as compared with a week ago.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 25	0 30
Chickens, spring, over 2 lbs.	0 20	0 25
Chickens, 4 lbs. and over	0 25	0 30
Roosters	0 14	0 20
Fowl, 4 to 5 lbs.	0 17	0 22
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 13	0 17
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 19	0 25
Prices to retail trade—		
Turkeys, dressed	....	0 35
Chickens, spring	0 30	0 30
Ducklings	.....	0 35
Fowl, 4 to 5 lbs.		0 30

MANITOBA MARKETS

WINNIPEG.—The feature of the produce markets is the tendency to higher levels in quotations on live hogs. Higher prices are now ruling. The butter market is showing a firmer tone and an advance is expected shortly. Reports from the East state that cheese is showing a firmer tone but so far local dealers have not advanced their prices. Egg receipts are dropping off and the market is ruling firm. Cooked and smoked ham are slightly easier. Spring chickens are arriving and the market is showing a firmer tone. Dealers state that there is an improvement in the demand for fish.

BUTTER MARKET STRONGER

Winnipeg.

BUTTER.—A stronger tone is evident in butter with dealers anticipating an advance in the near future. Quotations on No. 1 creamery prints are from 38c. to 40c. per lb.

CHEESE MARKET FIRMER

Winnipeg.

CHEESE.—Although there is no change in wholesale prices on cheese, reports from the East state there is a firming up of prices. Ontario cheese is quoted at 20c. with Stilton at 23½c. per lb.

CHEESE—

Stilton cheese, large, lbs.	0 22½
Ont., large, lb.	0 19
Ont., twins, lb.	0 19½
Ont., triplets, lb.	0 20

EGG PRICES ARE HIGHER

Winnipeg.

EGGS.—Receipts of eggs show a falling off and the market although unchanged as far as quotations are concerned is ruling firm. Candled eggs are quoted at 25c. Number ones at 28c. and selects in cartons at 37c. per dozen.

COOKED MEATS LOWER

Winnipeg.

COOKED MEATS.—Lower prices are announced this week on cooked meats as the demand is falling off. Best quality cooked ham is quoted at 46c. and pork tongues at 35c. per lb.

COOKED MEATS—

Hams, best quality, skinned, 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 44
Roast shoulders, lb.	0 40
Jellied ox tongues, lb.	0 50
Jellied pork tongues lb.	0 40
Head cheese in 6 lb. tins, lib.	0 13

SMOKED MEATS EASIER

Winnipeg.

PROVISIONS.—Easier prices that have ruled for live hogs lately are now reflected in lower quotations on ham and bacon. Hams are quoted from 24c. to 34c. per lb. and bacon is selling from 25c. to 43c. per lb. according to quality.

SMOKED MEATS—

8 to 16 lbs., per lb.	0 34
16 to 20 lbs., per lb.	0 34
Boneless, 8-14 lbs., per lb.	0 38
Skinned, 18 to 22 lbs., per lb.	0 38
Bacon, to 10 lbs., per lb.	0 42
Cottage rolls, boneless	0 37
Bellies, 6 to 10 lb., per lb.	0 34

LIVE HOGS ADVANCE

Winnipeg.

FRESH MEATS.—Few hogs are arriving on the local market and prices have advanced $1 per cwt. Live selected hogs are quoted at $11.50 to $11.75. The cattle market is reported active with steers in good demand and quoted from $4 to $4.25 per cwt. The lamb market is brisk and good lambs are selling from $9 to $10. Sheep are quoted from $5 to $5.50.

HOGS—

Selected, live, cwt		11 50
Heavier	6 00	9 00
Light	10 00	10 50
Sows	5 00	8 00
Fresh Pork—		
Legs of pork, lb.	0 19	0 24
Spare ribs	....	0 14
Loins of pork, lb.	0 26	0 31
Fresh hams, lb.	0 26	0
Shoulders	0 18	0 21
Fresh beef—from steers and heifers—		
Hind quarters	0 12½	0 16
Front quarters	0 05	0 08
Whole carcass, good grade, lb.	0 09	0 14
Mutton—		
Choice, lb.		0 18
Lambs—		
Choice		0 25
Veal—		

LARD HOLDS STEADY

Winnipeg.

LARD.—There is no change in the lard market. There is a fair amount of business passing and quotations are ruling steady at present levels.

LARD—

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 18
Do., wooden pails, 20-lb. pails	4 00
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

SPRING CHICKENS ARRIVE

Winnipeg.

POULTRY.— Dealers report heavier receipts of chickens and poultry generally shows a firmer tone. There is an active demand and as the season advances dealers are anticipating an improvement for same.

POULTRY—

Broilers, ½ to 2 lbs., per lb.	0 30	0 32
Chickens, 2½ to 3½ lbs., per lb.		0 28
Do., 3½ lbs., and up, per lb.		0 30
Fowl, per lb.	0 22	0 29
Roosters, per lb.		0 20
Turkeys, young, per lb.	0 40	0 46

FISH PRICES STEADY

Winnipeg.

FISH.—There is no change in the fish market. Prices are steady with ample supplies to meet the necessary requirements of the trade.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut, broken cases, chicken	0 15
Salmon, Cohoe, in full boxes, 800 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Kippers, East. Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Holland Herring, milkers, 9-lb. pail, pail	0 95
Holland Herring, boxed 9-lb. pails, pail	0 85
Haddies, in 30-lb. cases, per lb.	0 12

OKANAGAN IS SHIPPING OVER FIVE THOUSAND CARS OF FRUIT

Victoria, B. C., Sept. 27.—Okanagan this season is shipping between five and six thousand freight carloads of fruit, according to Dr. K. C. MacDonald, M. L. A. for North Okanagan, who is at the parliament buildings to-day conferring with Premier Oliver and other members of the government on government business for his constituency.

The only thing the Okanagan producers are now worrying about is what they will be able to get for their record crop, he declared.

HOLDINGS OF BUTTER, CHEESE, BEEF, MUTTON AND LAMB SHOWED A MARKED INCREASE

(Continued from page 35)

condensed milk, September, 2,129,159 pounds; August, 1,373,994 pounds. Evaporated milk, September, 5,684,016 pounds; August, 5,617,860 pounds; whole milk powder, September, 252,835 pounds; August, 255,991 pounds; skim milk powder September, 1,458,098 pounds; August, 1,675,798 pounds. Barrels of apples, September, 1,688; August 10. Boxes of apples, September, 2,571; August, 1,107.

Your Customers Ask for
LIPTON'S

They know that by doing so they will receive the quality that has made the Lipton products a household word throughout the world.

Every package bears the signature of Sir Thomas J. Lipton. Write us; we will explain why it is to your advantage to sell our goods.

T. J. LIPTON

24 Front St. West - Toronto



There May be Better
FISH in the SEA

But if your fishman sells

HATTON'S

He's giving you the best on land.

New BUCTOUCHE and Malpeque shell oysters arriving daily in barrels, also BULK OYSTERS, standards and selects in one, three, five gallon cans, and in glass jars.

All kinds of fresh, smoked, and cured FISH at the Old Reliable Headquarters.

D. HATTON COMPANY

Established 1874

ANOTHER "SALTESEA" OYSTER SEASON

¶ The PUBLIC are more and more appreciating oysters in GLASS jars.

"SALTESEA" BRAND combine quality, flavor and cleanliness.

No WASTE, no LEAKAGE, no OVERFLOWING MEASURE.

Get started early on "SALTESEA" BRAND and have a good OYSTER SEASON.

We will quote you on OYSTERS in shell, in bulk and in jars. WRITE TODAY. Our prices are right and quality A-1.

THE OCEANIC OYSTER CO., of CANADA LIMITED

609 ST. JAMES ST. - MONTREAL.

PROFITS

And Quick Turnover is what you Want

Mr. GROCER Sell



The Profits are good and they sell without effort. Just display BRUNSWICK BRAND

SARDINES

on your counter, in your window or show-cases. NOW is the time to order your supply for Fall.

CONNORS BROS., Limited

BLACK'S HARBOR, N.B.

Western Representative: Chas. Duncan & Son, Winnipeg.

SHOW CASES



Installed on Your Present Counters

It's not necessary to tear down your present counters in order to gain the advantages of modern, attractive display. Kleer Vue All Glass Display Cases sit right on your present counters—give exceptional display and protection for your goods — **positively increase your sales.**

Our representative will be glad to assist you in selecting the latest types of show cases and silent salesmen most suited to your needs. No obligation. Get in touch with us at once.

Kleer Vue
PATENTED

ALL GLASS DISPLAY CASES
TORONTO PLATE GLASS IMPORTING CO., LIMITED
Modern Show Cases and Display Systems of Every Description
91 DON ROADWAY, TORONTO, ONT.

HAMS

FEARMAN'S FAMOUS STAR BRAND

MILD CURE. *DELICIOUS FLAVOR.*

Smoked, Boiled, Baked,
fresh for Roasting—Pickled
Boned and Tied
ready for Slicing

Write, Wire or Phone Your Orders.

F. W. FEARMAN CO. LIMITED

Established 1854

HAMILTON - CANADA

French Vegetable Crop Almost a Total Failure Owing To Drought

In view of this the grocers will be interested to know that this year's Italian crop of peas and string beans has been abundant and of exceptionally fine quality.

"LA CONTADINA" Brand Fancy Quality peas and string beans have been packed particularly for the Canadian high class trade and are offered at attractive prices. Our first shipment has just arrived from Italy.

Quotations and samples may be had by application to

Amoroso & Malagodi Co. Limited

Importers of High Grade European Food Products

119 & 121 ST. HENRY ST., - MONTREAL

Sole Distributors for Canada



Packed in
1 gal.
½ gal.
¼ gal.
⅛ gal.

Aboosamra Kouri

CANADA'S LARGEST IMPORTER

OF

Italian and Spanish Products

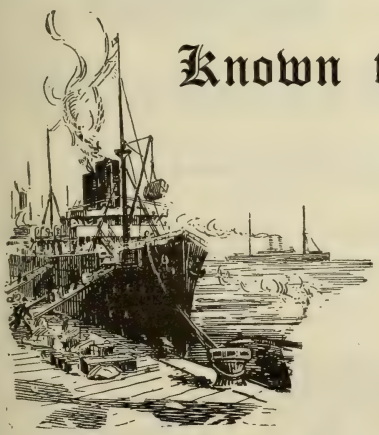
Now is the season to sell these high class products. Send your orders for any of the following lines:

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Olives
Salad Oils
Black Olives
Pistachio Nuts
Tomato Paste
Italian Cheese
Salted Anchovies
Manzanilla Olives
Imported Rice
Genuine Caviar
Imported Fruits
Queen Olives

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41-43 Bonsecours Street, Montreal



Known the World Over

Our wide connections enable us to supply the best quality.

Our many years' experience has established an unsurpassed service.

And so we have built up a reputation for quality and service that is the guarantee we offer to The Grocery Trade of Canada.

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Montreal
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Peppers
All Kinds of Spices
Tapiocas
Sagos
Mild Coffees
Cocoas
Desiccated Cocoanut
etc.

Old English Xmas Pudding (Basins and Tin Moulds)

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CHOICEST STILTON CHEESE

Price Lists and Further Particulars:

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"Established upwards of a century."

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The Works, Melton Mowbray, England.

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Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

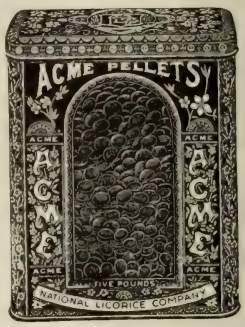
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ACME PELLETS

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.



In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paperboxes

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY

MONTREAL

—WE SELL THE WHOLESALE TRADE ONLY—

It's easy to make

Real Beer



--the kind that's good to drink--with

CREAM OF MALT & HOPS

--a profitable line to handle

The Inland Revenue Act permits brewing for home consumption.

CANADIAN MALT EXTRACT CO. LIMITED, 44-46 PEARL STREET, TORONTO
Telephone--Adelaide 3304



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"Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1. Eng.

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"GEORGIAN"

BRAND

BUTTER AND EGGS.

Foreign and Domestic Fruit and Vegetables

LEMON BROS.

OWEN SOUND, ONT.

CRANBERRIES

Our first shipment of Cape Cod Early Blacks to arrive this week in half barrel boxes.

Jersey Sweet Potatoes

California Tokay Grapes

White & Company

Church & Front Sts.
TORONTO
Phone M 6565

THE BEST IN 1750 STILL LEADING

PURNELL'S

Pure Malt VINEGAR

Since "Purnell's" was put on the Canadian market over 40 years ago it has established itself as the most popular MALT VINEGAR used in the Dominion.

IN CASK OR BOTTLE

Purnell & Panter, Ltd., Bristol, England

ARRIVING THIS WEEK

ANCHOVIES in Oil and in Brine

Hors d'Oeuvre,
French Capers,
French Mustard

From A. Bosc & Cie
Bordeaux = France

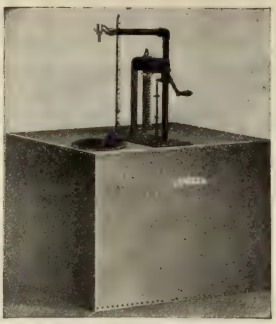
also

Delory's Celebrated French Peas and Vegetables

in tins and in glass.

HENRI JONAS & CO.,
SOLE AGENTS: MONTREAL





Make Larger Profits Sure!

Every motorist who passes your store is a prospective buyer of something you have to sell.

A Bowser Chief Sentry at your curb will make them stop because motorists know and are constantly being told that patronizing Bowser equipment is an assurance of speedy, accurate and quality service.

In your store a Bowser Kerosene outfit, neat and tidy, constantly invites your customers to buy, and further emphasizes your progressiveness and fair dealing as a merchant.

Write today for Booklet C-11 and learn how hundreds of other merchants have made larger profits sure with Bowser equipment.

Bowser equipment is MADE IN CANADA by

S. F. Bowser Co., Ltd.

Toronto, Canada

Branch Offices and Service Departments throughout Canada and in principal cities abroad

BOWSER ESTABLISHED 1885

ACCURATE MEASURING PUMPS

BOWSER PRODUCTS

for Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.
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Carload Oil Storage Tanks.
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Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

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BUYERS' MARKET GUIDE
Latest Editorial Market News



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60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

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Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng. Agents
W. Y. COLCLOUGH, 259 Kingswood Road, Toronto, Ontario. Phone Beach 2170.
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OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

BEST MACKEREL FISHING SINCE 1909 and 1910

Mackerel fishing on the west coast of Norway is the best known since 1909 and 1910. The fish are of unusually good quality, and a great part of the catch is being packed for export to this country, according to Consul Ifft, Bergen, Norway. The season's catch to August 1 is about 6,540 tons, as compared with a catch of 4,137 tons for the entire season of 1921.

PRODUCED 247,867 METRIC TONS OF PEANUTS IN 1921

Some $25,690,283 worth of peanuts—245,867 metric tons of them—is Senegal's 1921 record, says Consul Yerby, Dakar, Senegal, in a report to the Department of Commerce. In 1920 this French-African colony produced 239,195 metric tons, valued at $45,686,874. Gambia, Britain's West African colony, last year produced 59,175 metric tons, valued at $3,060,232, compared with 85,190 tons, worth $11,670,829 in 1920.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
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C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1677
LONDON, ONTARIO

When Answering Advertisements Mention Canadian Grocer

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Twelve and one-half per cent. more profit for you when you sell food by weight instead of in unnecessary or extravagant packages.
Ask us to prove it.
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SHERER-GILLETT CO., LIMITED
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Are you making use of them?

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Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

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FOR SALE—GENERAL STORE IN NORTHERN Alberta. Stock Buildings and Real Estate Hall, P. O. and Imp. agency in connection. Furnace heated and electric lights. Ill health reason for selling. $18,000.00. $10,000.00 will handle. Apply Box 262, Canadian Grocer, 153 University Ave., Toronto.

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Good Sellers make business easy

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on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.



Registered Trade Mark

Made in Canada

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

WANTED

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

POSITION AS MANAGER, LARGE GROCERY department or sales manager, wholesale Grocery concern. Sixteen years' experience, 37 years old. Executive organizing ability. Box 252, Canadian Grocer, 153 University Avenue, Toronto, Ontario.

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MacLean Publishing Co.

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Name.....
(Write plainly.)

Address.....
(Write plainly.)

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To Holders of Five-Year $5\frac{1}{2}$ per cent. Canada's Victory Bonds

Issued in 1917 and Maturing 1st December, 1922

CONVERSION PROPOSALS

THE MINISTER OF FINANCE offers to holders of these bonds who desire to continue their investment in Dominion of Canada securities the privilege of exchanging the maturing bonds for new bonds bearing 5½ per cent. interest, payable half yearly, of either of the following classes:—

(a) Five year bonds, dated 1st November, 1922, to mature 1st November, 1927.

(b) Ten year bonds, dated 1st November, 1922, to mature 1st November, 1932.

While the maturing bonds will carry interest to 1st December, 1922, the new bonds will commence to earn interest from 1st November, 1922, GIVING A BONUS OF A FULL MONTH'S INTEREST TO THOSE AVAILING THEMSELVES OF THE CONVERSION PRIVILEGE.

This offer is made to holders of the maturing bonds and is not open to other investors. The bonds to be issued under this proposal will be substantially of the same character as those which are maturing, except that the exemption from taxation does not apply to the new issue.

Dated at Ottawa, 8th August, 1922.

Holders of the maturing bonds who wish to avail themselves of this conversion privilege should take their bonds AS EARLY AS POSSIBLE, BUT NOT LATER THAN SEPTEMBER 30th, to a Branch of any Chartered Bank in Canada and receive in exchange an official receipt for the bonds surrendered, containing an undertaking to deliver the corresponding bonds of the new issue.

Holders of maturing fully registered bonds, interest payable by cheque from Ottawa, will receive their December 1 interest cheque as usual. Holders of coupon bonds will detach and retain the last unmatured coupon before surrendering the bond itself for conversion purposes.

The surrendered bonds will be forwarded by banks to the Minister of Finance at Ottawa, where they will be exchanged for bonds of the new issue, in fully registered, or coupon registered or coupon bearer form carrying interest payable 1st May and 1st November of each year of the duration of the loan, the first interest payment accruing and payable 1st May, 1923. Bonds of the new issue will be sent to the banks for delivery immediately after the receipt of the surrendered bonds.

The bonds of the maturing issue which are not converted under this proposal will be paid off in cash on the 1st December, 1922.

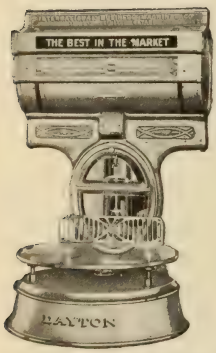
W. S. FIELDING,
Minister of Finance.

You Can Serve More Customers

—in a cleaner, quicker way
—more impressively
—more profitably

ROYAL

MEAT CHOPPERS
COFFEE MILLS
COFFEE ROASTERS



The Greater Dayton Scale

are all electrically operated and embody patented features that will always put them years ahead of competitors.

Since 1905 there has been no line to compare with the Royal in real practical value to the Grocery and Meat Trades. Built in many styles to suit any size business.

The Royal Machines are sold by the same organization, and with the same good service as the famous Dayton Scales. Easy payments without interest—discount for cash. Write to-day for illustrated folder.

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THE DAYTON IS MADE IN CANADA

FALL FISH NUMBER

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada
The Largest Circulation of any Trade Paper in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., OCTOBER 6, 1922 No. 40



Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of Report will be sent on request to anyone interested.

"Eagle" "Golden Net" "Unicorn" and "Target"

Choice Cohoe Salmon

For Quality and Flavor you'll find it hard to equal these four leading Brands

Make your next order for Canned Salmon read for one of the above brands—they represent the utmost in Quality. They are caught in the deep, cold waters of British Columbia, packed in modern canneries under Dominion Government inspection and show you a fair margin of profit.

B.C. FISHING and PACKING CO., LIMITED

VANCOUVER, B.C.

General Sales Agents:

Robert Henry & Son Windsor, Ont.

Packed and backed by the packers of the famous "Clover Leaf" and "Maple Leaf" brands canned salmon.

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK



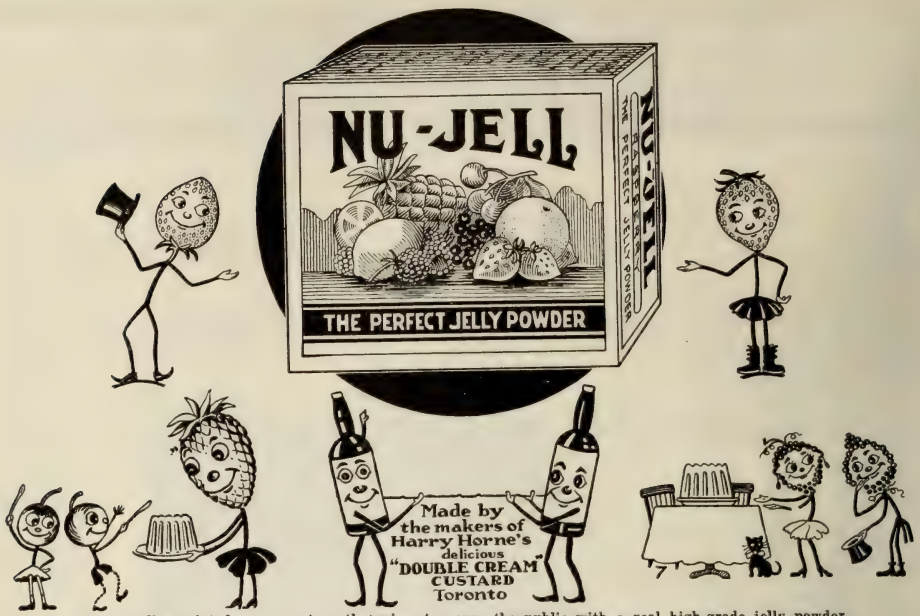
Right now is the time to Feature these

Borden Milk Products



Many thousands from Halifax to Vancouver were introduced to these wholesome and convenient milk products at Canadian Fall Fairs. Many of these thousands were customers of yours or people in your locality. They have learned what a great convenience they mean to them, what a big saving and what an improved flavor they bring out in foodstuffs and beverages. A good window display of these four popular lines right now will remind them of the delicious milk products they sampled at the Fair. You won't have to tell them you sell **Borden's** once they use them at home. Put in a **Borden's** display today. You'll find it will pay. Attractive window trims free. Write for them.

MONTREAL *The Borden Co. Limited* VANCOUVER



Every well-appointed grocery store that aims to serve the public with a real high-grade jelly powder of most delicious flavor and sparkling clearness and brilliancy, should feature Nu-Jell (the perfect jelly powder). It costs no more than ordinary jel ly powders and the 13 luscious flavors more than delight every housewife who uses this wonderful jelly powder.



THE NATIONAL DESSERT of CANADA

NO HOME SHOULD BE WITHOUT IT

The finest Custard you ever tasted—smooth, rich, delicious flavor, and nourishing. We claim "Double Cream" to be the best Custard ever sold in Canada and the best value for the money.

The HARRY HORNE CO., LTD., Toronto, *Makers of Pure Food Products*

Gibson Paterson Ltd., Winnipeg, *Selling Agents for Western Canada*



"I recommend These!"

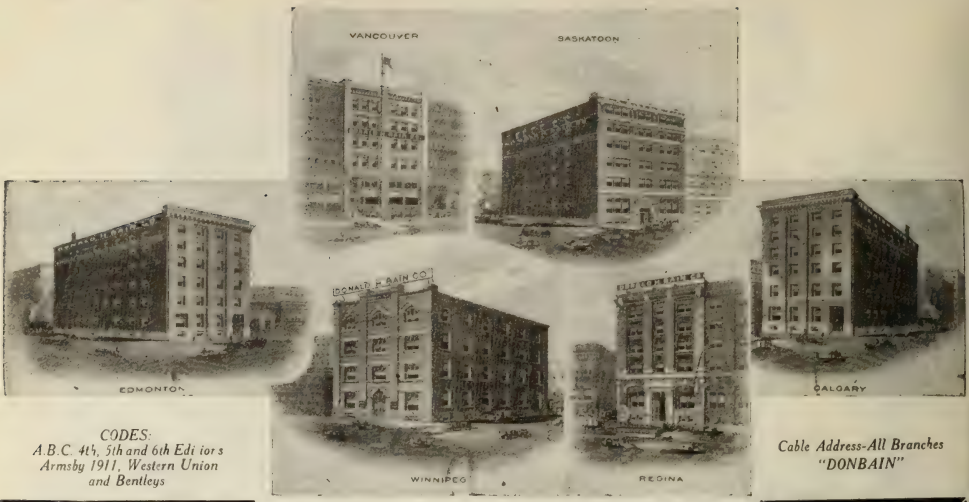
THE
DOMINION MATCH CO, LTD.
DESERONTO, ONT.

Dealers know they can safely recommend these good matches. Strong with heads that do not fly off. Harmless to children. Well filled boxes that bring satisfaction to your trade.

DOMINION MATCHES

AGENTS:

S. C. Moore, 285 Kent St. E., Charlottetown, P.E.I.
Hudon, Hebert & Co., Limited, Montreal, Que.
Walter Woods, Limited, Winnipeg, Man.
J. A. Tilton, Limited, St. John, N.B.
Antonio Emond, 2 St. Joseph St., Quebec, P.Q.
Smith, Davidson & Wright, Limited, Vancouver, B.C.



CODES:
A.B.C. 4th, 5th and 6th Editions
Armsby 1911, Western Union and Bentleys

Cable Address-All Branches
"DONBAIN"

How About Your Distribution?

You may need the comprehensive service that is based on a complete knowledge of the Canadian trade, the confidence of the buyers, and financial responsibility—and made effective by the concentrated effort of a large and sound sales organization, backed by exceptional warehouse accommodation and shipping facilities, and **interested** attention to your account.

That is the service we give our principals—that is why we handle the "star" accounts—and that is why, if you want efficient distribution in Canada, YOURS should be a BAIN account.

DONALD H. BAIN CO.

"THE NATIONAL BROKERS"

WINNIPEG, MAN.

Branches: FORT WILLIAM, REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL

Also Saracen's Head, Snowhill, LONDON, E. C. 1, England.

Quaker Talks

This is the Month to "Cash In"

THIS IS THE MONTH when the great majority of people get back to oatmeal as a daily food.

THIS IS THE MONTH when our big Fall advertising campaign for Quaker Oats gets into full swing in every large newspaper from Halifax to Vancouver.

THIS IS THE MONTH when you can start to "cash in" on the many thousands of dollars we are spending in advertising—when you can get quick turnover and bigger profits.

THIS IS THE MONTH when you cannot afford to keep Quaker Oats out of the spotlight—the month when other stores will be pushing "Quaker" out in front in their window displays, on their shelves, on their counters—the month when you should do the same thing.

THIS IS THE MONTH when you cannot afford to be without a good stock of Quaker Oats—the month when your customers will want "Quaker"—the month when you cannot afford to let one of them go away to some other store for Quaker Oats.

THIS IS THE MONTH to make yours known as a "Quaker Oats" store.

Any wholesaler or jobber will give you immediate delivery. Act today.

The Quaker Oats Company
PETERBOROUGH and SASKATOON

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.
Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

This Space is Yours for $2.20 on Yearly Order

DO YOU APPRECIATE
The Saving of Freight Charges Gained Through Using Our Pool Car Service?
Security Cartage & Storage Co., Limited
Calgary ::: Canada

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg



Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6



RELIANCE WATER-GLASS
In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

Insurance Rate 30c.—Double Trackage.

BANKERS OF MERCHANDISE — **Boulton's STORAGE** — DISTRIBUTION AND WAREHOUSING

Controlled by the City Dray Co., Limited.

230 PRINCESS STREET WINNIPEG

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouses and Distributing
275-77-79 King St. West, Toronto
Centrally located. Railway Siding.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.; Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
Head Office 35 Front St., East, Toronto
OFFICES:
Vancouver Winnipeg Montreal St. John

J.R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

F. S. JARVIS & CO.
18 Toronto St. Toronto
MANUFACTURERS' AGENTS
Gelatines all Grades
Grocery Sundries

R. C. Blackburn & Co.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

It's easy to make



Real Beer

--the kind that's good to drink--with
CREAM OF MALT & HOPS
--a profitable line to handle

The Inland Revenue Act permits brewing for home consumption.

CANADIAN MALT EXTRACT CO. LIMITED, 44-46 PEARL STREET, TORONTO
Telephone--Adelaide 3304

Wood Vinegar Measures and Pumps

WALTER WOODS LTD.
Hamilton - Winnipeg

Kolacafé REG'D

The Coffee with Character

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves
Importers & Exporters Peas and Beans
Produits Alimentaires Food Products
17 ST. PAUL EAST MONTREAL

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL.

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
Grocery Brokers
Manufacturers' Agents
11 St. Sacrament St., Montreal

TIPPET & CO., LIMITED
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581

C. E. CREIGHTON & SON
Wholesale Grocery Brokers
Manufacturers' and Millers' Agents
57 Upper Water St., Halifax, N.S.
Storage space available.

LANGLOIS LIMITEE LIMITED
Wholesale Grocers & Manufacturers' Agents
Importers Teas & Coffees
SPECIALTY: FLOUR & GRAIN
113 Rue St. Paul, Quebec
We Solicit Your Representation

EUREKA REFRIGERATORS
are full of
QUALITY, SATISFACTION and ECONOMY

This statement is easily proved by asking the man who owns one. Here is an extract taken from a letter we received on September 2nd, 1922:



—"I assure you the 'Eureka' is the one I will get, having had wonderful satisfaction out of the one I had before." (The name of this satisfied customer will be given on request.)

He is a man who comes back to us when he wants honest, dependable refrigeration, as he knows, from his own experience with the Eureka, that no other make is as good.

Write for free illustrated literature or for our experts to call on you to talk over your particular refrigeration requirements for next season.

Eureka Refrigerator Co., Ltd.
Head Office and Factory : OWEN SOUND, Ont.

Put Down on Your Order
STICKNEY & POOR'S
PREPARED MUSTARD
The Mustard that sells itself

Once Tried Always Used



Recommend It To Your Customers

Its full rich flavor will satisfy the most exacting person.

Best of all, it will help you put your Mustard business on a more profitable basis.

Your co-operative servant,
"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

When Writing Advertisers Please Mention CANADIAN GROCER

MACDONALD'S



The Tobacco with a Heart

Every Dealer Knows It!

Ask any dealer about Macdonald's and he will tell you it's the **name** that sells it.

More than 60 years ago "The Tobacco with a Heart" first came into prominence. It has stood "since the fifties" as Canada's standard. For four generations they have called for MACDONALD'S.

There is only one Macdonald **standard,** but a range of types including cigarettes. Two Blends with but a single aim—to please the individual taste—the now famous MACDONALD'S CIGARETTES and the **new** BRITISH CONSOLS Cigarettes.

DO NOT BE DECEIVED BY FALSE REPORTS

We can supply you with all grades of FRENCH PEAS and VEGETABLES for immediate delivery from stock.

Delory's Peas Mi-Fins

Delory's Peas Demi-Fins

Delory's Peas Fins

Delory's Peas Tres Fins

Delory's Peas Extra Fins

Delory's Peas Sur Extra Fins

Delory's Haricots Verts Mi-Fins
(STRING BEANS)

Delory's Haricots Verts Fins
(STRING BEANS)

Delory's Haricots Verts Extra Fins
(STRING BEANS)

Delory's Macedoines Moyennes
(MIXED VEGETABLES)

Delory's Macedoines Fins
(MIXED VEGETABLES)

Delory's Flageolets Mi-Fins
(LIMA BEANS)

Delory's Flageolets Fins
(LIMA BEANS)

Delory's Flageolets Extra Fins
(LIMA BEANS)

GUARANTEED GENUINE FRENCH GOODS

Compare superiority of quality with any other foreign packers of vegetables.

HENRI JONAS & CO.

MONTREAL

Sole Agents

Sell

Shirriff's MARMALADE

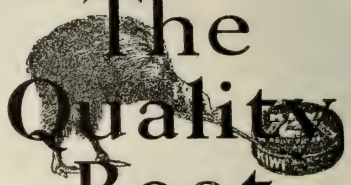
Write for free Window displays

--If you haven't it your customers wonder why. Its quality reputation means steady demand.



Imperial Extract Co., Toronto

The Quality Boot Polish



IS UNQUESTIONABLY

"Kiwi"

AGENTS

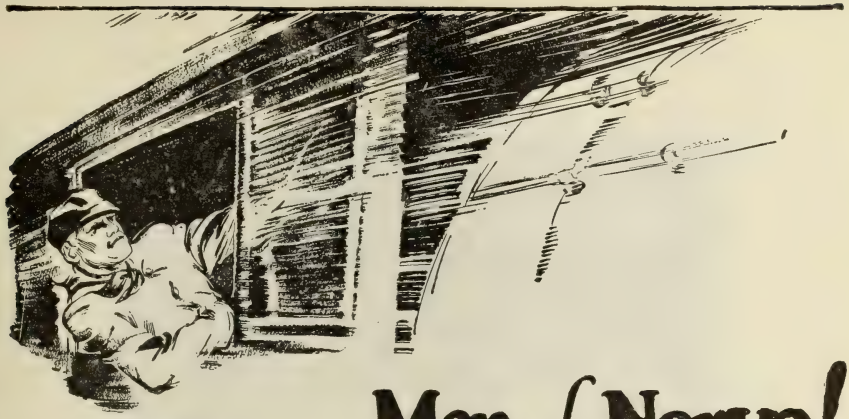
Anglo-British Columbia Corporation, Ltd.,
Riggs-Selman Buildings, Pender Street, Vancouver.

G. W. Price & Company,
Lombard Bldgs., 70 Lombard Street, Toronto, Ontario.

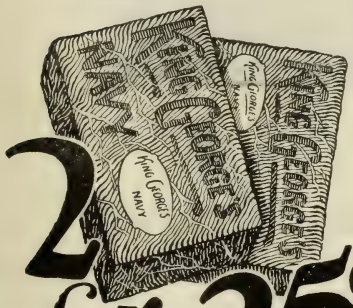
Kiwi Polish Co., Pty., Ltd.,
London, Eng.

There are many good boot polishes on the market—but only one "KIWI." Its great and rapidly-growing reputation is based on that best of all testimony — the glowing praises of the user.

It never varies in the smallest degree from its original high standard, hence it can be safely recommended.



Men of Nerve!



2 for 25¢

Depend on King George's Navy—It's guaranteed to be the finest chewing tobacco made—and *it is!* You can bank on that! And what's more—at the new low price of two plugs for 25cts.—it's a value you can't equal!

Rock City Tobacco Co. Limited

King George's Navy CHEWING TOBACCO

The kind of advertising that's on the job every day—getting more and more KING GEORGE'S business for you.

THEY BOTH WIN

Men of nerve depend on KING GEORGE'S NAVY for the best chew of their life! Men of business the country over, depend on KING GEORGE'S for permanent, profitable trade. Both are never disappointed!
Isn't that a good line to get back of?

ROCK CITY TOBACCO CO., LIMITED, QUEBEC



A Sign of Square Dealing

This sign in a merchant's shop is the sign of an up-to-date retailer who is earning the confidence and good-will of all his customers by guaranteeing a square deal on both sides of the counter—the honest weight given by his TOLEDO SCALES.

Customers know that such a shop is a good place to trade—they know before they enter that they will get exactly the weight they pay for.

Our nearest service office will gladly tell you, without any obligation, how TOLEDO SCALES and the Toledo Sign can help YOUR business. Write us to-day.

TOLEDO SCALES

NO SPRINGS—HONEST WEIGHT

Canadian Toledo Scale Co. Limited

Head Office and Factory---WINDSOR, ONT.

Sales Offices and Service Stations in all principal Canadian cities.

The corn everyone is asking for

AYLMER BRAND

Golden Bantam Corn

with the new Label

This popular variety of corn is now available in Aylmer Brand Quality. It comes in a new can with an attractive label that makes a fine display on the shelf or in the window. Aylmer Brand Golden Bantam Corn is furnished in No. 2 cans or on the cob in special No. 2½ cans.

Order from your jobber now and be ready for winter demand. As our supply of this variety is limited we suggest placing your order early.

DOMINION CANNERS, LIMITED

HAMILTON - - - - CANADA

GET THE BEST!

The quality of the Beer brewed depends upon the quality of the ingredients used. Good beer can't be made with flavoring extracts, neither can it be made with half fermented malt extracts and hop flavoring. Any brewer will tell you as much. But you can make **the best beer ever brewed** with **RITE-GOOD** Home Brew, because it contains choice malt extract and genuine Pacific Coast Hops put up in separate packages scientifically packed in sanitary sealed cans to prevent premature fermentation. Don't experiment!

RITE-GOOD is sold in

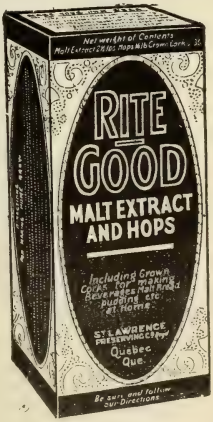
Packages to make 5 gallons (with 3 doz. crown corks) to retail at **$1.75.**

Packages to make 2½ gallons (with 1½ doz. crown corks) to retail at **$1.00.**

WHOLESALE DISTRIBUTORS FOR:

ONTARIO	**Ottawa, Kingston, Brockville:** D. Stewart Robertson & Sons. **Toronto and Western Ontario:** E. B. Nettlefield & Co.
QUEBEC	**Montreal:** Poulin & Cie. **Quebec:** J. B. Renaud & Cie, Inc. **Sherbrooke:** C. O. Genest & Sons Co., Ltd. **Three Rivers:** J N. Godin, Ltd.
MARITIME PROVINCES	**Halifax, N.S.:** John Tobin & Co. **St. John, N.B.:** The Brayley Drug Co., Ltd.
SASKATCHEWAN	**Regina:** Stockton & Mallinson, Ltd. **Weyburn:** Walker Fruit Co., Ltd. **Moose Jaw:** Moose Grocery Co., Ltd. **Moose Jaw:** Canadian Fruit Co., Ltd. **Swift Current:** Swift Current Grocery Co., Ltd.
MANITOBA	**Winnipeg, Dauphin and Neepawa:** Rogers Fruit Co., Ltd.

This is the Package



that contains the MALT and HOPS that makes the BEST BEER

Manufacturers: ST. LAWRENCE PRESERVING CO., Reg'd., Quebec, P.Q.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

SEWING COTTON AND SHOE LACES

I would appreciate you advising me where I can procure ordinary sewing cotton and cotton and leather shoe laces.

A. E. Kaiser
Vermilion, Alta.

Answer.—For sewing cotton: Bell Thread Co., Ltd., Hamilton, Ont. The Canadian Spool Cotton Co., Montreal, Que.; Cotton Threads Ltd., Montreal, Que.; Universal Thread Co., Toronto, Ont.; Belding-Paul-Corticelli, Ltd. Montreal, Que.

For cotton shoe laces: Belding-Paul-Corticelli, Ltd., Montreal, Que., and A. J. Gillies Mfg. Co., Toronto; the Independent Silk Co., Montreal, International Braid of Canad Ltd., Montreal, Que.; J. Henry Peters Co., Ltd., Toronto, Ont.; Textiles Mfg. Co., Ltd., Toronto Ont.

For leather laces: Beal Bros., Toronto, Ont.; H. V. McCarthy C., Ltd., Port Hope, ont.; Frank McCordick, St. Catharines, Ont.; F. Nelson Co., Vancouver, B.C.

HAZEL-NUTS

Will you kindly tell me the names of firms buying hazel-nuts.

Remi Belzile,
General Merchant,
Trois-Pistoles, Que.

White & Co., Church and Front Sts., Toronto; McWilliams & Everest, Toronto; H. Peters & Company, Toronto; Dawson & Elliott, Toronto; Eugene Moore & Co., Toronto.

ORANGE SLICING MACHINES

Would you please give the address of firms manufacturing orange slicing machines.

J. W. A. Jarvis,
701-20th St. W.,
Saskatoon, Sask.

John Burns & Co., Ltd., Montreal, Que. The Fruit Machinery Co., Ltd., Belleville, Ont.

MACHINES FOR MAKING CANDY FLOSS

I am very desirous of obtaining a machine for making snow candy.

Leonard B. Holder,
Lunenburg, N.S.

Answer.—We do not know of any firm in Canada manufacturing these machines, but there is a machine manufactured by the Electric Candy Floss Machine, Nashville, Tenn.

As there would be duty on such a machine as this coming from the United States we would advise you to write to the following firms, some of whom might be able to put you in touch with someone in Canada manufacturing or having the agency for these machines.

Bawden Machine Co., Ltd., Toronto, Ont.; Booth-Coulter Cooper Brass Co., Ltd., Toronto, Ont.; Brantford Oven and Rack Co., Ltd., Brantford, Ont.; Fletcher Mfg. Co., Toronto, Ont.; Ford Milling Co., Swift Current, Sask.; Robert Gardner & Son, Ltd., Montreal, Que.; William Greey, Toronto, Ont.; Pendrich Machinery Co., Ltd., Toronto; John Turner & Son, Ltd.; Toronto; Wilson Scale Works, Toronto, Ont.

STOVE WOOD

I have about three cars mixed stove wood for sale and would like to have the names of some reliable firms who would buy this from me.

J. M. Dodd,
Clifford, Ont.

Answer.—We believe any dealer in the coal and wood business at the present time would be glad to purchase this from you. We are submitting the following Toronto firms:

J. B. Kendle & Co. 2 Van Horne St., Toronto; C. L. Maltby & Co., 1912 St. Clair W., Toronto; J. H. McCabe, 868 Yonge St., Toronto; W. G. McGill & Co., 168 Bathurst St., Toronto; W. G. Miles, 1520 St. Clair W., Toronto; Standard Fuel Co., 79 King St. E., Toronto.

BEANS

Are you in a position to put us in touch with one or two larger shippers of Canadian white beans. Also shippers of yellow-eye beans, who are anxious to extend trade in Nova Scotia?

The Chisholm Co., Limited,
Halifax, N. S.

Answer: Robert Crooks & Co., Montreal; Joseph Ward & Co., Montreal; Grace & Co., Montreal; Export Association of Canada, St. James St., Montreal; Lind Brokerage Co., Toronto; W. H. Hillman & Sons, Toronto; S. H. P. Mackenzie & Co., Toronto; S. Tamusa, Vancouver, B. C.; Fugita & Co., Ltd., Vancouver, B. C.; Dodwell & Co., Vancouver, B. C.; R. G. Bedlington & Co., Ltd., Vancouver, B. C.; Oppenheimer Bros., Ltd., Vancouver, B. C.; Levesons, Ltd., Vancouver, B. C.; Vancouver Grain & Milling Co., Vancouver.

COAL OIL BURNERS

Please let me know if there is a coal oil burner on the market for use in heaters and ranges.

J. H. Oddy,
Box 515,
St. Marys, Ont.

Answer: Try Sheet Metal Products, Toronto; Guelph Mfg. Co., Guelph; Jas. Morrison Brass Mfg. Co., Toronto; Thos. Davidson Mfg. Co., Toronto and Montreal; The McClary Mfg. Co., Ltd., Toronto and London; Perfection Stove Co., Sarnia.

SUBSTITUTE FOR COFFEE IN MAKING DRINKS

Can you advise us where we can obtain small quantity of roasted barley which is used as a substitute for coffee in making drinks?

The Dealers' Supply Co., Ltd.,
Wholesale Jobbers,
Granby, Que.

Answer: We find that it is roasted rye that is used as a substitute for coffee in making drinks. This can be purchased from the White Swan Spices and Cereals Ltd., 156 Pearl St., Toronto, Ont.

For Subscribers

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

INFORMATION WANTED

Date .....

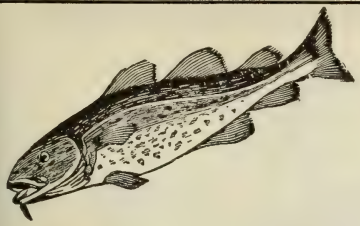
Please give me information on the following:—Name .....

Address .....

.....

.....

.....



National Fish Day

Oct. 31st next

To secure your supplies get in touch early with the old and reliable headquarters.

D. HATTON COMPANY
Est. 1874 Montreal

CHICKEN HADDIES

A Reliable Brand of Canned Fish. Sold From Atlantic To Pacific
By All Good Grocers

SOLE PACKERS

MARITIME FISH CORPORATION, LTD.

CANSO, N. S. MONTREAL DIGBY, N. S.

NATIONAL FISH DAY OCTOBER 31st, 1922



QUALITY WINS



"Sealshipt Oysters"
In Glass Jars

Oysters enjoy the favor of the consuming public, not on account of price, but through their appeal as a palatable food that has an appreciable food value. Oysters are eaten largely for the joy they give.

Price alone never sold oysters and never will.

Prompted by such knowledge we have confined our operations to the very best Northern grown oysters produced with very satisfactory results.

You are anxious to build on a strong foundation. In dealing with us you have the many benefits of trading with an exclusive oyster house. We give our entire time and ability to the one thing we know best.

CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET - TORONTO, ONT.

Fish

Any kind, any time.

James Quality, Beacon Brand is known wherever fish are used throughout Ontario.

Are you neglecting an opportunity in not stocking these delectable products.

Even a small beginning will result in a very satisfactory turnover. The field is not overcrowded. The business is in its infancy. The profit is good. The fish and oyster business in the fall and winter is like travelling with the current.

Why try going upstream when it is more satisfactory and profitable going with it?

Write us.

THE F. T. JAMES COMPANY, LIMITED
FISH FOOD SPECIALISTS
TORONTO

Oysters

Chocolate Surprise

5¢



Make the most of Candy Day. Display and sell Bodley's Chocolate Specialties. They're tried, tested and perfected by the makers of fine chocolate and cake.

Rich in flavour and quality, they please the most critical taste.

Remember the date, **October 12th.** Appeal to the kiddies and grown-ups with Bodley's Chocolate Specialties and the nickels and dimes will roll over your counter.

C. J. BODLEY, LIMITED

99 Ontario St., Toronto

Unvarying quality counts

RED ROSE TEA has been the same good tea for over 28 years. When cheap bulks replaced many other teas, RED ROSE TEA kept right on selling. People would not ask for "something just as good" when they could get genuine RED ROSE TEA in its sealed package.



The demand is increasing steadily. Grocers are selling it faster than ever. If your stock's low write or wire nearest branch. Shipment the same day.

T. H. Estabrooks Company Limited

ST. JOHN, N.B.; MONTREAL, TORONTO, WINNIPEG, CALGARY

A Big Help To The Salesmen

Many wholesale grocers in Canada subscribe for Canadian Grocer for all their traveling salesmen. They find it keeps their men in touch with changes in the retail business, new merchants in the trade, food regulations, business systems and store management, window and interior displays, what the retail trade is doing and discussing—all of which is of great assistance to the salesmen. Wholesalers should get in touch with us for subscription terms.

Canadian Grocer

143 University Ave., Toronto — Southam Bldg., Montreal

Carter-Cotton Bldg., Vancouver. — Confederation Life Bldg., Winnipeg

Chocolate Wrappings

IN CRIMPED CUPS



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CANADIAN GROCER

Vol. XXXVI TORONTO, OCTOBER 6, 1922 No. 40

Should Study Market Conditions

Grocers Should Keep in Touch With Influences Bearing on Prices —October and November Promise to be Active Months—Interest and Co-operation of Clerks Gained by Discussion of Markets and Price Changes

By Staff Correspondent Canadian Grocer

OCTOBER and November promise to be exceedingly interesting and active for the grocery trade but at the same time they will be most exacting for the grocer who makes his business a real study and for this grocer the next three months will be full of opportunity.

There is apparently no one in the grocery trade, at least among those with whom the writer is in touch, who will deny that the prospects are bright for the fall and winter. Everywhere one hears reports of more activity and more interest but still withal there is a feeling of caution and an enthusiasm that is tempered with restraint. While the atmosphere is better through the promise of better things actual conditions seem to be awaiting the proof. Yet there is undeniably more vitality behind the business, both wholesale and retail.

A Knowledge of Conditions

In view of this there will be no greater asset for the retail grocer than an accurate knowledge of market conditions in the different branches of the trade, the internal and external influences bearing upon those markets and the tendency of prices. In the past months buying has been limited. In many markets confidence has been almost entirely lacking and retailers have been carrying as small stocks as would be sufficient to carry their trade. These conditions have neither been invigorating nor profitable. Now if the trade should develop what is promised for it, it is almost certain that buying will take on larger proportions and therefore even the smallest fluctuations in market values will have an important bearing on the retail trade.

Following Market Reports

Not only is it a great advantage for a retailer to know what influences bear upon a market and how these influences work, but their study lends an interest and a fascination to the whole grocery business and when passed on to the clerks develops co-operation and efficiency. A grocer can lose nothing by discussing market conditions and business problems with his clerks.

Changes which have been most unexpected and perplexing to the grocer in the past may be made to give that interest in buying and selling which will stimulate sales. One of the most interesting features of the market today is sugar and at least it is the pivot about which many other grocery lines swing. Its course has been most elusive in the last three months and only a definite knowledge of the factors which have brought about recent changes will give any inkling of what the future holds. Far off influences often have a decided bearing on local prices and still in watching for these, nearby, in fact local influences, bring most unexpected changes. In truth this is what has occurred in the sugar market. Raw sugar is higher this week. Refined sugars in the United States, are in better demand. The Canadian sugar market, however, continues weak.

Developments in Coffee

Coffee also promises something which cannot be accurately forecast. Confusing and contradictory reports are abroad and only constant watching of developments can keep the grocer prepared for what may come. Much now depends upon the success of Brazil's effort to keep the price up. Then, too, as a result of the better fruit and vegetable crops, many lines of canned goods show lower prices. The opening price may not be the lowest point it will reach and yet, on account of particularly heavy requirements resulting from depleted stocks carried by the trade, there may be a greater demand than was at first expected and prices may strengthen up. Then, too, the raisin and dried fruit market has furnished a surprise as a result of conditions in the Near East and prices in many lines are advancing rapidly.

Ready to Seize Opportunity

Preparedness, therefore, is the only means of putting the grocery business on a sure and sound footing. To be forewarned is to be forearmed and the grocer who is acquainted with market conditions can pretty well determine the course of prices and arrange his buying and selling accordingly.

Opening Prices on Tomatoes and Corn Show Sharp Declines

Quotations Are Considerably Lower Than a Year Ago—Tomatoes Are 22½c Per Doz. Lower and Corn 12½c.

OPENING prices on the new pack of corn and tomatoes show sharp reductions as compared with corresponding values a year ago. Canned corn, twos, shows a reduction of 12½c. per doz. and canned tomatoes, twos, and twos and a half, are lower to the extent of 22½c. per doz. Tomatoes, tens, are 60c. per doz. lower. The following are the quotations, to the retail trade, f. o. b. factory, corn, twos, $1.25 per doz., Golden Bantam, twos, $1.80 per doz., 2½s, corn-on-the-cob Golden Bantam, $2.39 per doz., corn-on-the-cob, tens $6.55 per doz., tomatoes twos, $1.14 per doz., tomatoes twos and a half, $1.48 per doz., and tomatoes tens, $5.30 per doz.

The pack of tomatoes and corn this year, it is learned, is not as heavy as one might have thought. As a matter of fact, an analysis of the pack for the past three years shows that the tomato pack in 1922 is only 60 per cent. of the average of the previous three years, and the corn pack is 70 per cent. of the average of the previous three years.

In the canned fruits, Bartlett pears are offered at a reduction of 55c. per doz. as compared with last year, this year's quotation to the retail trade f. o. b. factory being $2.58 per doz. Yellow peaches, in heavy syrup, twos, are $2.58 per doz. f. o. b. factory, also a decline of 55c. per doz. as compared with last year.

"Unity Among Members of Wholesalers' Guild Only as Regards Sentiment"

Member of the Montreal Guild Makes Some Pointed Criticism of the Wholesalers' Organization in That City

MONTREAL (Special).—"It is something of a case of the tail wagging the dog," said one of the members of the Wholesale Grocers' Guild of Montreal, to a Canadian Grocer representative when asked about the condition of that Association and its functioning. "It is hopeless to expect such an organization to wield its influence over the trade when it has no means of enforcing its rulings or of chastising those who do not abide by the decisions of the majority of the members. As a social club or a friendly gathering it might be a success, but I fail to see how it can bring unity among its members when it has no real power in itself," he concluded.

Has Little Influence

Judging by the consensus of opinion among the wholesale grocers of the city, there is unity among the members of the Wholesale Grocers' Guild as far as sentiment is concerned, but there the influence of the association ceases. The last meeting of the association was held about a month ago and apparently all things were working well at the time, but as one wholesale grocer said, "An hour after the meeting the whole thing is forgotten. There must be some real force to bind the members of the Guild together if it is to have any power."

Dissension Among Members

Those who have the best interests of the wholesale grocery trade at heart admit that petty jealousy and suspicion is undermining the workings of the institution and it will never be on its old firm basis again until each of its members has implicit trust in the others. Price cutting is the chief grievance in the trade and each wholesaler looks upon the work of the other with suspicion. Some claim that the manufacturers hold the whip handle and that they can best bring the members of the association into line for the betterment of the whole grocery trade, both wholesale and retail. It is freely admitted that the retailer must have confidence in the markets before he will feel free to buy as he used to and when there is little or no confidence among the wholesalers it can hardly be expected to exist in the retail trade.

New Regulations Food and Drug Act Now in Effect

The following regulations have been added to the Food and Drugs Act, 1920, and are of interest to the grocery trade:

Section 5 (f) of the Food and Drugs Act, 1920, requires that sealed packages of food shall bear a correct statement of weight, measure or count except standard size containers under the Meat and Canned Foods Act, and packages under 2 ozs. gross weight.

The Weights and Measures Act, Chapter 52, R. S. C. 1906, makes the Imperial measure the legal measure for Canada, and also provides that the metric system may be used.

The attention of this Department has been drawn to the fact that most of the Olive Oil imported and offered for sale in Canada is put up and marked as containing one gallon or fractions thereof. On investigation it was found that this statement refers to Wine measure, which is not legal in Canada under the Weights and Measures Act.

Such statement of measure is deemed to be misbranding under the Food and Drugs Act, as the wine gallon is approximately only five-sixths of the Imperial gallon, and the correct statement of measure of contents is thereby not given to the public.

Notice is hereby given that, in future, shipments of all such goods shall be refused entry into Canada, unless marked as follows:—

(a) In fluid measure, i. e. 128 ozs., 64 ozs., 32 ozs., or

(b) In litres or fractions thereof, or

(c) As five-sixths gallon, multiples or fractions thereof.

J. A. Amyot,
Deputy Minister of Health.

Canadian Bakers' Convention Being Held This Week

Toronto, Oct. 4 (Special).—The Canadian Bakers' Convention opened here this morning in the King Edward Hotel, with a large representation of the trade in attendance. Following the presentation of the president's, secretary's and treasurer's reports, an address of welcome was extended by Mayor Maguire of this city. Speakers on the first day included H. Tipton of New York, who spoke on "Some financial aspects of the bread business," John McAlpine, Philadelphia, who spoke on "Bakery accounting, or how we can help the other fellow," as well as W. J. Roberts. Wallace A. Cook, of New York, Prof. Harcourt, and A. L. Boyd.

The delegates are being entertained at a theatre party this evening, and the sessons will be concluded to-morrow.

WANT CANADIAN TRADE IN BRITISH HONDURAS

Ottawa, Sept. 27.—"There is an extraordinarily strong desire in British Honduras to increase its trade with Canada," G. R. Stevens, Canadian Trade Commissioner in Jamaica, has advised the Department of Trade and Commerce.

"Indeed," Mr. Stevens adds, "in no part of the West Indies is Canadian sentiment and the desire for Canadian participation in their markets so marked. That is very sound business upon the part of British Honduras. They feel that they have been at the mercy of American jobbers for a long time, and that competition will improve prices."

This Man Sells a Ton of Fish a Week

Attractive Prices Make for Big Turnover, and Economy in Preparation Increases Gross Profit—Display is Important Factor in Building Sales—Sells From 40 to 50 Dozen Fish Cakes Weekly

By Staff Correspondent Canadian Grocer.

MONTREAL.—The secret of a big sale of fish, according to Ph Morin, owner of a provision store at 202 Bernard Ave. West, Montreal, is as low prices as possible and good displays. To be able to sell at comparatively low prices, Mr. Morin says that the retail dealer must see that there is economy in preparing the fish for the counters. This store sells 1,200 lbs. of fish every week, during the spring, summer and fall, but in the winter the sales average 2,000 lbs. a week. By practising economy and featuring fish this store is able to make a satisfactory gross profit and still keep down the percentage of profit.

Economy in Selling

In telling of the sales methods used in the case of fish, Mr. Morin said to a Canadian Grocer representative: "We try to get the most of every pound of fish we buy. From the necks of the salmon and halibut which we cut into steaks we get small bits of flesh which we use in making fish cakes. We make on the average from 40 to 50 dozen fish cakes a week, according to the season and these we sell at 30c a lb., a fair price considering that otherwise it would be waste. In this way we cut down the cost of the whole fish and are able to sell it to the customer at a lower price than is generally asked. Care is absolutely essential in handling fish. It must be turned over quickly and the requirements of the customers must be accurately judged. The secret of making the business profitable is to keep the price down. Fish should be an inexpensive food and as such should have a big demand. With the quick turnover of fairly large quantities it proves a very profitable line.

Making the Display

"Another feature is the display of fish. It must be kept before the people and it must look attractive. In our store we sell only dressed fish. Our biggest sale is haddock and this we prepare ourselves, making the white flesh laid out in white enamel trays in the refrigerating counters create its own demand, which it does easily. During the cold weather we sell about 700 lbs. of salmon a week, most of which we cut up into steaks. Care should be taken to avoid objectionable displays of whole fish. Many people dislike the appearance of fish with the heads on and the sight of blood on a fish often hurts sales. If the display is to be put in the window it should be surrounded with ice, if for appearance alone. It makes a better impression on the public.

Featuring Prices

"I have found that it pays to feature prices on fish. A merchant who is honestly trying to make his profit on gross sales and wants to build up those sales by selling at as low a figure as he can, has no reason to be ashamed of his prices. People like to know what they are going to pay for a thing before they make the purchase and in the case of fish the price should be an attraction.

A Patriotic Duty

"I also feel that I am doing the country and my customers a real service by selling fish and pushing it. I understand that Canada can produce all the fish that can be possibly consumed. The bigger the demand, the bigger the catch will be and accordingly Canada's wealth is increased by that much. With that in mind I take particular interest in my fish department but I also admit that I find it a paying department when it is given a little attention."

Wanted to Return the Punch Board

Hull, Que., Oct. 4.—A claim for ninety-five dollars, which was charged by Joseph Grant of Ottawa, for the sale of a "punch board" and its accompanying prizes to Joseph Legault of Farrelton, was in the Hull magistrate's court recently disallowed by Judge Achim.

Some time ago Legault took a punch board and the prizes from Grant and after selling part of them desired to return the remainder, as he was unable to dispose of them. Grant protested against the return of the board and the remaining prizes and sued for the full amount. Judge Achim held that under the arrangement between the pair Legault had a right to make a return.



Illustrating an attractive display of fish that might be followed by any merchant desirous of boosting his turnover. This window was dressed by a Quebec merchant on the occasion of one of Canada's national fish days, and is reproduced in Canadian Grocer because of its striking effect and the success it brought in the way of increased sales.

High Prices to Consumer Hurts Fish Industry

Sir Thomas Robinson, K.B.E., in Interview With Representative of Canadian Grocer, Says Canada Should Pay More Attention to Her Fisheries—Advocates Closed Season for Halibut and Salmon in This Country

MONTREAL, Oct. 3.—(Special).—"The fishing industry in both England and Canada is being hurt at the present time by the comparatively high re-sale price to the consumer," said Sir Thomas Robinson, K. B. E., to a Canadian Grocer representative. "During the war when the industry was under the control of the Government, fish dealers of all classes found that there was more profit in selling a few hundred pounds of fish at a high price, than in selling twice or three times as much at a lower average profit, as they had done in pre-war times. They have not yet forgotten that and to-day they are not pushing the fish trade as regards distribution, and are maintaining high prices and demanding a big margin of profit. The fish dealers must learn that they will make more money by selling a larger quantity of fish at a lower price, if the industry is to be built up as it should be. In Canada as in England, fisheries are a most promising natural resource and must be cultivated. Consumption is the keynote to the success of the fishing industry and the Government must lend a hand to develop this and seek outside markets.

Bigger Local Demand

"In Canada, it seems to me, there is an opportunity for a big increase in the domestic demand. The Canadians do not eat as much fish as they should. I can recall when I first made a trip to America that there were approximately 90,000,000 people in the United States with a supply of beef for 120,000,000 people. To-day the tables are turned and the apparent supply of beef does not nearly approach the needs of the increased population. Fish is a natural substitute for meat and therefore fisheries must be developed.

Protection for Our Fish

"I have just come from the West where I have been seven times during the last twenty years and I find a great change in the condition of the fishing industry there. There are no longer the large catches of salmon and halibut for which Canada was once famous. The supply is dwindling down and bids fair to become a thing of the past unless the Government steps in and does something to prevent the annihilation of this species of fish. It is almost imperative in Canada's case that the Government should enforce a closed season during three months of the year when it would be unlawful for anyone to catch fresh salmon or halibut. It would of course be necessary that the same law be enacted in the United States or else one country would reap a harvest at the expense of the other. This closed season should come during the months of spawning.

Big Catch During Spawning

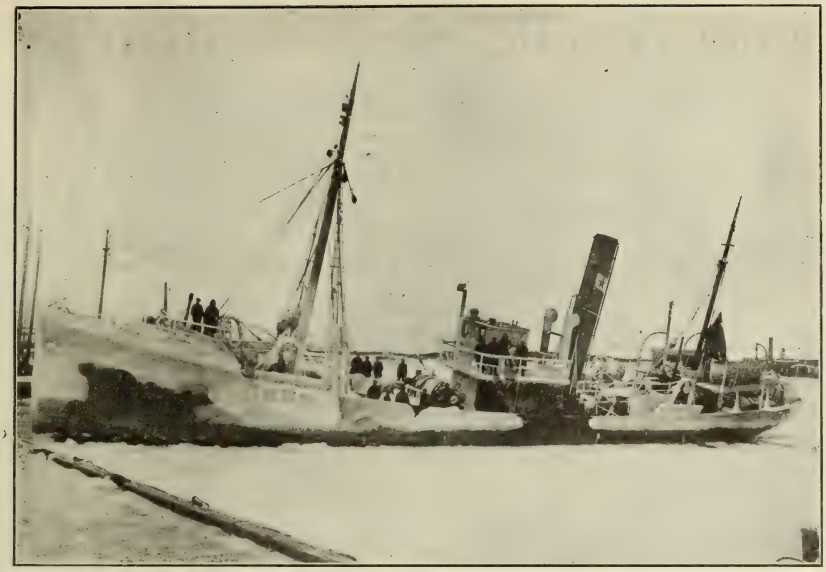
"It is a curious fact that during the spawning season the salmon and halibut are most easily caught and at that time the catches are largest, but the quality is poor. During this season the fish should be protected so that our future supplies will not be destroyed. England has a closed season for salmon from September to February. The largest quantities of halibut are caught off the coasts of Iceland over which waters she has no control.

Need of Special Minister

"It has also occurred to me," continued Sir Thomas, "that Canada is in need of a special minister of the Cabinet to look after the interests of the fishing industry. Here you have one portfolio which covers Marine and Fisheries. Much money is spent each year in further agricultural interests. This money is well spent but the fisheries would easily repay a similar amount spent in its behalf. A minister of the Cabinet well versed in the problems and requirements of the fishing industry could profitably devote all his time and energy to the develop-



Showing a fine catch of cod on the Atlantic coast.



Illustrating a fishing trawler that became bound in the ice in the Labrador region.

ment of this most valuable national asset."

Canned Salmon Lower

When asked why the prices on canned salmon were easier this year, Sir Thomas replied: "In 1921 the pack of Siberian salmon amounted to approximately 200,000 cases. The pack this year is double that amount and consequently there is more competition on the market and prices have been eased off slightly. While it is the hope of those engaged in the fishing industry that the reduction in the original cost of canned salmon will enable the retailer to give the public the benefit and consequently increase the demand, I am doubtful if this will take place. Everything possible should be done to see that the price of fish is kept as low as possible for the consumer so as to increase the demand and consequently furnish a market for the large supplies available for Canadian fishermen."

U. S. Tax on Fish

With regard to the new tax imposed on the importation of fish into the United States by the Government of that country Sir Thomas had this to say: "Last year the Americans bought 153,000,000 pounds of Canadian fish. This they must of necessity buy from Canadians for in the northern waters alone there are to be found the large schools of the best quality fish. There is no doubt but that the new tax of 2 cents a pound on halibut, mackerel and salmon and 25 per cent. ad valorem duty on prepared fish and 1¼ cents on other kinds of fish will increase the cost of fish to the American public. In truth this will to some extent cut down the demand on Canadian markets, but America must still buy fish in Canada, and I am inclined to believe that the Americans themselves will force their Government to do away with this tax on fish."

In Government Service

Sir Thomas speaks with pride of his early days in the fishing business. As a mere boy he left school to join one of the trawlers and worked his way up through all the stages of a fishing crew until at the age of twenty-three he obtained papers as the master and skipper of a steam fishing trawler. Through industry and economy he built up his own business until to-day he owns and operates a considerable fleet plying out of Grimsby, England, and is one of the recognized heads of the fishing industry in England. During the war he put into the Government service his fleet of vessels which were used in conjunction with the navy as mine sweepers and patrol boats. He also gave his services to the Government as technical advisor to the Ministry of Fisheries at a time when England depended largely upon her fishing to supply her people with food when she was threatened by a submarine blockade. He discussed trawlers and their possibilities with Lord Charles Beresford in organizing out of the fishing fleets auxiliaries for the navy in the work of mine sweeping and patrolling the coast of England as far back as 1911. Sir Thomas sailed for Liverpool on the S. S. Montclare on Friday last.

Bee Men Talk of Organizing to Sell Co-operatively

St. Catharines, Sept. 21.—The beekeepers of Niagara district are likely to form a co-operative selling organization. This will be attended to at the December convention in Toronto.

The bee men say they have been buying their supplies co-operatively, but have not sold their honey that way, and the result has been honey is a glut on the market this year, with resultant low prices.

It has been a fairly good year for the honey crop, but the price has hovered around 16 to 18 cents a pound, which the bee men claim is not sufficient, considering the expense, loss, etc., connected with bee-keeping.

Just now the bees are busy with the wild aster, which is remarkably plentiful in this section this year, and is a good honey producer. The golden-rod honey is also being harvested by the bees just now. The white clover yield has also been abundant.

Eighty dollars in cash was stolen from the general store at Clachan, near Chatham, one night last week. This is the second robbery at the same store in a month.

Finnan Haddies Show a Good Profit

Retail Grocers Will Find Them Easily Handled, and a Popular Line to "Push"—Grocers Require no Special Facilities in Order to Keep a Stock of Them—Knowledge of Fish is Important

Written for Canadian Grocer by ROY WHYNACHT, Montreal

"MR. GROCER, are you getting your share of the 'cream' from the finnan haddie industry? It is now assuming its annual activity with fair prospects of breaking all previous speed records of popularity which it hangs up every year.

"Do you realize that annually millions of the finest and most popular Canadian deep sea fish are leaving their happy homes in the cool depths of the North Atlantic and giving up their lives so that you and other wise Canadians may profit on their loss?

"The haddocks make the supreme sacrifice. The fishermen who catch them often risk their own lives in the process, braving the dangers of the Atlantic consisting of confusing fogs, submerged reefs, ledges and shoals, raging storms, etc.; the producers invest their capital in costly equipment on sea and land to facilitate their production, perfect their curing and hasten their distribution. And what is required of the retailer? Very little in comparison to the efforts made by the other participants in this industrial chain and they each seem to profit in inverse order to the energy contributed, right from the poor fish to the lucky consumer. The haddock puts all and takes nothing. The fisherman puts all his time and energy and takes very little.

"The producer puts a lot of capital and takes a little profit and a lot of worry. The retailer puts into use his already established facilities and takes quick sales and a good margin of profit. The consumer puts up a moderate price and takes home one of the most satisfying meals of his life. Of these different stages of progress the last two only will be given special attention in this short article.

"The grocer needs no special facilities to handle this commodity during the fall and winter months. The simplest and most expedient method to obtain and carry supplies is to place a standing order with the producers or the nearest distributor for his weekly requirements. In this way he takes practically no risk of loss from deterioration, as these fish, although very lightly pickled and mildly smoked, will stand up in cool weather for a much longer period, and, if frozen either naturally or artificially, will keep almost indefinitely. It has been found by experience that once the grocer's customers are made aware of the fact that he can supply them a reputable and reliable line of haddies, their frequent return for them is practically assured. Announcement of the receipt of the goods should be made in his regular newspaper advertisement, or by posting 'Fresh Cured Finnan Haddies' on his bulletin board, or across the door, or by an effective window display, or by conversation across the counter, or better still by every method known to him. He must be sure to have a supply especially on Fridays and to watch the calendar for fast-days. If his customers do not know that these are popular fish-eating days, he should give them that information.



Showing the fisher women at their work.

Knowledge of Article Important

"Another potent factor affecting the sales of this line and which is usually overlooked, is the general lack of knowlege regarding the simple but effective culinary treatment of this article, especially throughout the prairie provinces where the art of cooking fish has been naturally more or less neglected. If he notices Mrs. Jones looking hesitatingly at a display of haddies, it is ten to one that she is wondering whether or not they should be soaked over night and then fried or boiled. If he suspects that he is losing a sale because of the fact that she is not sure of how to cook them, he should not hurt her susceptible sense of her own general proficiency by directly volunteering such information, but should introduce a little diplomacy by some such casual remark as, 'Do you know, Mrs. Jones, that those haddies have a much higher percentage of protein, the most important food constituent, than most meats and other fish?' If she becomes more interested and visibly brightens up with an 'Is that so?' expression, then he may proceed with some assurance to tell her that a good way to prepare them, especially the smaller ones for breakfast or light luncheon, is to pour over them, in a deep dish, some boiling water and let them stand thus in a hot place (top of stove will do) for ten or twenty minutes according to their size, then drain well, put in the oven for a minute and serve with buttered toast.

"For dinner a more elaborate preparation is appropriate and the finest one yet discovered is:—Trim the napes and tail off a large, thick haddie so that it will lie flat, face up, in a large frying or roasting pan. Add a pint of milk and a small piece of butter. Sprinkle with nutmeg. Cover pan to keep fish from becoming hard or tough, and put into hot oven for about half an hour. When baked, place haddie on a hot platter. Thicken pan juices with flour, into which stir the finely chopped whites of two hard-boiled eggs. Pour the sauce on the fish, over the surface of which pulverize the yolks of the two hard-boiled eggs. Decorate with parsley and sliced lemon and serve. Then, after selling her the haddie, supply her with the nutmeg, butter, eggs, parsley and lemon.

"If you find a number of your customers objecting to the skin on haddies (which, as a matter of fact, helps to retain their original and distinctive 'deep sea' flavor) ask your distributor to supply you next time with a few boxes of smoked fillets. These are skinned and boned and they receive practically the same curing treatment as the haddies. However, haddock possess such a simple arrangement of bones that that is not an objectionable feature in either fillets or haddies. They both come very conveniently packed in fifteen pound boxes (some haddies in thirties) neatly printed on the outside of the box and lined with parchment paper on the inside.

Equal to the Scotch Haddie

"The writer has met many old country Scotchmen who readily admit that the Canadian haddie is the equal in every way of the original Scotch article, although they were loath to admit any

(Continued on Page 27)



One of the latest steam-driven fishing schooners.

"Make Fish Look Attractive and People Will Buy a Lot More of it"

Manager of Fish Department of R. Barron, Ltd., Yonge Street, Toronto, Says More Fish Will be Sold if Care is Given to Cleaning and Dressing it Before Placing it on Sale

"THE reason people do not eat so much fish is because it is not presented to them as it should be," declared A. Yates, manager of the fish department of R. Barron, Ltd., Yonge Street, Toronto. "Merchants will find they will sell a good deal more fish if they pay some attention to cleaning and dressing it before offering it for sale," he continued.

The fish department of R. Barron Ltd., is an attractive place, and supplies of almost every fish obtainable are shown under the very best possible auspices. Special attention is directed towards the proper display of fish, and this is carried out with every care for correct sanitation, and with the idea of keeping them in the very best possible condition.

Heavy Sales of Fish

Sales of fish in the Barron store run high, and the present season has already opened with sales showing increased volume, in spite of the fact that the weather has not been exactly ideal for the fish trade. "Our turnover in oysters already this season has been very gratifying, and the general fish trade very satisfactory," Mr. Yates stated.

Give the People the Best

"Our policy is to give the people the best in fish that can be secured," Mr. Yates added. "If people have confidence in the fish you are offering, your trade is assured. This is one line more than any other, perhaps, that people are exceedingly particular about. Satisfaction in this regard means repeat business. We bring in a lot of our fish direct from the sea, and in this way we aim to have them always fresh."

During the fall and winter months special selling effort is directed towards the sale of the boneless haddies, and the turnover of this variety has averaged as high as 800 pounds per week.

While a good deal of fish is sold by this firm to regular customers over the telephone, there is considerable catch trade as well, and with a view to attracting this class of business, it is essential to display the fish well. Excellent facilities of refrigeration make this possible at all times.

Oyster Producing Areas of the North Promise Better Than a Year Ago

Situation Shows Great Improvement, and Supplies Are Practically Assured for the Next Four or Five Years—Last Year's Spawn Produces Something Worth While

"THE situation in the oyster producing areas of the North is more favorable than a year ago," T. J. McKey, manager of the Connecticut Oyster Co., Ltd., told Canadian Grocer. "Stock has been growing scarcer each year owing to failure of sufficient fertile spawn to replace the oysters that were being marketed each year.

"Covering a period of eight years there was practically no fertile spawn. At least the extent of the fertile spawn was negligible. The summer of 1921 was favored with a nominal set so that with the young oysters from the 1921 spawn and the growth that has been realized on the older stock there has been sufficient improvement to maintain supply.

"The situation, however, is binding inasmuch as oysters when they get to seven, eight or nine years of age mortality increases. They are larger and more desirable from the consumers' point of view. So far as stock in bulk is concerned but for shell stock the industry is up against the proposition of being long on large oysters and the supply of small oysters is hopelessly inadequate with a consequent high price on barrel stock running 1,000 to 1,200 to the barrel.

"Taking the situation as a whole I believe that supplies are practically assured for the next four or five years. This as a result of last year's spawn producing something worth while and in the meantime it is to be hoped that the present young oysters will give evidence of more fertility than has been experienced in the last few years.

"It is hard to say just what the Southern oyster areas will produce at present. Until the first or middle of November when the large boats go out, nothing much can be learned."

FINNAN HADDIES

(Continued from Page 26)

superiority except, perhaps, in our method of packing and shipping, which naturally must be well developed to meet the requirements demanded by shipments from Nova Scotia to points as far away as the Pacific Coast. At any rate, the fact is well established that our haddies are almost incomparably better than those cured in the United States up to the present time. This may not be a reflection on the U. S. packers, as they have certain conditions there which detract from the evolution of a haddie which would stand favorable comparison with those cured in the Maritimes. About half a century ago there were no Canadian haddies. Twenty-five years ago this commodity was thought to be a lucky find by the proprietors of the city fish emporiums and a profitable sideline for some of the large meat packers, who were supplied by a few pioneer packers in Nova Scotia, but now it has become a staple fall and winter line of most grocers and gives employment to thousands of fishermen and factory workers along the shores of the Maritime Provinces. This development in consumption was purely spontaneous and was absolutely unaided by any organized advertising campaign, which is a forcible testimony of its general popularity and worth."



Showing the fish department of R. Barron, Ltd., Yonge Street, Toronto, where fish is always shown in the most attractive manner.

Split Cases Make Amateur Dealers

So Claims Business Man Who Says This System is Increasing Costs and Handicapping the Worth While Merchant—Fewer Grocery Stores in England

By RICHARD S. CHILDS in Printers' Ink

I RECENTLY made a personal canvass of the city of Stamford, Conn., in connection with a grocery specialty, of which I am the owner, as preparation for instructing salesmen. I found 120 stores there, of which at least forty were not worth approaching with even the most modest proposition, because of the smallness of the shop, the disorder, and the general evidence that the shopkeeper was not a business man. My judgment was that about half of the grocers, including fifteen chain-store branches, were doing 90 per cent. of the business in Stamford, and subsequent experience with my own line of goods corroborated this impression. In fact, if I had succeeded in stocking a certain forty or fifty dealers, the omission of all the rest would have made only a trifling difference in the subsequent sales in that city.

Obviously such a situation is unsound. Many of these storekeepers must fail, and their losses are a charge on the jobbers and the public. The spoilage of goods, the cost of canvassing by jobbers and manufacturers, and the cost of sanitary inspection by the city is all waste.

This condition is in marked contrast to what I noticed in England, where the proportion of grocers to population seems to be about the same as the proportion of drug stores in this country, and where, in consequence, the grocers are real merchants, buying in what we call wholesale quantities and carrying ample stocks.

The key to the problem is the ease with which any man or woman who has the ambition to be a grocer, and who possesses a capital of $50 can get into the business. The moment he opens his little shop in a tenement ground floor, the jobbers will supply him with stock and will sell him at jobbing prices, quantities as low as "one-sixth of a dozen," although the correct unit as planned by the manufacturer may be a case of three dozen.

Now, I have no quarrel with a policy whereby competing jobbers will eagerly seek the friendship of a newcomer, who may work up to a brilliant success, but they ought to adopt a policy that will keep out the man of inadequate resources who is only due to lose his saving in his precarious venture.

Picayune Sales by Jobbers Add to Cost

The real error is in the jobbers' habit of splitting cases. Every manufacturer has a working unit, which constitutes a logical purchase by the retailer, an amount varying from two dozen to six dozen, depending on the demand and rapidity of movement of the goods. These packing units are worked out by the manufacturer with considerable care, and, if adhered to by the jobber in his sales, will make handling an easy matter. When the jobber takes a case of thirty-six cakes of ——— and divides it up and re-packs dozens and half-dozens, he incurs extra cost and breakage and he multiplies his bookkeeping detail.

A flat rule among the jobbers that they will not split cases, and support of this policy by the manufacturer in bringing pressure to bear upon jobbers who do split cases, would mean that a man could not get into the retail grocery business without more capital than is now necessary. He would have to have larger quarters, and a larger clientele.

It is to the manufacturer's interest to prevent splitting of cases, so as to make retailers buy in decent quantities and to reduce the number of retail outlets which the manufacturers must canvass.

It would be to the jobbers' interest to have fewer and better accounts.

It would be to the interest of the good retailers to be freed from the competition of the "small fry," who are running at a loss and do not know it.

The only losers would be the owners of small store buildings which gulp down the savings of one unsuccessful amateur storekeeper after another.



Showing how fish is displayed in one of Montreal's leading fish emporiums—Fish is displayed here under glass at the proper degree of cold to maintain first-class quality.

"Chain Stores Have Their Restrictions"

Changing Times and Public Development Have Brought About New Forms of Distributive Service—Chain Store Systems Are Not All Efficient

From an Address delivered by Irving S. Paull, before the Association of Chain Store Proprietors in New York

"WHETHER chain stores were created in response to an economic demand or whether they are the result of the sagacious foresight and imagination of a clear-visioned merchant is of no consequence in our present discussion," stated Irving D. Paull before the Association of Chain Store Proprietors in New York recently and as reported in the New York Journal of Commerce. "Chain stores do exist and seem to have a definite place in our present economic scheme," he continued.

"It is a popular theory that the term 'chain store' applies to a system of distribution which capitalizes every efficiency and eliminates every element of waste. This is not true, because chain stores, like all other business organizations, reflect the ideals, capabilities and limitations of the men who manage them.

"Some chain systems are remarkably efficient and others are equally inefficient. Some chain groups are successful and profitable, others are unsuccessful and unprofitable, and it is improbable that the time can come when all organizations operating as chains will be efficient, successful, profitable and permanent.

"There will be competition between chains just as there will be competition between independents. Chains, like other institutions, will from time to time find it necessary to make adjustments to meet ever-changing conditions.

Capitalized Economies

"The sucessful chains of to-day have capitalized the obvious economies which result from volume purchase and controlled distribution. They have capitalized statistical organizations and information in the selection of store sites in the streams of travel.

"Chain stores have taught all business the value of analysis of consumer habits and market capacities. They have demonstrated the value of standardization, not only of merchandise, store arrangement, window display, operation and method, but they have shown the value of personnel training.

"The outstanding achievement of chain store management has been its demonstration of merchandise turnover possibilities. Not all chain stores are equally efficient in the matter of turnover. During the past year it has been my privilege to analyze the results of the most comprehensive survey that has thus far been made of marketing and distribution.

"It was interesting to compare the results obtained by two chain systems of approximately equal capital and organization. Both systems were located alike as to character of population and carried stocks of almost identical merchandise, but with very different results. One system turned its stock twenty and one-half times, with an operating cost of 5 per cent. The other system turned its stock five and one-quarter times, and had an operating cost of 20 per cent.

"The difference between the two institutions is that one operated with a view to maintaining a frequency of turnover and a uniformity of profit, while the other speculated on its ability to forecast markets and take greater spread.

"It requires no great sagacity or foresight in economics to assert that business is rapidly approaching a new basis. It now costs more to distribute the world's goods than to make them. Chain stores do not solve the problem because they deal with but one phase of distribution. The problem of distribution is national, and national problems are only community problems multiplied.

"If there is a weak link in the chain it is the last link, the community contract. The chain store is dependent upon the prosperity already existing in the communities it enters and its most enthusiastic exponents will not claim that it contributes largely to the physical, moral or commercial development of the community.

"It is unlikely that chain systems will ever monopolize the distribution of merchandise. First, because they enter a community after it is demonstrated that there is a sufficient volume of business to be obtained to warrant locating in any selected community.

"Second, because chain systems do not find it profitable to carry wide assortments for the occasional convenience of consumers or fluctuating demand.

"Third, because certain services, conveniences and accommodations are demanded by the majority of the consumers. These demands add materially to the risks and cost of operating a merchandise institution.

"It is probable that chain systems will make such adjustments as efficient merchandising and trade building may justify in the development of closer relations between the stores and the communities they serve.

"There is a degree of detachment between a branch store and the community it serves which of itself tends toward economy of operation not enjoyed by the independent local merchant. He is a local figure and as such must respond to the demands made upon him for the promotion and maintenance of the community as a civic duty.

"The community recognizes the fact that a salaried manager of a branch store, belonging to a large system, can enjoy but limited authority to meet purely local demands of this nature, and therefore escapes the resentment that a local proprietor could not avoid.

"The Joint Commission of Agricultural Inquiry, consisting of five members of the Senate and five members of Congress, was appointed to discover among other things, the 'cause of the difference between the prices of agricultural products paid to the producer, and the ultimate costs to the consumer'.

"The prices of all commodities other than agricultural products were still extremely high, while the farmers' products had descended to the bottom of the scale. The dollar the farmer received for his products would not buy the absolute essentials necessary to his existence.

"It was an extremely fortunate thing that a man of courage, intelligence, energy and sincerity of purpose should have been elected chairman of the commission. I refer to the Hon. Sydney Anderson of the First District of Minnesota. He determined on policies and procedure that would develop basic facts upon which there might be created an equitable relationship, among agriculture, commerce, industry, transportation, finance and labor. This proved to be a pioneering effort in Governmental inquiry.

"The commission conceived its purpose to be that of education rather than legislation. It adopted a policy of co-operation rather than coercion; it conducted an inquiry rather than an inquisition.

The Problem of Distribution

"The commission discovered that economic distribution is one of the most important problems before people today, and apparently the problem which has received the least intelligent consideration.

"We have reached a point where it costs more to distribute and serve than it costs to produce. Commodity values are lost in a maze of service costs, and the time has come for a consideration of the fundamental problem of economic distribution of the absolute essentials.

"The solution of the problem of distribution must be secured through a betterment of methods and an elimination of waste and uneconomic practices. A better system of distribution can only

(Continued on page 31)

This Statement is Illuminating

Merchant Believes He is Making Progress, But He Wants to Know in What Measure He is Succeeding—How to Know Your Rate of Progress.

By HENRY JOHNSON, Jr.

OFTEN I curtail letters or insert their substances, but this letter is so full of good sense and sound judgment that I print it entire. I say he illumines the way because his questions are so apt and bright that he will make any attentive reader think. And anyone who THINKS about his business will gain some illumination on it. Eastern Canada, Aug. 10, 1922.

Dear Sir:—I wonder if I could get some advice from you on accounting systems for my business. I am well educated and capable of maintaining a splendid system if shown what to get for a start. I have my figures very accurately set forth showing turnover for every day and a strict account of every cent spent, but the question is, how much am I making and how shall I find out?....I keep two lists of disbursements, one of every cent actually spent for stock of any sort, the other for things bought but not sold—therefore, overhead expenses. Under the second heading I include wages, equipment, paper and bags, sundries, donations, advertising, household, light, telephone, ice, upkeep, rent and insurance. I do not include depreciation on stock or equipment or any shrinkage, for the simple reason that I hate to guess at things and it would surely be a big piece of guesswork to me....I handle a wide variety of stock: all grocery and dairy lines, fruit, some meats, vegetables, paints and oils, a few hardware lines, and many other things; and the problem of fixing shrinkage, etc., on all these things is beyond any degree of accuracy. Again, as to the matter of profit: I deny absolutely that any man in the world can fix a straight percentage of profit with my varied stock by simply multiplying this amount by any percentage quoted. For instance: A crate of strawberries arrives dead ripe. I buy them at 15c. and for a few hours I sell them at 18c. But the tail end of the shipment lags and gets soft and I drop to 15c, and finally selling a few at 13c to avoid loss. Ask yourself, at what profit do I sell? Again, on my fast selling lines I cut the prices as close as possible. On slow lines I expect a good profit and manage to get it. ..... The actual facts and figures I keep are few but valuable.

Detailed Figures Kept Up

My turnover is set forth as follows:

	1922	1923	1924	1925
March 1	106.42			
March 2	98.27			
March 3	144.09			

This gives opportunity for daily comparative records for five years running, all on one page, a page to a month. On 12 pages of my ledger I can maintain this important bit of information for five years. On the following 12 pages I set forth the disbursements as follows:

Disbursements:

	1922	1923	1924	1925
June				
(Stock)				
Groceries	1894.62			
Meats	466.27			
Fish	122.22			
Dairy Produce ..	346.76			
Etc.				
(Overhead)				
Wages	140.00			
Equipment	72.60			
Rent	40.00			
Etc.				

On the next 12 pages I carry a sort of recapitulation or general summary of information, as follows:

Recapitulation:

	1922	1923	1924	1925
February				
Stock purchased .	2951.07			
Equipment " .	97.84			
Overhead	317.95			
Household	195.44			
Turnover	2884.74			
Percentage cost of doing business	.1102			

Of course I take a careful inventory at replacement cost on New Year's Eve and Day each year. We arrange for it gradually for a week in advance, then slap on a good capable night force and go at it with a rush. Find I can complete it easily in 16 hours, carrying out all extensions, etc., during the quieter days that follow. I make up the usual yearly statement required by Dun's and the government, but I feel far from satisfied with all that I do.

Could I, in your opinion, by any work possibly put myself in a position to know with any degree of certainty just what I am making each day, or week or month? Have only been in business two years and have done well; raised a dead little dump with a turnover of $4,000 per year to a snappy, popular little store whose income for the first six months of this year ran $19,584. Have recently opened another store which is making a wonderful run, and inside of three months will complete my plans by opening the first meat and fish market in my city. So you see it is certain I am doing well—but how well? That is what I want to find out!

Record Wanted For Future Orders

Also, what system of registering advance orders for later delivery direct from manufacturers would you advise me to instal? Have often given an order to a Dominion traveller from some big house for delivery, say, two months later and on the very eve of its arrival, completely forgetting that it was coming, have ordered more of the same stock from a local jobber, thus causing confusion and loss of profit from carrying stock too long. If you publish this letter or the answer to it, will you please advise me in what copy of Canadian Grocer answer will appear so that I shall not miss it.

Yours truly: Seeker for Light.

Do you not agree that this "Seeker for Light" illuminates all the questions on which he touches? That is because the questions are intelligently propounded.

As it is impracticable to set forth a bookkeeping system in any one article, I refer this gentleman to the McCaskey Co., Alliance, Ohio, whose representatives are "everywhere;" the Burroughs Adding Machine Co., Detroit; the National Cash Register Co., Dayton, Ohio; and the Tela-profit Company's systems, obtainable from Canadian Grocer. These people have systems adaptable to any size of business. He can write them for suggestions and samples.

I also refer him to Bureau of Business Research, Harvard University, Cambridge, Massachusetts, for list of bulletins on the grocery business. Those cost from 50c to $1 each, and are worth ten times their cost to any grocer who will study them. But every man must take to heart the remark of ol' Francis Bacon: "The reason why people do not return borrowed books is because it is so much easier to keep a book than to get what is inside of it!" Any book or bulletin will be utterly useless to the man who will not make the mental exertion to get what it contains. This present correspondent will get the inside of anything he sends for—that I know. This hint is for the rest of you!

How to Know Rate of Progress

This man wants to know accurately his rate of progress. He should be able to know it now, under his present system. As he takes an inventory each year, all he has to do is compare what he has at the end of any one year with what he had at the beginning. But he will fool himself unless he includes some things not now included.

For example, depreciation. It is not now included, he says, because he does not want to guess. But at the end of each year he inventories stocks at "replacement value." He cannot do that so accurately that some articles must not be estimated, or "guessed at." Yet he feels that his approximation is close enough for dependency. It must be the same with depreciation, except that here

he has the guidance of the long experience of others. They have established 10% per annum as a safe rate of depreciation on inside equipment and 20% on outside, such as trucks, etc. Does that mean that a counter will wear out in ten years? No: but that counter is offset by a meat slicer which depreciates and runs into upkeep that far exceeds 10%. And it is all on the safe side.

No harm is done if your books show you are worth $9,000 net when the actuality is that you are worth $10,000. Values are not changed by accounting. That excess $1,000 is there, just the same. But danger lurks in any estimate or alleged account which shows $9,100 net when, in fact, the net is $9,000. Any overestimate is bad, no matter how slight. Under-estimates only are bad when excessive—and not always then!

Interest on invested capital must also be charged. Opinions may differ on this point. Henry Ford, who is no slouch of a businessman, denies this. Others—many more of them—regarded as similar leaders in their lines, hold that interest should be charged. I say it should be charged—and I have shown why I think so. But whether you agree or not, charge it just the same. The business that cannot stand such a "buffer" by way of extra safeguard and caution is in a bad way.

My friend insists that "profits" are not uniform throughout the grocery line. Maybe he is right. If he will argue that margins are not uniform, I shall agree heartily. But there is a wide difference and it should be distinguished carefully. For example:

Sugar may be handled at 10% margin. In a store with average expense of, say, 14%, it will cost around 6% to handle sugar. That will leave a profit of 4% on sales. In the same store canned plum-pudding will cost around 31% to handle —as I have hitherto demonstrated. If sold on a margin of 35%, the **profit** will also be 4%. In such a discussion we touch the fundamentals of retailing, the treatment of which at length would take a book. I expect to write such a book soon. Meantime, write California Prune & Apricot Association, San Jose, California, for a copy of "Profits in Prunes." That treats some of these fundamentals rather fully—and it will cost nothing but the brain-fag of reading!

My friend should also differentiate between sales and turnover. They are not the same thing. Neither is volume synonymous with turnover. But there is not much danger that anyone who thinks and studies as he does will go far wrong. He is going ahead rapidly, and that he will learn to see the road he is travelling there is no room for question.

Discuss Question of Buying Canned Goods Collectively

Ottawa Grocers Deal With a Number of Timely Subjects at Recent Meeting—District Gathering of Retail Grocers at Winchester This Week

OTTAWA, Oct. 3. (Special) — A number of interesting subjects were dealt with at the regular semi-monthly meeting of the Grocers' Section of the Ottawa branch of the Retail Merchants' Association, a few days ago.

The question of collective buying of canned foods came in for considerable discussion, and the consensus of opinion was that in view of the present uncertain condition of the market, the policy of hand to mouth buying was the wisest one to follow for the time being. Charles McArthur, of Russell, Ont., a merchant of high standing in that district, was present and gave the members the benefit of his opinion in this regard. He said that in conjunction with a number of his fellow merchants in the Russell district he had taken the trouble to look thoroughly into the matter and had come to the conclusion that there was not much to be gained by collective buying of canned goods at present. They had offered to purchase a couple of carloads at a time but the prices quoted were by no means encouraging.

J. Basil Bambrick drew attention to the fact that last year some members stocked up with large quantities of canned goods and found shortly afterwards that they could purchase the same goods in Montreal ten per cent. lower.

Selling Vegetables By Weight

The new law governing the sale of vegetables by weight was discussed and J. C. Campbell was instructed to find out if hucksters, vendors and others on the market would be required to carry scales with them. It was felt these people should be made to live under the same regulations as the dealers. It was pointed out that the grocers sold 7½ pounds of potatoes to the gallon, while the hucksters and others had been selling five and six pounds to the gallon.

Grocers' Meeting at Winchester

Mr. Campbell announced that a district meeting of retail merchants was to be held at Winchester on Oct. 4, and that between thirty and forty Ottawa grocers and other mrechants had promised to attend. The stamp tax on checks, the new receipt tax and other legislation inimical to the retail trade would be taken up and addresses would be delivered by Henry Watters, president of the district; W. C. Miller, provincial secretary, and himself.

There was also a rather animated discussion on the bread question, when one member stated that some Ottawa bakers were selling their bread across the river, in Hull, considerably cheaper than locally. It was stated that bread could be purchased wholesale as low as 5½ cents in Hull, whereas it cost the grocers in Ottawa 7½ and 8 cents.

Those who attended the meeting were: A. E. Kelly, in the chair; Duncan Bell, treasurer; C. J. Allan, secretary; P. Lamoureux, F. A. Walsh, A. S. Moreland, Alex. Phillips, R. W. Porteous, J. Paterson, John Regan, W. Neate, P.G. Allan, T. Bowman, T. A. C. Kennedy, T. M. Collins, B. G. Crabtree, J. C. Campbell and J. Basil Bambrick.

"CHAIN STORES HAVE THEIR RESTRICTIONS"

(Continued from page 29)

be hoped for through a more intelligent study of methods, facilities and purposes. Few people, even those who are engaged in performing the functions of distribution, can visualize the entire process. Chain store systems account to their credit certain obvious economies, but the public differentiates only slightly between the various processes by which it is supplied with essential commodities.

"If all merchandise were distributed by chain store systems there would still be a considerable clamor against the spread between the price of raw materials and the cost to the consumer.

"Whether people find their purchases on the kitchen table in their own home or walk through a turnstile and serve themselves from a shelf, they will still, of necessity, pay for much service, beginning with the harvesting of the crops through the processes of collecting, assembling, transporting, converting and distributing.

"However, the situation will be improved when people know something of what they are paying for and can determine how much service they will render to themselves and how much they will buy.

Canadian Firms in Nations' Food Show at Olympia, London

London, Eng., Oct. 4. — What is designated as "The Nations' Food Exhibition" is now being held at Olympia, London, from the 6th to the 26th September. It is the joint venture of two companies—the International Trade Exhibitions, Limited, and the Trades' Markets and Exhibitions, Limited—who organize a number of the principal trade displays which are annually held in London.

Referring to the exhibition, the London Morning Post writes: "The Nations' Food Exhibition which was opened yesterday at Olympia was crowded from the moment the doors were opened. The reason is that the display is interesting not only to the trader but to the public

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CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI. OCTOBER 6, 1922 No. 40

Cut Down the Overhead

WE UNDERSTAND that a chain of groceteria stores in one of our large cities is doing business on an overhead of approximately 5%, and that another large chain of cash and carry stores has an overhead of slightly more than 7%. Neither of these stores delivers goods. Even if it cost them 5% for delivery the percentages would be 10 and 12 respectively.

How many retail grocers are working on an overhead like this?

These figures indicate that retailers should give very careful attention to expenses with a view to cutting them down 1 or 2 per cent. at any rate. If this can be done it means a nice additional profit at the end of the year. It does not mean that a merchant who is giving a delivery service, or a service in some other way, should discontinue it. But perhaps one delivery wagon less would not make much difference in the service if the delivery system was better organized. In fact one large merchant told us recently he was going to eliminate delivery of all orders under $1, and that this will cut off one of his delivery wagons.

Better equipment in the store, more efficient sales staff, or a more aggressive sales policy will all help to cut down the overhead expense. It remains for every merchant to go thoroughly into each of these and see just where he can save money. A sales staff by proper coaching and by encouragement can easily increase turnover from a third to a half. This immediately means a considerable reduction in salary expense based on turnover.

* * * *

Quantity Selling of Canned Goods

THE practice of selling canned goods in quantity lots appears to have been followed with a good deal of success, according to the experience of a number of merchants. These retailers have concentrated effort on the turnover of cases of canned fruits or vegetables, rather than single tins or even three tins at a time.

The policy is undoubtedly a good one. It means a quicker turnover, and a conversion of stock into cash, rather than holding goods on the shelves. It is a good idea to sell a winter's supply of canned products now. It will bring to the grocer greater profits through increased sales. A window display of the new pack, coupled with advertising and selling talks, emphasizing the quantity basis of buying, will bring results that are surprising and altogether gratifying.

Of course canned goods are good steady sellers throughout the fall and winter months, but by a special drive at selling large quantities, the grocer not only gets his normal profits but gains a number of additional advantages. In the first place he is sure of the business. The goods are sold. In the second place his customers will eat more canned foods if their pantries are well stocked, and in addition the grocer saves a lot of storage, handling and delivering—three items that materially affect net profits.

Through quantity selling of canned goods grocers can greatly increase their year's volume on all sorts of canned foods.

* * * *

Retail Salesman's Importance

WHAT ESSENTIALS are required to make a successful retail salesman? This question was recently asked by a delegate attending a trade convention and this was the reply: "No person can be a success as salesclerk unless they have the faculty of giving their customers complete satisfaction with every purchase made." Or in other words, selling the goods to themselves, before attempting to sell to their customers. To sell satisfaction in your dealings with the store's customers the customer must be made to appreciate the value of the article you sell. Take, for example, a lady customer who enters the store to do her shopping. It may be only a box of candy of some fancy biscuits. Then again it may be some special for some memorable occasion in her family circle. In either case she has the money and you the merchandise. Her sense of self-interest rises to its highest point. While she may be a lady of friendly disposition, when she goes shopping, her instinct, sense of duty, and good sense all urge her to protect her purse—in fact, money is the one thing that lies closest to her self-centredness. From this she will not part, and then only on one condition—she must be made to feel the values offered her in exchange in the shape of some token or gift that will afford her a benefit or pleasure greater than the satisfaction she may have in keeping her money in her purse. When she considers the purchase of any article she instinctively weighs it against its cost; her self-interest scale begins to balance, first this way, then that way, weighing carefully the price against the goods until the sale is won or lost. No matter how good a farmer a man may be, nor how good a plot of land he may have, if he does not create conditions favorable to the growth of the seed sown his crop will invariably prove a failure. Similarly to the above is the grocery store salesman. Whenever there is a sale made the salesman does not really make the sale—the decision of the customer does that, but he can, and in every case should create conditions favorable to a decision for making a purchase. In this way he will not be imposing upon the customer, but, on the contrary, be doing her a genuine service.

The salesclerk can easily render this service when he studies his customer's wants and then shows her merchandise that will meet her requirements, also by calling her attention to the goods in question and making it convenient for her to examine the intended purchase.

* * * *

Editorials in Brief

The retail salesperson who does not keep informed about what advertising the store is doing, cannot be a hundred per cent. efficient in making sales.

* * * *

Credit has ruined merchants in two ways. Some have given too much and some have received too much.

* * * *

Keep so busy with plans for the growth of your own business that you will have no time to worry over somebody else getting along faster.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Ontario

George Brighty is now settled in his new grocery in Midland.

Ross Thompson, merchant at Maitland, near Brockville, passed away last week. He had been in business for a number of years.

For breaking into the grocery store of J. W. Noble, St. Thomas, a man by the name of Ted Craig was given three years last week.

Mullen's Groceteria, 742 Yonge St., Toronto, recently decided to deliver orders of $1.00 or more. Customers may now telephone for their goods.

Cliff Robinson, London, has leased a new and larger store at 202 Dundas St., and will occupy it as soon as a new front can be installed and alterations made.

The death occurred on Wednesday last of Joseph Brown of Windsor, at the age of 52 years. The deceased had been in the grocery business in Windsor for a number of years.

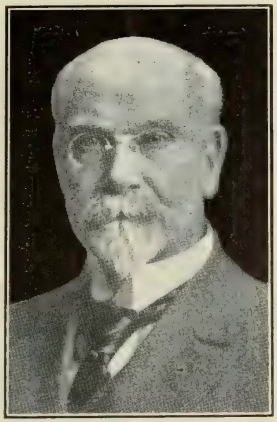
W. G. Patrick & Co., manufacturers' agents, Toronto, have been appointed representatives for Ontario and the West for Lever Brothers' new product Cooket Shortening, for the bakery and confectionery section of the business.

Robert Dickson for years head of Dickson's Limited, general merchants, St. Marys, passed away last week. The late Mr. Dickson was also at one time head of the St. Marys Creamery Co. He is survived by his wife, one son and one daughter.

The wholesale grocery house of Cairns & Son, Niagara Falls, was entered early one morning last week. The door was unlocked and goods to the value of $1,000 made up mostly of cigars and cigarettes were stolen and taken away in a car.

E. B. Ryckman, M. P., addressed the Danforth Business Men's Association of Toronto the other day. He spoke of the advisability of adopting a community phrase or motto, and contended that the community consciousness could be crystallized in a community slogan which would be beneficial to district business.

Stuart Henry of Robert Henry & Son, Windsor, Ont., general sales agents for the B. C. Fishing and Packing Co., leaves on Saturday on a business trip to the Pacific coast. He will be there a week or ten days. He expects to visit his company's canneries on the Skeena River while in British Columbia.



HUGH BLAIN

Who was honored on Thursday night of this week by the Toronto Board of Trade

Toronto Board of Trade Pay Tribute to Hugh Blain

Toronto.—(Special).—A presentation was made to Hugh Blain on Thursday evening by the Toronto Board of Trade, "in recognition of his long and valuable services to the Board and the business community generally." Mr. Blain is an ex-president of the Board and has been a member of the council for several years.

In June last he was honored by the Canadian Wholesale Grocers' Association during their convention at Niagara Falls. On that occasion a dinner was given in his honor and he was presented with a life-sized portrait of himself. At that time he had just recently become convalescent after a rather serious illness and received the congratulations of scores of friends from all parts of the wholesale grocery trade in Canada.

Business Changes

R. A. Burns has opened a store at 142 Lake Street, St. Catharines, Ont.

Sider Bros. are successors to Service Store . Toronto, at Normandy and Gerrard Streets.

The Quality Groceteria has opened up for business at 934 Gerrard Street, E., Toronto. B. S. Jackes is the proprietor.

Wholesale Grocery Ltd., Goes Into Liquidation

Toronto, Oct. 4.—(Special).—The Wholesale Grocery Ltd., Wellington Street, W., went into liquidation a few days ago, making the assignment to J. M. Thorne, of Thorne, Mulholland, Howson and MacPherson, chartered accountants. Bank of Hamilton Building. The assignment was made, it is stated, on the request of a creditor for a winding up order.

J. H. Knowles is the president of the assigning company. He was instrumental in organizing the Associated Grocers of Ontario. Its shareholders were chiefly retail grocers in the City of Toronto. The Wholesale Grocery Ltd., was capitalized at $150,000. The Associated Grocers of Ontario were among the largest shareholders, having subscribed approximately half of the capitalization.

A meeting of creditors is to be called shortly, and in the meantime the business is being operated by the liquidators.

Speaking to the president, Mr. Knowles, in regard to the liquidation, he told Canadian Grocer that in all probability the company would be re-organized. It was first formed two and a half years ago and has been conducting a wholesale grocery business at Wellington Street offices during that time.

Will Challenge for the Fisherman's Trophy

Montreal, Oct. 4 (Special).—There will be again this year an international race for the fishermen's trophy between one of the Canadian fishing schooners and a representative of the American fleet. The barring of the United States schooner Mayflower by the Canadian trustees of the International Fishermen's Trophy will not prevent the American participation in the series which is to be raced off Gloucester, Mass., this month.

In a telegram to the Canadian trustees, the United States body suggested that this year's race be made a free-for-all for fishing vessels, adding, however, should the suggestion not be favored a United States challenger will be chosen in the usual way.

Damude, Markle and Secord, wholesale grocers, are successors in the wholesale grocery business to J. T. Festing & Sons, Limited, St. Catharines.

Wholesale Grocers Are Opposed to Manufacturers' Move re Sales Tax

Want the Tax Either Collected at the Source or Left as it is—Annual Meeting of the Ontario Wholesale Grocers' Association is Held—Fred T. Smye, Hamilton, the New President

TORONTO, Oct. 4.—The annual meeting of the Ontario Wholesale Grocers' Association was held in the secretary's offices, Front Street, E., last week. A large representation was present, and a number of vital questions to the trade were discussed. The chair was taken by the president, T. H. Kinnear, and reports were presented by the secretary, A. C. Pyke, and the treasurer, A. H. Paffard. The statement of finances indicated a balance on the right side.

The association placed itself on record as opposed to any move on the part of manufacturers to have the sales tax collected only from the wholesalers. The wholesale grocers want the tax collected either at the source or have it left as it is now. J. Frank Grimes of Chicago, was present and gave an address on "Efficiency Methods in the Wholesale Grocery Trade."

The present sugar situation was reviewed, and it was decided to have a delegation from the association wait on the refiners, in an effort to stabilize the market.

The following officers were elected for the year 1922-1923:

President, F. T. Smye, Balfour, Smye & Co., Hamilton; 1st vice-president, W. E. McMurtry, Groceries Limited, Toronto; 2nd vice-president, A. Foster, National Grocers Limited, North Bay; treasurer, Ross F. H. Humphrey, F. W. Humphrey Co. Ltd., Toronto; secretary, A. C. Pyke, Toronto. Executive Committee: S. W. Somerville, Bristol, Somerville & Co., Hamilton; A. M. Masuret, M. Masuret & Co., London; W. T. Harris Co. Limited, Owen Sound; J C. Markle, T. Kenny & Co. Limited, Sarnia; J. F. Smyth, J. F. Smyth & Co. Limited, Windsor; O. E. Truesdale, George Foster & Sons Limited, Brantford; J. W. Charles, Marland Woolnough Co., Niagara Falls; F. Harding, The Harding Co. Limited, St. Thomas; W. D. Martin, The Stratford Wholesale Grocery, Limited, Stratford; Harold Parsons, Parsons, Brown & Co., Toronto; A. B. MacLean, A. B. MacLean, Sons & Co., Welland; John Medland Medland Bros. Limited, Toronto; A. Gilmour, Gilmour & Co., Brockville; Harvey S. Kinnear, Thos. Kinnear & Co., Toronto; A. J. Major, S. J. Major Limited, Ottawa; Strachan Ince, Perkins, Ince & Co., Toronto; A. Simpson, The Simpson Company Limited, Guelph; F. R. Parnell, D. W. Harmer Co. Limited, St. Catharines; James Lumbers, Jas. Lumbers Co. Ltd., Toronto; L. E. Walmsley, J. E. Walmsley Co. Limited, Belleville, and H. E. Richardson, Fenwick, Hendry & Co., Kingston.



FRED T. SMYE
of Balfour, Smye & Co., Hamilton, the newly elected president of the Ontario Wholesale Grocers' Association.

Armstrong and Paffard Discontinue Their Business

Toronto, Oct. 4.—(Special).—The old established wholesale grocery house of Armstrong and Paffard, Yonge Street, Toronto, is discontinuing business. This will take place just as soon as the present stock of goods can be liquidated. Travellers for this concern will be out for another week, but liquidation is being carried on as quickly as possible, with a view to closing the business at once.

Asked as to his plans for the future, A. H. Paffard of this firm, told Canadian Grocer that he was not prepared to discuss them at present. This firm was formerly known as Davidson and Hay.

Trade Commissioners Talk to Trade Newspapermen

Toronto, Oct. 4.—Dr. J. W. Ross, Canadian Trade Commissioner at Shanghai, China, and Major J. B. Johnson, Canadian Trade Commissioner at Shanghai, spoke the other day at the King Edward Hotel to over 50 editors and publishers of Canadian trade papers, at which the Commissioners outlined their work in their respective fields and pointed out the great possibilities for Canadian manufacturers in China, Great Britain and Ireland for both import and export.

Major Johnson pointed out that in view of the unsettled conditions of Europe, British manufacturers were anxious to trade more extensively with the various nations of the British Empire. Dr. Ross pointed out that China was a market for every kind of product that we make in this country, both agricultural and industrial, and that, while Canada is buying very much larger quantities of goods from China than she did a few years ago, these goods are coming in through the United States and other countries, instead of direct, as they should do, and that importers and exporters should endeavor to establish direct connections.

DISCOVER LYE DEPOSIT NEAR VICTORIA, B. C.

Victoria, Sept. 27.—Discovery near Victoria is reported of a large deposit of volcanic ash, of tested cleansing properties, which it is claimed, will supersede on the market all the present lye cleaning compounds.

Letters To The Editor

Fort William, Sept. 25, 1922

Editor Canadian Grocer,

Did you ever have a letter along these lines? Why is it when so many firms, manufacturers, etc., are compelled to put on their goods name and quality and so on, that our fruit growers and packers in the east are not compelled to do the same with their different kinds of fruits? We have dozens of inquiries, with a window full of fruit, what is the name of a certain plum, pear or peach. We had an instance recently where our wholesaler advised us that they had a shipment of blue Damsons coming. We had prices and advertised them as Damsons. We delivered a basket to one customer about a mile from our store. Later the customer rang up on the telephone quite annoyed and said she had returned the plums as they were not Damsons at all; said she knew Damson plums when she saw them and had picked bushels of them. All we could do was to explain that the wholesaler had told us they were Damsons and we were sorry for the mistake.

We have had a similar complaint on peaches but I must say it is very rare. However I think if the shipper stamped each basket with the name of each particular fruit it would help the retailer a great deal and it would not be any hardship on the shipper.

A. A. BLACK.

* * *

Editor Canadian Grocer:—

A system of giving photographs away is now in vogue.

The photographer sells the merchants some pasteboard cards, about the size of a Postal card—with figures stamped on it, and Mr. Merchant punches out the amount of each purchase. When the card is all completed the buyer has the privilege of a free photo from the photographer.

Photograph Premiums

Please advise me if there is not some Federal Legislation against this sort of thing.

There is also a system of a manufacturer enclosing in each package a small piece of tinware or crockery, which is given away with the sale. Is this thing legal?

Editor's note—There does not seem to be any law to prevent merchants from giving these cards entitling them to free pictures at the photographer's. The system of giving articles away in packages is perfectly legal but we understand there is an effort being put forward to have the government cancel this privilege at the next session.

Stephen Towns, for many years a grocer at Laurentian View, near Ottawa, passed away last week at the age of 73 years.

Will be Subject to the Most Rigid Gov't Inspection

Ottawa, Oct. 2. (Special)—As a consequence of a recent discovery in Canada of a considerable quantity of deteriorated potted meat, the product of an outside company, instructions have just been issued under the authority of Dr. F. Torrance, Veterinary Director General, for the rigid inspection, in future, of all such goods coming into Canada. The instructions which have gone out in the form of a telegram to the Health Department's inspectors, are as follows:—

> "Do not permit entry of canned, potted or preserved meats, even although marked and covered by a certificate, until samples have been taken and submitted for analysis. This action is due to meat poisoning cases in ——— and to a large shipment being found in Canada unfit for food."

It has been a general rule in the past to admit into Canada such goods of this nature as have been accompanied by a certificate issued by the Government food authorities in the country of origin, but such practise is to be discontinued from now on, according to the Department.

Discussing the matter with the Ottawa representative of Canadian Grocer, Dr. R. Barnes of the Meat and Canned Foods Branch, said the real danger lay in the distribution of canned and potted meats which were poisonous, but where the poison was undetectable to the average user, owing to the absence of odors. "All Canadian meat products are subject to the most rigid inspection," he said, "and there is no reason why the products of other countries should not receive the same treatment. This recent discovery has taught us to take no chances in the future."

SHOWER OF CANNED GOODS AND SOUP CUBES PUT ROBBERS TO FLIGHT.

Calgary, Alta., Oct. 3.—A volley of tinned tomatoes and soup cubes fired by Fred Langston, a grocer, routed two masked and armed hold-up men who attempted to rob him in his store, last evening. As Langston heaved the tins, one of the robbers opened fire with a revolver. The bullets whistled dangerously near Langston's head, but he gamely reached for another tin, and as it struck the wall it burst, the ripe fruit descending in a shower over the robbers. A bottle of soup cubes almost knocked one of the gunmen off his feet and then the grocer reached for a cheese. This was too much for the gunmen, who lowered their guns and fled. Their flight was hastened by the screams of Mrs. Ollie Lennox, a customer, who dropped to the floor, screaming that she had been shot—when a soup cube struck her in the leg.

Western Canada Notes

H. P. Pennock & Co., Winnipeg, have been appointed the Prairie Province representatives for Maple Crispette Co., Ltd., Montreal.

City Dray Company have changed their name and are now known as Boulton's Storage. A. S. Boulton will continue as general manager. Their warehouse is situated at 230 Princess Street, Winnipeg, Manitoba.

Fred G. Campbell of the W. C. Macdonald Regd., Montreal, spent a few days in Winnipeg with their western representatives, The W. L. MacKenzie Company, Limited. Mr. Campbell is going as far west as the coast.

H. S. Urquhart has severed his connection with the F. W. Smith Limited store, at Weyburn, Sask., to accept a position with R. H. Williams and Sons' departmental store in Regina, where he will have charge of the grocery department.

MAY OPEN SHOWROOMS FOR CANADA'S GOODS IN SHANGHAI

Ottawa, Sept. 25.—In an endeavor to widen Canadian trade in the Far East, the Department of Trade and Commerce is contemplating opening show rooms for Canadian products in Shanghai, China. If the arrangements are perfected, the department, according to present plans, will authorize the necessary expenditures for the opening of show rooms and will charge manufacturers nominal fees for space. The exhibit will be under the control of the Canadian Trade Commissioner. Manufacturers entering the exhibit will be called upon to supply their own salesmen, who will be responsible to their principals. The desirability of opening similar show rooms in other countries will be determined by the success of this project.

EDDY CO. MAY ERECT A MATCH FACTORY AT DESERONTO

According to a despatch from Ottawa, the construction of a match factory that would entail the expenditure of $1,000,000 has been considered by officers of the E. B. Eddy Company, Limited, of Hull, Que. The initial plans, it is stated, provided for the erection in Hull of the most modern match factory in the British Empire.

Owing to substantial increases in assessment, it is stated that the company have abandoned the plans, for the present at least. There is a possibility, however, of the Eddy Company erecting the factory at Deseronto, where the company acquired, some months ago, a match factory.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE CANADIAN sugar market is higher this week. The demand continues normal, with one refinery quoting $7 per cwt., basis Montreal, and the other refineries quoting $7.10, although it is said that competition is being met. According to reports demand for the refined is improving in the States and second hand sugars, it is stated, are getting scarcer. U. S. refiners quote $6.25 per cwt. seaboard basis, less two per cent. A general advance is reported in the market for raws. Sales are reported at 33-16c. equal to 4.96 duty paid. Only one Central is now working on old crop sugars in Cuba, and the weather is reported favorable for the growing crop.

Prices on the new pack of corn and tomatoes are announced this week, and show much easier levels, as compared with a year ago. The dried fruit situation as regards raisins and currants is very strong, and slightly higher levels are quoted on these products. Some wholesalers state that they are paying higher prices for new teas than they are asking for spot stocks. Consequently with present stocks disposed of, the market for new teas must necessarily be higher. The coffee market continues in a strong position. Rices are steady with an improved demand. Cereals are inclined to be easier, and lower prices are named on rolled oats both in bulk and in the packages this week. Nuts are unchanged, with a very good inquiry for the same. Shelled walnuts are strong. Spices continue active, with price levels firm for most varieties.

The flour market is steady, with a very good demand. Millfeeds are quiet with prices easy.

QUEBEC MARKETS

MONTREAL, Oct. 5.—The grocery market continues to show more activity and with a temporary improvement in sugar and more strength and confidence in many lines the trade is altogether better. The new prices on canned tomatoes and corn have been announced and show a marked reduction over last year's prices. There is some cutting in cereals in prospect of lower prices on the new milling. Package rolled oats were reduced in price late last week. In both the rice and the spice market attention is directed towards the political condition in the Near East. The tea market is strong and further advances in black teas are recorded. Japan teas are also strong. The coffee market locally shows no change. Smyrna figs are practically off the market but Spanish figs are plentiful so far. Higher prices are recorded on California raisins. Bordeaux shelled walnuts are slightly lower in price. Tomatoes are higher in price but cauliflower is reduced. Grape fruit is reduced and peaches are advanced. There is no change in molasses or corn syrups.

COFFEE IS UNCHANGED

Montreal.

COFFEE.—The local coffee market shows no change but there is uneasiness in primary markets which at any time may turn into weakness. At the present time the demand is improved locally although buying is not heavy.

COFFEE—		
Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound	....	0 35

CUTTING CEREAL PRICES

Montreal.

CEREALS.—There is little or no actual change in the cereal market but prices are being cut. Rolled oats are selling from $3.00 up to $3.35 a bag. The average price for rolled oats is about $3.25 a bag although in reality the market for spot stocks is steady. Retailers are buying in limited quantities and are looking forward to lower prices this winter.

CEREALS—		
Rolled oats, bag	3 10	3 35
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

TOMATO PRICES ADVANCED

Montreal.

VEGETABLES.—Tomato prices have advanced rapidly as a result of the frosts of last week. Rose tomatoes are unchanged in price. Cauliflower on the other hand is lower in price, selling at $1.00 per doz. heads. A big crop of pumpkins are marketed at low prices. Potato and onion prices are unchanged.

VEGETABLES—		
Cabbages, per doz.	0 40	0 50
Lettuce, local box 2 doz.	0 50	0 75
Celery, washed, doz.	....	2 40
Parsnips, bag	2 00	2 50
Peppers, green, per crate	5 25	5 75
New potatoes, local, per bag	0 90	1 00
Yellow onions, per bag	....	1 50
Onions, per crate, No. 2	....	1 90
Spinach, barrel, local	0 40	0 50
Cucumbers, pickling, per pail	....	1 25
New Turnips, per doz.	1 25	1 50
Tomatoes, per box	1 00	1 25
Green Tomatoes	....	0 35
Pumpkins each	0 05	0 20

WALNUT PRICES EASIER

Montreal.

NUTS.—There is an easy tone to the nut market with little activity. The wholesale price on Bordeaux shelled walnuts shows another decline, making the price 52c a lb. in 25 lb. boxes. Other lines show no change in price.

NUTS—		
Almonds, Tarragona, per lb.	....	0 19
Valencia shelled almonds 3 crown	....	0 44
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled	....	0 50
Peanuts, Jumbo	....	0 15¼
Filberts (Sicily), per lb.	....	0 12½
Do. shelled No. 1 Spanish	....	0 10½
Do., salted red	....	0 17
Pecans, shelled	0 90	1 00
Walnuts, Grenoble in shell	....	0 30
Walnuts, Marbot	0 25	....
Do., new Naples	....	0 25
Do., Bordeaux, shelled	0 59	0 60

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

Do., shelled, No. 1 Virginia	....	0 12½
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 24
Fancy wholes, 10 lb. tins	....	2 10
Do., 10 lb. boxes	....	1 80
Do., 25 lb. boxes, per lb.	....	0 17

FIRMNESS IN RICE

Montreal.

RICE.—The condition of the rice market is now entirely dependent upon the political conditions in Europe. If trouble comes among the Mussulmen in India there will altogether likely be a ban put on the exportation of rice from that country and prices will advance rapidly. In the meantime there is more activity in the local market and the better grades of Honduras rice are firm and extra fancy grades are almost unobtainable. Local rice brokers state that if the situation in the east clears up there is no reason why rices should not be easier in price this fall.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

DEVELOPMENT IN SPICE MARKET

Montreal.

SPICES.—As in rice interest in the spice market is centered on the trouble in the east. Unrest among the Arabs and other Mohammedans might easily affect the trade with the east coast of Africa and the west coast of India. There is little actual change in the market but local conditions are somewhat improved although there is some cutting in pepper prices.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	....	0 20
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64, lb.	....	0 30
Do., 80 lb.	....	0 28
Do., 100 lb.	....	0 30
Do., ground, 1 lb. tins	....	0 35
Pepper, black	....	0 24

TEA MARKET STRONG

Montreal.

TEAS.—The tea market maintains its strength. All reports from primary markets indicate a strong tone. During the past two weeks black teas on this market have advanced three and four cents a pound. There is however a wide range of prices quoted on the different grades Japan teas are also strong and the third crop is commanding a high price on primary markets. Buying locally shows a marked improvement.

TEAS—		
Pekoes	0 40	0 46
Broken Pekoes	0 49	0 60
Orange Pekoes	0 53	0 75
Broken Orange Pekoes	0 46	0 59
China—		
Common	0 24	0 35
Medium	0 42	0 48
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 80

NEW TOMATOES AND CORN

Montreal.

CANNED GOODS.—The new price on canned tomatoes and corn have been announced and some of the local wholesalers are quoting the new pack of Standard 2½ tomatoes at $1.42½ a dozen. They emphasize the fact that at this price this size of standard tomatoes should sell at 15 cents each in the retail stores. The standard 2½ tomatoes are costing the wholesalers $1.25 a dozen, the choice $1.30 a dozen and the fancy prices have not yet been made. The 2s' are quoted at 95 cents a dozen for standard and $1.00 a dozen for choice. Gallon tomatoes were listed at $4.40 a dozen for standard and $4.45 a dozen for choice. No. 2 standard corn is quoted at $1.05 and choice at $1.10. Gallon corn on cobs is quoted at $5.50 a dozen for standard and the 2½'s corn on cobs at $2.10. Bartlett Pears No. 2 in heavy syrup are listed at $2.10 a dozen. These prices are the canners' quotations and show a marked reduction on the opening price of last year.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corns, 2s	1 20	1 25
Corn, extra quality	1 30	1 35
Corn (on cob) gallons	....	6 00
Carrots (sliced), 2s	1 45	1 75
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 90
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s	0 95	1 00
Do., 2s	1 10	1 15
Do., 2½s	1 42½	1 45
Do., gallons	4 80	4 90
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, No. 2—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30
Canned chicken haddies, 48, lb.	....	9 00

CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 35
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 20	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	....	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
California Peaches—		
1s	....	2 90
2s	....	3 25
2½s	....	4 20
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	2 45	3 10
Yellow cling, halves	....	2 60
Yellow cling, sliced	....	2 60
2's	....	2 80
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 60	2 75
2½s	....	4 20
Bartlett Pears	....	3 40
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

SMYRNA FIGS FINISHED

Montreal.

DRIED FRUITS.—Local wholesalers state that only a tantalizing amount of Smyrna figs have been offered on the market and that these have already been taken up. Spanish layer figs of good quality are offered in good quantities. The 7 crown 2½ inch figs are quoted at 16½c; the 6 crown at 15c and the 5 crown at 14c. Pulled figs, 8 crown are listed at 16½c; 7 crown at 15c and 5 crown at 14c. These are expected in Montreal about Nov. 4. Sun-Maid raisins have been advanced to 15c a lb. in 25 lb. and bleached Thompsons are quoted at the same price. The new season's Malaga cluster raisins are quoted at $4.50 a box for the 3 crown, a reduction of 25c on the old price. No Camel brand Smyrna package figs are expected on the market and orders that were placed with wholesalers cannot be filled.

DRIED FRUITS—		
Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 25
Do., 50 lbs.,	....	0 25
Peaches (fancy)	....	0 28
Do., (choice)	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed	....	0 31
Lemon	....	0 25
Orange	....	0 25
Citron	....	0 55
Raisins		
Valencias	....	0 19
Muscatels, 2 Crown, spot	....	0 17½
Do., 3 Crown, spot	....	0 18
Do., 4 Crown, spot	....	0 18½
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. Seedless, cartons 12 doz.	....	0 21
Do., 16 oz.	....	0 24¼
California Seedless, in bulk	0 19	0 20
Cluster, 20 1-lb. pack	....	7 25
Currants, loose		0 17½
Dates, excelsior, (36 10s), pkg.	....	4 50
Dromedary, (3-10 oz.)	....	7 00
Loose	0 10	0 12
Figs, 4 crown	....	0 21
5 crown	....	0 22
6 crown	....	0 23
7 crown	....	0 25
Mats, Portuguese	....	0 08
Smyrna cooking, bags	....	0 13
Prunes (25-lb. boxes)—20-30s	....	0 20
40-50s	....	0 17
50-60s	....	0 17½
60-70s	....	0 15½
70-80s	....	0 13½
80-90s	....	0 13
90-100s	....	0 12½

GRAPE FRUIT EASIER

Montreal.

FRUITS.—There is a larger supply of grape fruit on the market at easier prices. The demand shows some improvement and prices range from $5.00 to $6.00 a case. Peaches are disappearing from the market and prices are higher. There is a good supply of pears offered. There has been no frost as yet to fit the Fameuse apples for the market. Wealthys are easy in price with fairly large offerings. California Valencia oranges range in price from $9.50 to $11.00 a case.

APPLES—		
Wealthys, per barrel	....	5 00
Alexanders	....	4 00
Bananas (as to grade) bunch	6 00	7 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Verdillis	....	4 50
Limes, per 100	....	1 00
Grape fruit	6 50	8 00
Grape fruit	5 00	6 00
California Valencia oranges	10 50	11 00
Canteloupes, crate, 16 qt.	....	1 50
Honey Dew Melons 6-8	5 00	6 00
Plums, basket, qt.	0 40	0 60
Pears	0 75	0 90
Peaches, 6 qt.	0 60	0 65
Do., 11 qt.	0 75	0 90
Montreal melons, per doz.	....	3 50

MOLASSES STEADY

Montreal.

SYRUPS.—There is no change in the molasses or syrups. Prices are fully maintained with an improvement in the demand and a steady tone to the market.

MOLASSES—

Puncheons, Island of Montreal	0 70
Barrels	0 73
Half Barrels	0 75
Puncheons, outside of Montreal	0 67

Fancy molasses in tins—

No. 2, 2-doz. per case	7 75
No. 3, 2-doz. per case	10 75
5-lb. tins, per doz.	8 95
10-lb. tins, per case	8 60

Case goods subject to 10 per cent. discount.

CORN SYRUPS—

Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5-lb. tins, per case	4 20

TEMPORARY REACTION IN SUGAR

Montreal.

SUGAR.—A temporary reaction has occurred in the sugar market and some refiners have advanced their prices. Atlantic Sugar is advanced to $7.00 from $6.75 and Canada Sugar Refineries have brought their price up to $7.10. For a time there is strength in the raw market but this will not last long since a good crop of sugar beets will be ready for the market this month. Just now the situation in Cuba shows improvement. Practically all the spot stocks of raws have been taken up and the market is stronger with a bigger demand for granulated sugar. Some authorities attribute the increased demand to the activity of the confectionery trade. Local wholesalers are limiting their buying in the expectancy of lower prices on sugar this fall.

SUGAR—

Granulated, per cwt.	7 0 0	7 10
Do., barrels	7 05	7 15
Granulated, gunnies, 5-20	7 20	7 30
Do., cartons	7 40	7 50
Do., gunnies, 10-10	7 30	7 40
Do., cases, 50 2-lb. cartons	7 50	7 60

PACKAGE OATS REDUCED

Montreal.

PACKAGE GOODS.—The large size of package oats have been reduced by the millers, making the price for Quaker, Tilson and Robin Hood large, both square and round $4.80 a case. This is the only change of note in the package goods market. Other lines are steady in price with a fair movement.

PACKAGE GOODS—

Aluminum package, 20s		6 00
Rolled oats, large		4 80
Do., small		2 00
Oatmeal, fine cut, 20 pkgs		6 00
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 55
Hominy, pearl or gran., 2 doz.		3 00
Scotch Health Bran (20 pkgs.)	case	3 60
Pancake Flour, case		7 1[illegible]
Pancake Flour, self-raising, do.		2 25
Wheat Food, 18-1½s		4 20
Porridge wheat, 36s, case		6 40
Do., 20s case		80
Self-raising flour, (3-lb. bags, doz.		2 05
Do., (6-lb. pkg.) doz.		4 00
Corn starch (prepared)		0 09
Corn starch, 1 lb. pkgs.		0 07½
Potato flour		0 11½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		3 00
Celluloid starch, 45 pkgs. case		3 80
Malt Breakfast Food, (36 pkgs.)		9 60
Macaroni		3 15
Spaghetti		3 15
Egg noodles, Quaker		2 25
Canadian Cheese loaf, lb.		0 30
Pimento loaf		0 32
Fancy splits, per lb.		0 29
Swiss chees loaf		0 44
Glace Cherries, per doz.		5 25

THREE REFINERIES ANNOUNCE ADVANCE IN SUGAR

As Canadian Grocer goes to press, Atlantic Sugar Refinery announces an advance of 25c per cwt., making the price Montreal basis $7 per cwt.

Acadia and Redpath sugars have advanced 10c per cwt., making the price $7.10 per cwt. Montreal St. Lawrence sugar is unchanged at $7.

ONTARIO MARKETS

TORONTO, Oct. 4.—An improved demand for groceries is reported by wholesalers although buying cannot be said to be in heavy orders. The feature of the markets is the continued strength of dried fruits as applied to raisins and currants. Wholesalers state that buying of these fruits at present levels is good buying, as there is every probability of advances, with a continuance of the complicated conditions that are now existing in the East. The California raisins are in great demand. Canned goods are beginning to move in greater volume, and the new packs of tomatoes and corn are now being sold. The sugar demand is normal, with one refiner quoting $6.75 per cwt., and the others quoting the list price at $7. However, it is stated that competition is being met. Teas and coffees continue to show strength. There is moderate buying of rice. Honey is in good demand at fairly easy levels. Cereals, that is, rolled oats, show a decline this week, and the cereal situation is generally easier.

BEANS AT EASY LEVELS

Toronto.

BEANS.—Offering of beans at country places seem to be in fairly good supply, wholesalers quoting the Canadian hand picked and 1 lb. pickers at from $3 to $3.25 per bushel. The market is fairly easy at these levels.

BEANS—

Canadian hand picked and 1 lb. pickers, per bushel	3 00	3 25
Cal. Limas, per lb.	0 11	0 11½

COFFEE ON SPOT ACTIVE

Toronto.

COFFEES.—No change is reported in the spot coffee market, dealers quoting prices steady with a week ago. A good deal of activity is reported in the market. The situation at primary markets is a bit unsettled.

COFFEE—

Java, Private Estate	0 51	0 53
Begotas, lb.		0 42
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 36
Rio, lb.	0 23	0 25
Santos		0 25
Mocha, lb.	0 52	0 55

MODERATE INQUIRY FOR RICE

Toronto.

RICES.—There is a moderate inquiry for rice on spot, but advices from primary markets indicate a quiet demand. Wholesalers are quoting Blue Rose fancy rice at from 7¼ to 7¾c. per lb. Tapioca is quoted at from 7½ to 8c. per lb.

RICE—

Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07¼	0 07¾
Do., seconds	0 07½	0 07¾
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	0 7½	0 08
White Sago	0 08	0 08½
Do., fancy	0 09½	0 10

SHELLED NUTS IN GOOD DEMAND

Toronto.

NUTS.—There is a very good demand for the shelled nuts, and prices are unchanged as compared with a week ago. Manchurian walnuts are steady at last week's advance, dealers quoting them at from 53 to 57c. per lb. Bordeaux walnuts are steady at fro 57 to 62c. per lb. Advices from primary markets indicate that the situation in pecans is firm in both shelled and nuts in the shell. Mexican stocks, it is stated, are the centre of interest. The failure of the Texas pecan crop has made Mexican nuts prominent. Brazil nuts are unchanged. Prices on California walnuts are expected shortly, and a reasonable and attractive basis is expected.

NUTS—

Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 28
Do., California	0 38	0 40
Do., Manchurian		0 35
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.		0 20
Do., sweetened, lb.		0 20
Do., shred		0 18
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.		0 13
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans		0 27
Shelled		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 24	0 27
Walnuts, Bordeaux, lb.	0 57	0 62
Do., Manchurian, lb.	0 53	0 57
Do., broken	0 40	0 60
Jordan Almonds	0 70	0 75
Brazils, lb.		0 55
Peanuts, in bags, unroasted		0 12½

CEREALS ARE EASIER

Toronto.

CEREALS.—The market for cereals is inclined to easiness, and this week some wholesalers are quoting rolled oats

in bags of 90 lbs. as low as $3.10 per bag. The entire market for bulk cereals is easy, and although prices, with the exception of rolled oats show no change as compared with a week ago, dealers state there is a tendency on the part of the trade to buy only in moderate quantities awaiting lower prices.

CEREALS—

Barley, pearl, 98s		4 75
Barley, pot, 98s		4 00
Cornmeal, golden, 98s		2 50
Oatmeal, 98s		3 75
Corn flour, 98s		2 80
Rye flour		4 40
Rolled oats, 90s	3 10	3 25
Rolled wheat, barrels	5 25	5 75
Cracked wheat, bag		5 00
Breakfast food, 98s		4 45
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		6 00
Peas, split, per bag		6 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s		4 00
Whole Wheat Flour		4 10
Wheat Kernels		5 25

CANNED GOODS IN BETTER DEMAND

Toronto.

CANNED GOODS.—Canned goods are moving in better volume, and the new pack of corn and tomatoes is now on the market. The new prices on these lines on the basis f.o.b. factory, are announced on page 22 of this issue. Canned peas are moving in active demand at steady prices, standards at $1.42½ per doz. and early Junes at $1.87 per doz. Beans are unchanged at the prices announced last week, and other lines of canned goods are steady. Jams at the present time are moving slowly.

HONEY IN GOOD DEMAND

Toronto.

HONEY.—The market for honey is fairly active at the present time, dealers reporting a very good demand. The 5 lb. tins are selling at 14c. per lb., the 10 lb. tins at 13½c., the 60 lb. tins at 13c., and some dealers are quoting the comb honey at $3 per doz.

HONEY—

5-pound tins, per lb.		0 14
10-pound tins, per lb		0 13½
60-pound tins, per lb.		0 13
Comb., per doz.		3 00

TEAS CONTINUE TO ADVANCE

Toronto.

TEAS.—Spot stocks of teas are getting in narrow volume. One dealer stated that he was paying as much for new teas as he was getting for old stock. Consequently with old stocks fast diminishing, there is bound to be an advance. All advices point to a continuation of strong markets at primary points, and the general upward trend of primary teas is bound to be reflected in spot stocks at an early date.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	**0 42**	**0 68**
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

PACKAGE OATS ARE LOWER

Toronto.

PACKAGE GOODS.—Lower prices are quoted on package rolled oats this week. Rolled oats, 20s, round case, are quoted at $4.80 per case, a decline of 20c. as compared with a week ago. Rolled oats, aluminum prem. 20s. are quoted at a decline of 15c. per case, on the basis of $6 per case.

PACKAGE GOODS—

Rolled Oats, 20s, round case	4 80
Do., 18s, case	**2 00**
Do., 20s. square case	**5 00**
Do., Aluminum Prem., 20s	6 00
Corn Flakes, 36s, case	2 70 3 45
Porridge Wheat, 36s, reg., case	**6 00**
Do., 20s, family, case	**6 80**
Package Peas, per doz.	**0 90**
Cornstarch, No. 1. lb. carton	0 09¼
Do., No. 2. lb. cartons	0 07¾
Laundry Starch	0 07¼
Do., in 1-lb. cartons	0 08
Do., in 6-lb. wood boxes	0 11
Do., in 6 lb. tin cannisters	0 11¾
Celluloid starch, case	**3 80**
Potato flour, 1-lb.	0 14½
Fine Oatmeal, 20s	5 75
Cornmeal, 24s	2 80
Farina, 24s	3 25
Barley, 24s	2 75
Self-rising Pancake Flour, 24s	2 70 3 70
Buckwheat Flour, 24s	2 40
F. S. Hominy, gran. case	**3 00**
Do., pearl, case	**3 00**
Scotch pearl barley case	**2 70**
Macaroni 30-16 oz. per case	**3 15 3 40**
Do., 30-8 oz. per case	2 00 2 20

SYRUPS ARE UNCHANGED

Toronto

SYRUPS.—No change is reported in the market for syrups and molasses. There is the usual demand, although buying is slightly more active than it has been.

SUGAR DEMAND NORMAL

Toronto.

SUGAR.—The increased duty on raw sugars coming into the United States has, of course, enhanced the value. Prior to the passage of the Act, the duty paid value of raws was 4.61c., and afterwards 4.77c. Refiners seemed to think that the price of raws should have been reduced to allow for the increased duty, the quotation of 4.77c. being on the basis of 3c. c. & f. Since that quotation was announced, however, there has been a gradual advance, and on Friday last some 3,000 bags were sold at 3 3-16c. c. & f. equal to 4.96c. duty paid. According to reports from Cuba only one Central is now working on old crop sugars. The weather is reported favorable for the growing crop. On spot in the United States there appears a better demand for the refined, and it is stated that second-hand sugars are getting scarcer. Refiners still quote at 6.25c. seaboard basis less 2 per cent.

On the Canadian market the demand is normal. Atlantic refinery is quoting $7.00, while others quote $7.10 per cwt.

SUGAR—

Acadia Sugar Refinery, ex. gran.	7 44
Dom. Sugar Refinery, ex. gran.	7 34
Canada Refinery, gran.	7 44
St. Lawrence, Refinery, gran.	7 34
Atlantic Refinery, gran.	7 34

Differentials: Graduated, advance over basis 60-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

RAISINS IN STRONG MARKET

Toronto.

DRIED FRUITS.—The feature of the market for dried fruits is the strength of raisins. All quotations on raisins show a tendency to advance. The market is strong and dealers look for even higher levels. It would seem that the present is a good time for the retailer to replenish his stock of this dried fruit. The situation in the East has brought about a strong position for raisins and currants, and as announced in last week's issue, high prices are not unlikely in these commodities. Dealers are quoting California sultana raisins at from 13½ to 14c. per lb. The seeded raisins in the 15 oz. packets are offered at from 15 to 15½c. and the 15 oz. packets of seedless raisins are 16c each. Thompson's seedless raisins 25½s are 14½c. per lb.

New prices are announced on peels this week. Citron peel is said to be in short supply, and is offered at 49c. per lb. for 12 lb. boxes. Lemon peel is 28c. per lb. for the 12 lb. boxes, and orange 28½c. for the 12 lb. boxes.

DRIED FRUITS—

Citron caps, 12-lb. boxes, lb.		0 49
Lemon caps, 12-lb. boxes, lb.		0 28
Orange caps, 12-lb. boxes, lb.		0 28½
Mixed containing 4½ lb. lemon per lb.		0 34
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		3 55
Currants—		
Greek Filliatras cases		0 17
Do., Patras	0 18½	0 19
Dates—		
Exce's.or, pkgs., 3 doz., in case		4 00
Dromedary, 3 doz. to case		6 95
Do., 4 doz. to case		3 75
Fard, per lb.		0 25
Hallowee dates, per lb.		0 12½
Do., Sair		0 07½
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 17
60-70s, 25s		0 16
70-80s, 25s		0 14
80-90s		0 12½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California Sultanas, lb.	0 13½	0 14
Seeded, 15-oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.		0 14½
Seedless, 15-oz. pkts.		0 16
Do., 8 oz. pkt.	0 10	0 10½
Do., 11 oz.		0 14½
Thompson's seedless, 25s		0 14½
Valencia, Spanish	0 19½	0 20½
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Evaporated apples	0 16	0 17
Figs—		
Layer, 4 Crown, 10 lb. boxes.		2 75
Layer, 6 Crown, 6-lb. boxes.		3 25
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Standard		0 30

MILLFEEDS CONTINUE EASY

Toronto.

MILLFEEDS.—The market for millfeeds is at easy levels, and demand for the same is quiet. Wholesalers quote steady prices with last week.

FLOUR IS UNCHANGED

Toronto.

FLOUR.—The market for flour is steady but not strong. Prices remain as announced last week. Dealers quote first patents in cotton bags, on the basis of $6.90 per bbl., and second patents in jute bags at $6.30 per bbl.

VEGETABLES ARE STEADY

Toronto.

VEGETABLES.—Few changes are noted in the market for vegetables this week as compared with last. Dealers are quoting potatoes at from 70 to 75c. per bag, and onions in bags of 100 lbs. are from $1.75 to $1.85. Pickling onions in large baskets are offered at from $1.50 to $2. Sweet potatoes are now arriving freely and are quoted at $2.25 per hamper. Tomatoes are at easy levels, the large baskets now selling at from 25 to 35c. each. Gherkins are offered at from $1 to $1.25 for large baskets.

VEGETABLES—		
Potatoes, bag	0 70	0 75
Onions, per bag, 100 lbs.	1 75	1 85
Do., Spanish, large cases	....	4 75
Do., Spanish, half cases	....	2 50
Pickling onions, 11 qt. basket	1 50	2 00
Beets, bag	....	0 75
Carrots, bag	0 75	1 00
Cabbage, per doz.	0 40	0 50
Green peppers, 11 qt.	0 35	0 40
Sweet peppers, basket	....	0 50
Red peppers, basket	....	0 60
Wax beans, basket	0 35	0 40
Cauliflower, doz.	1 25	2 00
Parsley, 11 qt. basket	0 50	0 75
Vegetable marrow, doz.	0 90	1 00
Celery, doz.	0 50	0 75
Corn, doz.	0 10	0 15
Tomatoes, 11 qt. baskets	0 25	0 35
Gherkins, 11 qt. basket	1 00	1 25
Egg Plant, 11 qt.	0 30	0 40
Sweet potatoes, hampers, ea.	....	2 25

SPICES CONTINUE ACTIVE

Toronto.

SPICES.—No changes are reported in quotations on spices. There continues the same active inquiry that has been characteristic of the market for the past several weeks. Cloves continue to show strength, and while prices are steady the situation is very firm. The same is true of peppers and nutmegs. Celery seed whole is quoted at 45c. per lb., and Carraway seed whole is offered at from 20 to 25c. per lb.

FRUITS CONTINUE PLENTIFUL

Toronto.

FRUITS.—There continues to arrive plentiful supplies of peaches, plums and pears, although receipts are easing to some extent. Prices are easy, and show little change as compared with a week ago. The first cranberries of the season are quoted this week, with some dealers quoting half bbls. at $7.25. Oranges are arriving freely, and range in prices all the way from $4.50 to $11.50 per case according to size. Verdelli lemons are $5.50 for 30s and 36s. California Tokay grapes are $3.25 per box and the Spanish Malagas are $8.50 per keg.

FRUITS—		
Oranges, Cal., box	1 50	11 50
Lemons, Verdellis, 300s, per box	....	5 50
Bananas, per lb.	....	0 07
Grapefruits, 64s, 80s, 100s, and 126s	5 00	6 00
Grapes, Cal. Tokays, per box	....	3 25
Grapes, Spanish Malaga, per keg	....	8 50
Do., 6 qt. basket	....	0 35
Peaches, Canadian 11 qt. baskets	0 40	0 50
6 qt. basket	0 30	0 40
Apples, barrel	3 50	6 50
Apples, boxes and hampers —		
Various fall varieties, per box	1 25	1 75
11 qt. basket	0 30	0 50
Pears, 11 qt. baskets, ea.	0 65	0 75
Pears, Cal. Howells box	....	4 50
Plums, local, 6s	0 50	0 60
Do., 11s	....	0 75
Cantaloupes, 16 qt.	....	0 60
Cranberries, ½ bbl.	....	7 25

MANITOBA MARKETS

WINNIPEG, Oct. 4.—Wholesalers report an improvement in the volume of business. The harvest season has stimulated buying. Prices, however, for groceries, are steady and few changes are announced. Sugar prices have dropped another 25c per cwt. Cane syrups have also shown a decline. Tea and coffee markets continue firm. The rice market is unchanged and the situation is strong. Spices are active with a continued brisk demand and prices are moving upward. Canned goods are steady with prices on sardines and lobsters showing an advance. New prunes have arrived on the market. Beans are reported easier.

SPOT COFFEE FIRM

Winnipeg.

COFFEE.—The primary markets are slightly easier and quotations are fluctuating from day to day. However, spot quotations are not effected and dealers report a fair movement at present levels.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb	0 38	0 44

NUTS UNCHANGED

Winnipeg.

NUTS.—There is little change in the nut situation. The California almond growers' exchange has withdrawn its prices on the 1922 almond offerings. California walnut prices will be named early next week.

NUTS, SHELLED—	
Almonds, per lb.	0 50
Spanish Peanuts, No. 1, lb.	0 13
Pecans, per lb.	0 90
Walnuts, per lb.	0 68
Brazils, per lb.	0 85
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 26
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

CANNED GOODS STEADY

Winnipeg.

CANNED GOODS.—The canned goods market is steady and new prices are expected on tomatoes and corn the first of next week. Peas and corn are in good demand. A quotation of $5.10 per dozen for halves is named on lobsters but with new arrivals of winter pack higher prices are expected. Sardines are much firmer and lines which have been selling at 11c are now quoted at 11½ per tin. There is no change in the canned fruit situation but as the season advances an improvement is expected.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, ½s, 8 doz. case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.	....	3 10
Do., ½s, 4 doz. case, case	....	5 10
Oysters, 1s, 4 oz. 4 doz. case, case	....	8 40
Do., 2s, 3 oz. 2 doz. case, case.	....	7 50
Pilchards, 1s, tall, 4 doz. case, per case	....	6 25
Do., ½s, flat, 8 doz. case, case	....	8 50
Salmons—		Per case
Sockeye, 1s, tall, 4 doz. case	....	19 50
Do., ½s, flat, 8 doz. case	....	20 50
Red Spring, 1s, tall, 4 doz. case	....	14 00
Do., ½s, flat, 8 doz. case	....	15 00
Cohoe, 1s, tall, 4 doz. case	....	11 00
Do., ½s, flat, 8 doz. case	....	12 00
Pink, 1s, tall, 4 doz. case	....	6 75
Do., ½s, flat, 8 doz. case	....	8 00
CANNED FRUITS (Canadian)—		Per case
Apples, 6 tins, in case	....	3 25
Blueberries, 2s, 2 doz. case	....	6 75
Cherries, 2s, 2 doz. case	....	6 70
Gooseberries, 2s, 2 doz. case	....	7 50
Lawtonberries, 2s, 2 doz. case	....	8 00
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	....	6 00
Plums, Lombard, H.S. 2s, doz. case	....	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case	8 00	8 60
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	9 15
Peaches, sliced, 1s, 4 doz. case	....	10 85
Do., Halves, 1s, 4 doz. case	....	10
Do., 2s, 2 doz. case	....	6 50
Pears, 1s, 4 doz. case	....	13 25
Pineapple, sliced, 2s, 2 doz. case	....	7 50
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	....	4 70
Beans, Refugee, 2s, 2 doz. case	....	4 75
Corns, 2s, 2 doz. case	3 85	4 10
Peas, standard, 2s, 2 doz. case	3 25	4 10
Peas, Early June, 2s, 2 doz. case	4 65	4 80
Sweet Potatoes, 2½s, 2 doz. case	....	5 60
Pumpkin, 2½s, 2 doz. case	3 80	4 85
Sauer Kraut, 2½s, 2 doz. case	3 80	3 90
Tomatoes, 2½s, 2 doz. case	4 05	4 35

RICE MARKET UNCHANGED

Winnipeg.

RICE.—The rice market continues to show strength at primary points, and spot rice is firmer. Export demand is the chief reason of the increased strength for Southern rice. Oriental rice continues to rule firm.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08¼
Do., 50-lb. sacks, lb.	0 08¾
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

JAMS CONTINUE FIRM

Winnipeg.

JAMS.—Cheap offerings of jam which have been on the market for some time are becoming gradually absorbed and it looks now as if opening prices on the better grades will remain stabilized and firm in the near future. As the season advances and the demands for fresh fruits drop off it is expected that there will be an active demand for jams.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80
Peach, 4s, per tin	0 70	0 80

FLOUR IS STEADY

Winnipeg.

FLOUR.—The market for flour is steady. The demand is moderate as buyers continue to purchase in small quantities. 98 pound sacks are quoted at $3.20.

FLOUR—	
98 lb. sacks	3 20
Two 49 lb. sacks	3 25
Four 24 lb. sacks	3 32½

NEW PRUNES ARRIVE

Winnipeg.

DRIED FRUITS.—New prunes have arrived on the market and quotations on the following sizes are as follows:—30s—40s—21c per lb.; 40s to 50s—17½c; 50s to 60s—16c; 60s to 70s—14½c; 70s to 80s—13½c; 80s to 90s—12½c. The first shipment of new Canadian evaporated apples has arrived and are quoted in 50 lb. boxes at 18½c per lb. Further shipments are expected within 30 days and lower prices are expected by the trade. The feature of the raisin situation has been the withdrawal of several lines and the advance in others. At present sales locally are good and are expected to continue so for the remainder of the season. Apricots and peaches show no change in quotations and sales continue good.

DRIED FRUITS—	
Evaporated apples, per lb.	0 18½
Currants, 90 lb., per lb.	0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.	0 12
Dates, Hallowee, bulk, lb.	0 13
Jamaica, roasted, best grade, lb.	0 23
Do., pkgs., 3 doz. case, lb.	**0 30**
Loganberries, 8 oz., 4 doz. case, pk.	**0 09**
Peaches, standard, per lb.	**0 27½**
Do., choice, per lb.	0 21
Do., fancy, per lb.	0 23
Do., Cal., in cartons, per carton	**0 25**
Pears, extra choice, per lb.	**1 20**
Do., Cal., cartons, per carton	**0 30**
Prunes—	**1 30**
30-40s, 25s, per lb.	0 21
40-50s, 25s, per lb.	0 17½
50-60s, 25s, per lb.	0 16
60-70s, 25s, per lb.	0 14½
70-80s, 25s, per lb.	0 13½
80-90s, 25s, per lb.	0 12½
In 5-lb. cartons, carton	0 75
Raisins—Seeded—	
Cal., pkg., 16 oz., fancy, per pkg.	**0 21½**
Do., pkg., 12 oz., fancy, per pkg.	**0 17½**
Do., 16 oz., choice, per pkg.	**0 21**
Do., 12 oz., choice, per pkg.	**0 16**
Cal., 5 lb. cartons, per carton	**1 15**
Do., bulk, 25-lb. boxes, per lb.	**0 20**
Raisins—Seedless—	
Cal., pkg., 11 oz., per pkg.	**0 20**
Do., bulk, 25-lb. boxes, per lb.	**0 22**
Do., bulk, 5-lb. cartons, per carton.	**1 15**
Do., Cal. Muscatels, 5 lb. carton, per carton.	
Apricots—	
carton	**1 15**
Do., Standard, 10s, per lb.	**0 32**
Do., 25s, per lb.	**0 30**
Do., Choice, 10s, per lb.	0 38
Do., 25s, per lb.	0 36
Do., Fancy, 10s, per lb.	0 43

LOWER PRICES ON BEANS

Winnipeg.

CEREALS.—The feature of the cereal market has been the drop in quotations on beans. Canadian hand picked is quoted at $3.25 per bushel. Foreign hand picked are responding to this price and the general tone of the bean market is easier. With new arrivals of oats it has not affected the market as yet but no doubt will do so. Present prices on bulk rolled oats are well maintained and sales are reported good. Package cereals appear to be selling freely but not in large quantities as buying is chiefly for immediate requirements.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.	3 85	4 25
Do., 36s, case, square pkts.	....	4 00
Do., 18s, case.	....	1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case	....	2 85
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed Rice, 3 doz. case, per case	....	5 70
Cream of Wheat, 3 doz. case per case	....	7 50
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case	....	3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag	....	2 65
Do., 40s, per bag	....	1 40
Do., 20s, per bag	....	0 75
Do., 10-8s, per bale	....	3 40
Oatmeal, 98s, gran. for stand bag	....	3 60
Wheat granules, 98s, per bag	....	4 70
Do., 16-6s, per bale	....	5 90
Peas, whole green, 100 lb. bag, per bushel		4 75
Peas, split, yellow, 98s, per bag	....	8 00
Do., split, yellow, 49s, per bag	....	4 10
Beans, fancy, hand picked, 100 lb. bag per bushel	....	3 25
Barley, pot, 98s, per bag	....	3 15
Do., pot, 49s per bag	....	1 60
Do., pot, 24s, per bag	....	0 84
Barley, pearl, 98s, per bag	....	4 35
Do., pearl, 24s, per bag	....	1 15
Cornmeal, 98s per bag	....	2 75
Do., 49s, per bag	....	1 45
Do., 24s, per bag	....	0 75
Do., 10-lbs. per bal.	....	3 35

ANOTHER REDUCTION IN SUGAR

Winnipeg.

SUGAR.—There has been another decline of 25c on sugar. Local wholesalers are quoting refined sugar at $7.75 per cwt. Retailers are buying cautiously in sufficient quantities to meet their immediate requirements.

SUGAR—	
Extra gran., bags, 100 lbs.	7 75
Do., gunnies, 5-10 lbs.	8 15
Do., cartons, 20-5 lbs.	8 35
Do., gunnies, 10-10 lbs.	8 25
Yellow, No. 1 lt., bags, 100 lbs.	7 35
Do., golden bags, 100 lbs.	7 25
Powdered sugar, bbls.	8 15
Do., boxes, 50 lbs.	8 35
Do., boxes, 25 lbs.	8 55
Icing, barrels	8 25
Do., boxes, 50 lbs.	8 45
Do., boxes, 25 lbs.	8 60
Soft lumps, boxes, 100 lbs.	7 25
Do., boxes, 50 lbs.	8 85
Do., cases, 20 cartons	9 55
Do., cases, 40½ lbs.	10 35
Small lump boxes, 100 lbs.	9 45
Do., boxes, 50 lbs.	9 45
Do., boxes, 25 lbs.	8 55
Do., cartons, 20-5 lb.	8 75
Do., boxes, 25 lbs.	9 85
Har lump boxes, 10 lbs.	8 35
Do., boxes, 50 lbs.	8 85

FRUITS ARE PLENTIFUL

Winnipeg.

FRUITS.—Apples are arriving in large quantities such as B. C. Wealthy's MacIntosh Reds and Alexander's and are quoted at $2.50 to $2.75 per box. Crab-apples are in good demand at $2.50 per case. Pears, peaches and plums are selling freely. California Sunkist lemons are quoted at $12 per case. Bananas have advanced and are quoted at 8½c per lb. Cranberries have arrived and are in fair demand at $8 per half barrel box.

FRUITS—	
Peaches, per basket, Elbertas	1 50
Plums, per basket	0 50
Pears, per case	3 00
Apples, per box	2 00
Apples, per basket	2 00

GOOD DEMAND FOR VEGETABLES

Winnipeg.

VEGETABLES.—Wholesalers report an improvement in the demand for vegetables. Virginia sweet potatoes are quoted at $7 per barrel and in smaller lots at 6c per lb. B. C. celery is in good demand at 8c per lb. Washington onions are selling at $2.50 per sack with B. C. onions at $3.50. Other lines of vegetables show no change.

VEGETABLES—	
Cabbage, per lb.	0 01
Leaf lettuce per doz.	0 20
Head Lettuce, per doz.	0 50
Green onions per doz.	0 20
Cucumbers, per doz.	0 50
Tomatoes, per lb.	0 06
Celery, per lb.	0 07
Onions, per sack	2 00

TEA MARKET IS UNCHANGED

Winnipeg.

TEA.—There is no change in the tea market. Spot stocks are light and with new arrivals prices are likely to be higher.

CANE SYRUPS DECLINE

Winnipeg.

SYRUPS.—There has been a decline on cane syrups of 35c per case on No. 2s and 50c per case on 5s, 10s and 20s. Corn syrup, however, remains unchanged but lower prices are expected by the trade. New prices on cane syrup are as follows:

CANE SYRUP—	
No. 2s. 2 doz. case	5 20
No. 5s. 1 doz. case	6 00
No. 10s, ½ doz. case	5 55
No. 20s, ¼ doz. case	5 40
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	**4 45**
Cases, 20-lb. tins, white, ¼ doz. in case	**4 45**
Cases, 2-lb. tins, yellow, 2 doz. in case	**3 75**
Cases, 5-lb. tins yellow, 1 doz. in case	**4 20**
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	**3 95**
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	17 80
Pure, 5s, per case of 1 doz.	16 20
Pure, 10s, per case of ½ doz.	15 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	**8 00**
Do., 2s, tins, per case of 1 doz.	**8 00**
Do., 1s, tins, per case of ½ doz.	**7 80**
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	**7 00**
3 lb. tins, 2 doz. case	**9 65**
10 lb. tins, ½ doz. case	**7 76**
MOLASSES BLACKSTRAP—	
1½s, tins, 4 doz. case	4 15
2s, tins, 3 doz. case	3 40

SPICES CONTINUE ACTIVE

Winnipeg.

SPICES.—There continues an active enquiry for spices and the tone of the market is moving upward. Cloves are somewhat easier at primary points while peppers are showing a firmer tone.

SPICES—	
Allspice, Jamaica, best qual., lb.	**0 18**
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 53
Cinnamon, Ceylon, per lb.	0 50
Do., No. 10, carton, doz.	**0 75**
Do., Zanzibar, per lb.	**0 60**
Ginger, washed, Jamaica, No. 1	0 55
Do., Jamaica, No. 2	0 60
Do., Japan or Africa, lb.	0 50
Mace, extra bright Penang, lb.	0 20
per lb.	0 55
Do., Amboyna, per lb.	0 37
NUTMEGS—	0 90
Nutmegs, extra large brown, 70 lb., per lb.	**0 55**
Do., large brown, 85 lb., per lb.	**0 40**
Do., med. brown, 110 to lb., per lb.	0 35
Do., carton of six, per doz.	**0 80**
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	**0 22**

Weekly Market Reports By Wire

Statements From Buying Centres East and West

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N.B.—The sugar market here is higher, wholesalers quoting the granulated at $7.35, and the No. one yellow at $6.70. Potatoes are 85c per bushel. Pork clear in bbls. is $33.50 each. Lard in pails is 20c, and the tubs are 19½c. Butter prints are 38c and the solids 36c. Eggs are 38c. Shortening is 15½c in pails and tubs is 15c.

Rolled oats, bag		3 75
Do., bbls.		8 50
Cornmeal, gran., bags		2 75
Eggs		0 38
Rice, Siam, per cwt.		0 00
Tapioca, per 100 lbs.		9 50
Sugar, gran., cwt.		7 35
Do., No. 1, yellow		6 70
Molasses, gal.		0 65
Tomatoes, cans, doz.		1 90
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 20
Prunes, 90-100, 25-lb. boxes		0 13
Lemon peel		0 34
Orange peel		0 34
Citron peel		0 60
Walnuts		0 23
Almonds		0 22
Brazils		0 20
Peanuts		0 13
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per bushel		0 85
Onions, 100 lbs.		2 50
Pork, clear bbls.		33 50
Oranges, per case	10 00	12 00
Bananas, per lb.		0 08
Lemons, case		7 00
Grapefruit, case	8 50	
Pigs' feet, per 20-lb. pail		2 25
Hams, shoulder, per lb.		0 22
Bacon, side per lb.		0 33
Bacon roll, per lb.		0 62
Lard, pure, in pails, lb.		0 20
Lard, pure, in tubs, lb.		0 19½
Oleomargarine, lb.		0 22
Shortening, in pails, lb.		0 15½
Shortening, in tubs, lb.		0 15
Butter, creamery prints, lb.		0 38
Butter, creamery, solids, lb.		0 36

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Oct. 4.—Kraft Cheddar and pimento cheese in five lb. boxes have advanced one cent per lb. Currants are very firm here, and some advances are noted. Butter has jumped 5 cents per lb. Yellow sugar has declined 15c. per cwt. Rogers' syrup has dropped 25c. per case for twos and 35c. per case on all the other sizes. Rolled oats are now easier, 80s being $2.70.

Rolled oats, 80s		2 70
Tomatoes, 2½s	3 35	3 50
Sugar, pure cane, gran. cwt.		8 34
Cheese, No. 1, Ont., large		[illegible]
Alberta cheese, twins		0 20
Do., large		0 22
Butter, Creamery, lb.	0 41	0 45
Lard, pure, 3s		11 70
Eggs, new laid, local, case		7 00
Beans, Kotenash, per cwt.	6 25	
Rolled oats 80s		3 00
Rice, Siam	5 90	6 50
Japan, No. 1	7 15	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
JAMS—		
Compound, 4s, doz.		6 35

Nova Scotia Markets

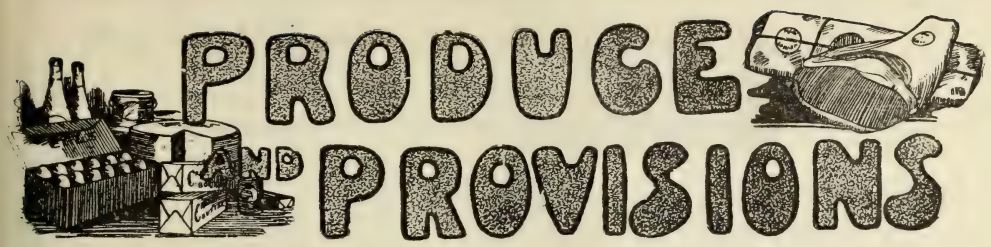
FROM HALIFAX BY WIRE

Halifax, Oct. 4.—Market prices show little change over last week. The apple supply continues plentiful with indications of a slight rise in price. Quotations which have been low on account of a big crop are expected to be firmer with later varieties. Staple groceries remain unchanged.

Onions, Canadian, 100 lbs.		2 25
Oranges, case		8 50
Grapefruit, Porto Rico		7 50
Standard Hard wheat four, bbl.		8 50
Halifax, Blended, per bbl.		7 50
Flour, Lemons, case		12 00
Cornmeal, bags		2 10
Rolled oats, per bag		3 85
Rice, Siam, per 100 lbs.	0 08½	
Tapioca, 100 lbs.		7 50
Sugar, standard, gran.		7 00
Do., No. 1, yellow		6 35
Molasses, gal.		0 70
Cheese, Ont., twins		0 20
Eggs, fresh, doz.		0 37
Lard, compound		0 16½
Do., pure, lb.		0 18
American clear pork, bbl.		33 00
Tomatoes, 2½s., stan., doz.		2 00
Hams, average, 25-35 bs.	0 25	0 35
Do., aver., 18-25 lbs.		0 29
Hams, aver., 12-18 lbs.		0 30
Roll Bacon		0 23
Breakfast bacon		0 30
Buter, creamery, prints, lb.		0 38
Do., creamery, solids		0 36
Raspberries, 2s Ont., doz.		4 00
Peaches, 2s, standard, doz.		2 90
Corn, 2s, standard, doz.		1 00
Peas, standard, doz.		1 75
Potatoes, per bag		1 50



Now is a good time for grocers to boost the sale of caned fish, and a window display such as the above will aid turnover.



Maintaining the Productivity of Many of Canada's Important Fisheries

Government System Whereby the Coastal Waters and Inland Lakes Utilized by Commercial Fishing Interests Are Replenished is Described

OTTAWA, Sept. 27. (Special).—A report just issued by the Fish Culture Branch of the Department of Marine and Fisheries furnishes some very interesting information respecting the work of that branch in maintaining the productivity of many of Canada's important fisheries. As a result of the collection and hatching of eggs, and the subsequent placing of almost countless numbers of fry in congenial waters, both the game fisheries and the coastal waters and inland lakes utilized by commercial interests are replenished.

The principal species with which the branch concerned itself were the salmon of the Atlantic and Pacific coasts, and the whitefish, pickerel and salmon trout of the inland fisheries. In all, approximately, 846,000,000 fish and fish eggs were distributed, including 21,000,000 of Atlantic salmon, 85,000,000 sockeye salmon of the Pacific coast, 165,000,000 pickerel and 535,000,000 whitefish.

In securing the eggs the branch cooperates very closely with the commercial fishing interests. A large proportion of the whitefish and pickerel eggs, and practically all the salmon eggs are obtained from the commercial catch. Weather conditions largely affect the collecting of the eggs and the number that may be obtained, especially on the Great Lakes, where many of the Department's hatcheries are situated.

The parent fish are taken principally in nets and the eggs removed. In the hatcheries close study must be given to the methods of rearing the fry. Experiments are constantly being conducted in regard to feeding. Many different foods are used and prepared in various ways. Certain foods are found to be excellent, but prove too expensive, while the fry soon tire of other varieties.

Canadian fisheries are an important natural resource which, apart from providing a substantial source of food supply, enter largely into export trade, yielding a large credit balance in foreign trade to offset necessary imports of commodities which Canada does not produce. Thus, every effort made towards stabilizing or increasing the output of fisheries by means of conservation and propagation should be encouraged.

Will Not Grant Any Extension for Lobster Fishing

Ottawa, Oct. 4.—No additional lobster fishing season will be granted in Western Nova Scotia this year. In a statement issued the other day the Department of Marine and Fisheries gives reasons for the refusal of requests that a fall season for lobster fishing be granted on the southwestern coast of Nova Scotia, which extends from St. Mary's Bay, Digby county, to Cole Harbor, Halifax county. The regular lobster fishing season on this coast is from the 1st of March to the 31st of May, but last year an additional season was granted there from November 1 to 15th of December. The ill-effects of this additional season are manifest, says the statement. During the regular season of last year 110,277 cwts. were taken and during the additional season 32.733 cwts. The result was that during the regular season this year the catch was only 62,100 cwts., while in practically every other district around the coast, it is said, there have been good increases.

Another reason for the refusal, according to the statement, is that the lobster fishing and canning industries are carried on all along the coasts of the Martime Provinces and Quebec, and an extension of the season in one district affects the business situation in all the others. One of the unanimous recommendations at the conference of lobster fishermen and packers at Halifax in 1918 was that there should be no extensions of the lobster fishing season in future, the statement says. It is said that the campaign of education which the Department of Fisheries has been carrying on with the object of protecting the lobster fisheries and bringing them up to the highest possible point, is bearing fruit on almost all portions of the coast.

Sockeye Salmon Market is Steady

The sockeye salmon market is steady although some holders—usually speculative brokers—are being forced by the banks to turn their stocks into cash. The B. C. Fishing and Packing Co. have guaranteed the prices of their brands of sockeye against any further decline. The cohoe market is weaker and in some cases packers are reducing prices as much as $1.00 per case. Pinks are selling fairly freely. Demand is good and the market may strengthen owing to a splendid foreign demand for Canadian salmon particularly from France.

Fine Weather a Boon to Maritime Fishermen

Montreal, Oct. 4.—(Special).—The unusually fine weather during the month of September of this year has been a great boon to the fishing trade and the fishermen particular. It has made their task easier, considering that the season of the Equinox generally brings bad weather and rough seas which not only makes the fisherman's task hazardous, but generally cuts down the catch of fish.

Considering the year to date on the whole it has been a particularly profitable one to the fishermen, according to A. H. Brittain, general manager of the Maritime Fish Corporation, Montreal. The catches have been heavy, the market demands fairly good with steady prices. The fishing towns and villages along the Atlantic coast show more prosperity and conditions are generally improved.

A Scotchman went to his doctor complaining of loss of appetite. The doctor advised him to exercise more; take his horse out of the stable and ride ten or fifteen miles a day—then he would come back ravenously hungry.

Andy considered a moment, then said: "Aye, but wadna some ither exercise dae? What aboot the horse's appetite?"

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 5.—There are few changes in the produce and provision markets. The warm weather has to some extent helped the sale of cooked and smoked meats although in both cases the prices are easy and show a downward trend. Cooked hams are reduced once more. Hog prices have held although there is no strength in the market. Beef prices are unchanged. The butter market is weak with bigger offerings and a dull export market. On the other hand cheese shows strength with smaller offerings since the dairy people have turned their attention to the butter market. Poultry is plentiful on the market and prices are easy although unchanged. Fish prices are steady with a good demand. The warm weather has increased the risk of shipping frozen fish and therefore strengthened the market in that department.

EASIER TONE TO BUTTER

Montreal.

BUTTER.—The butter market shows an easier tone with receipts for the week larger than that of the previous one and approximately five thousand packages more than that of the corresponding week of last year. While there is no change in wholesale prices there is a weakness in the market and the warm weather has a weakening tendency in the market.

BUTTER—

Creamery prints, finest	0 36	0 37
Creamery solids	0 35	0 36
Dairy solids		0 28
Dairy Prints		0 30

CHEESE MARKET IS FIRM

Montreal.

CHEESE.—Cheese prices are firm but without any change. On account of the easy prices in cheese during the past month dairy people have been turning their attention towards butter with the result that the cheese receipts are much smaller than those of last year, although during the past week they have shown some improvement. The export market however, is dull.

CHEESE—

Old colored, twins		0 23
Old white		0 23
New Large, per lb.	0 17	0 18
New Twins, per lb.	0 18	0 19
Triplets, per lb.	0 19	....
Stilton, per lb.	....	0 28
Quebec	0 18	....

EGG PRICES ARE HIGHER

Montreal.

EGGS.—Eggs have again advanced and new laids are quoted at 45 cents a dozen, wholesale. Production is smaller each week although it is a little larger than the same period of last year. There is an improved demand for No. 1 storage eggs and these prices, too, are strong.

EGGS—

New laid	0 44	0 45
Selects	038	0 39
No. 1		0 33
Storage		0 28

COOKED HAMS LOWER

Montreal.

COOKED MEATS.—The warm weather of the past week has brought some improvement to the demand for cooked meats. Prices are weak and a further reduction is reported in the market. Prices on cooked hams now range from 40 to 47 cents a pound.

COOKED MEATS—

Hams, cooked	0 40
Sandwich	0 47
Square hams	0 42
Smoked shoulders	**0 22**
Bologna	**0 21**
Corned Beef 1's, per doz.	**3 25**
Per doz. 2's	**5 75**

POULTRY IS PLENTIFUL

Montreal.

POULTRY.—There is no change in the poultry market. There are good supplies of both live and dressed on the market and the prices will likely be easy through this fall. During the past week there has been an improved demand for live poultry on account of the Jewish festival.

	Per lb.
ROASTING CHICKENS—	
3 to 3½ lbs. per lb.	0 35
3½ to 4 per lb.	0 37
4½ up ...per lb.	0 38
FOWL—	
3 to 3½ pounds, per lb.	0 26
3½ to 4 per lb.	0 28
4½ up	0 30
Broilers, per lb.	0 36
Turkeys ... per lb.	0 50
Geese ... ... per lb.	0 24

SMOKED MEATS EASY

Montreal.

SMOKED MEATS.—There is a decidedly easy tendency in smoked meats with a lighter demand, although the warm weather of the past week has resulted in some increase in the inquiry. The weakness of the hog market has had a direct effect upon smoked meats and a further reduction in prices would not be surprising.

BACON—		
Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls	0 26	0 30
Picnic smoked hams	....	0 19
Wiltshire	0 30	0 32
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 30	0 32
Do., 12-14	028	0 30
Do., 20 25	0 26	0 28

LARD PRICES UNCHANGED

Montreal.

LARD.—Lard prices show no change with little improvement in the demand. There are no indications of any change in quotations.

LARD—		
Tierces, 350 lb.	0 15½	0 16¼
Tubs, 20 lbs.	0 16	0 17
Pails, 20 lbs.	0 16½	0 17½
1 lb. bricks	0 18	0 19

HOG MARKET STEADY

Montreal.

FRESH MEATS.—No change in the quotations on hogs has occurred during the past week. The price is maintained, but there is no sign of strength in the market. Fairly good supplies are offered and quotations on cuts of fresh pork are steady. The beef market also is firm with quotations unchanged.

FRESH MEATS—		
Hogs, Selected, weighed off cars)	11 50	12 00
Fresh killed		18 50
Legs of pork, (foot on)	0 22	0 23
Loins (trimmed)	0 27	0 28
Trimmed shoulders	0 20	0 21
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front quarters	0 04½ 0 06	0 06½
Loins	0 18	0 21
Chucks	0 06	0 08

GOOD DEMAND FOR FISH

Montreal.

FISH.—The demand for fresh fish shows a marked improvement and prices are easy. The fishermen have had a remarkably good season and supplies are plentiful. Gaspe salmon is about finished, although there are some supplies coming from cold storage. There is a good supply of British Columbia spring and Cohoe salmon on the market. Halibut prices are firmer, but show no advance. During the past week prices on cod and herring showed an advance, but supplies are plentiful and a high price is not expected. The warm weather of the past week has made shipments of frozen meats more difficult and tends to strengthen the prices.

FRESH FISH—		
Herring		0 06
Market cod, fresh		0 05½
Steak cod		0 08
Haddock		0 06½
Halibut		0 25
Lake Trout		0 16
Flounders		0 09
Mackerel		0 18
Cohoe salmon		0 20
Dressed Pike		0 12
FROZEN FISH—		
Halibut		0 20
Chicken halibut		0 16
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon		0 25
SALTED FISH—		
Labrador Herring, per barrel		10 50
Labrador Salt Salmon, per barrel		20 00
White Nape Green cod, large		7 50
White Nape Green cod, medium		6 50
White Nape Green cod, small		6 00
OYSTERS—		
Standards, No. 1, can		2 40
No. 3, can		7 15
Paper Pails, qts.		3 00
Paper Pails, pints		2 00

ONTARIO MARKETS

TORONTO, Oct. 4.—Few changes are noted in the produce markets this week. Butter and cheese are moving in fairly good volume at prices steady with a week ago. The market for live hogs continues to rule at fairly easy levels, with a correspondingly easy tone in allied markets such as provisions, cooked meats, and lard. Receipts of poultry continue to show increase, and prices are steady and firm. Eggs are higher, the fresh variety showing very light offerings with prices high. Storage supplies are moving into consumption in good volume and at strong values.

BUTTER HOLDS STEADY

Toronto.

BUTTER.—Produce dealers report no change in quotations on butter this week. The market is steady at present levels, with wholesalers quoting creamery prints number ones at from 38 to 40c. per lb. and number twos at from 35 to 37c.

BUTTER—

Creamery prints No. 1	0 38	0 40
Creamery prints, No. 2	0 35	0 37

CHEESE IS FIRM

Toronto.

CHEESE.—There is a very good inquiry for cheese both for export and domestic inquiry. Large new cheese are quoted at from 19 to 19½c., and Stiltons are quoted at 22c. per lb.

CHEESE—

Large new	0 19	0 19½
Do., Sept.	0 23	0 24
Stilton, new	0 22	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGGS ARE ADVANCING

Toronto.

EGGS.—Reports from all centres are to the effect that production of eggs is low. Specials and extras, it is stated, are becoming very scarce. Storage eggs are moving into consumption freely. Wholesalers are quoting number ones at from 35 to 36c. per doz. and selects at from 37 to 38c. per doz. New laids in cartons are offered at from 42c. to 44c. per doz.

EGGS—

No. 1, per dozen	0 35	0 36
Selects, per dozen	0 37	0 38
New Laid, per dozen in cartons	0 42	0 44

LARD IS FIRMER

Toronto.

LARD.—The market for lard is stronger and slightly higher this week, in 1 lb. prints at from 18 to 19c. per lb. and on the tierce basis at from 15½ to 16c.

LARD—

1-lb. prints	0 18	0 19
Tierces, 400 lbs.	....	0 16

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING IS STEADY

Toronto.

SHORTENING.—The market for shortening is active with dealers reporting a brisk demand for the same, at 16c. for 1 lb. prints and on the tierce basis at from 12¾ to 13c.

SHORTENING—

1-lb. prints	0 16	16½
Tierces, 400 lbs.	0 12¾	13

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE IN FAIR DEMAND

Toronto.

MARGARINE.—There continues a good steady inquiry for margarine with wholesalers quoting number one prints at from 20 to 21c. per lb., and number two prints at 16c.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

PROVISIONS ARE EASY

Toronto.

PROVISIONS.—Few changes are noted in the market for provisions this week. Prices are practically unchanged as compared with a week ago. The market is inclined to easy levels, in sympathy with the general easy tendency that is ruling in the market for live hogs.

PROVISIONS—

Hams—		
Small 6 to 12 lbs.	0 27	0 28
Medium, 12 to 20 lbs.	0 27	0 28
Large, 20 to 35 lbs., lb.	0 22	0 23
Heavy, 35 lbs. and upward	0 20	0 21
Backs—		
Boneless, per lb.	....	0 45
Rolled, per lb.	....	0 51
Peameal	0 39	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 34
Do., special trim		0 37
Cottage rolls in casing		0 35
Cotage rolls		0 33
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.	....	0 30½
Do., three-quarter cut	....	0 33
Do., middle	....	0 34½
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 15-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.		0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Mess pork	36 00
Short cut backs, 200 lbs.	41 00
Pickled Rolls—	
Lightweight	47 00
Heavy	36 00

Above prices subject to daily fluctuations of the market.

POULTRY IN GOOD SUPPLY

Toronto.

POULTRY.—Prices being paid for poultry at country points are steady, as are also quotations to the retail trade. Supplies are now coming forward in fairly heavy volume, and the demand from the trade is very active.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 25	0 30
Chickens, spring, over 2 lbs.	0 20	0 25
Chicken, 4 lbs. and over	0 24	0 28
Roosters	0 12	0 18
Fowl, 4 to 5 lbs.	0 17	0 22
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 13	0 17
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 19	0 25
Prices to retail trade—		
Turkeys, dressed	....	0 35
Chickens, spring	0 30	0 30
Ducklings	.....	0 35
Fowl, 4 to 5 lbs.		0 30

COOKED MEATS UNCHANGED

Toronto.

COOKED MEATS.—The demand for cooked meats has eased somewhat, but the market as far as prices are concerned is unchanged as compared with a week ago. Boiled ham is quoted at from 41 to 42c. per lb., and the square pressed hams are 43 and 45c. per lb.

COOKED MEATS—

Boiled ham, lb.	0 41	0 42
Do., square pressed	0 43	0 45
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.		0 60
Jellied pork tongue	....	0 33

Above prices subject to daily fluctuations of the market.

FRESH MEATS AT EASY LEVELS

Toronto.

FRESH MEATS.—The market for live hogs holds steady at $12 per cwt. on the fed and watered basis, but buyers are talking of paying even a lower figure. Fresh pork continues easy with loins offered at from 31½ to 32c. per lb. and legs at 23c. Hind quarters of beef are from 16 to 19c. per lb. and ribs are from 16 to 20c. Veal and lamb rule at much the same levels as a week ag...

FRESH MEATS—

Hogs—		
Live, fed and watered, cwt.	....	12 00
Live, f.o.b.	....	11 25
Live, off cars	....	11 75
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 35 lbs.	....	0 23
Loins	0 31½	0 32
Fresh hams, lb.	....	0 21
Tenderloins, lb.	0 45	....
Picnics, lb.	....	0 17½
Montreal shoulders		0 20
Boston butts, lb.	....	0 23
New York shoulders,	....	0 18½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 16	0 19
Ribs, lb.	0 16	0 20
Chucks, lb.	0 08	0 08
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Sheep, whole, lb.	0 08	0 15
Do., medium	0 09	0 10

FISH CONSUMPTION INCREASING

Toronto.

FISH.—Fish moving into consumption shows increase although the continued warm weather prevents as heavy a consumption as might otherwise be the case. Prices are holding at last week's levels. Halibut is offered at from 22 to 23c. for the medium. Whitefish is quoted at 14c. per lb. Trout is 12½c. per lb.

FRESH SEA AND LAKE FISH—

Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Haddock, lb.	....	0 08
Flounders, lb.	....	0 10
Halibut, Med.	0 22	0 23
Do., Chick., lb.	0 20	0 21
Whitefish, lb.	0 14	....
Trout, lb.	....	0 12½
Pike, lb.	0 12	0 14
Perch, lb.	0 08	0 10
Salmon Red Spring	0 24	0 25
Herring, large, lb.,	....	0 08
Salmon Cohoe, lb.	....	0 18
FROZEN FISH—		
Halibut, medium	....	0 22
Do., chicken	....	0 20
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	0 12	0 13
Do., Qualla	0 09	....
OYSTERS—		
No. 1, pkg.		3 50
No. 3, pkg.		9 00
No. 5, pkg.		16 00
Glass Jars, per doz.		4 75
Shell oysters, per bbl. 1,000		17 50
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH—		
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....

MANITOBA MARKETS

WINNIPEG.—The feature of the market has been the decline in hogs. Selected live hogs are quoted at $10.50 per cwt. There is a weaker tone to the butter market. Cheese shows no change. Eggs are firmer and show an advance as the supply of new laid eggs is smaller and the export demand for storage eggs is improving. Lard is ruling steady. There is no change in cooked meats. Smoked hams are showing lower levels. Poultry receipts are heavier although prices are unchanged. There is an improvement in the demand for fish.

BUTTER MARKET QUIET

Winnipeg.

BUTTER.—The butter market is quiet with just a fair demand for domestic trade and little export. Wholesalers are quoting creamery prints No. 1 from 37c to 38c and No. 2 from 35c to 36c per lb.

EGGS SHOW STRENGTH

Winnipeg.

EGGS.—The market is steadily gaining strength. Offerings of new laid eggs are smaller and the demand is falling off slightly. Select eggs in cartons are quoted from 32c to 38c per doz. while No. 1 candled are quoted at 27c per doz.

LARD PRICES ARE STEADY

Winnipeg.

LARD.—A fair trade is being done in lard and prices are steady although the hog market is showing a weaker tone.

LARD—

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 18
Do., wooden pails, 20-lb. pails	[illegible]
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

COOKED MEATS STEADY

Winnipeg.

COOKED MEATS.—There is no change in the cooked meat market and prices are ruling steady. There is a moderate enquiry.

COOKED MEATS—

Hams, best quality, skinned, 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 44
Roast shoulders, lb.	0 40
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lib.	0 13

FISH PRICES STEADY

Winnipeg.

FISH.—The fish market is steady with an improved demand. Supplies are large enough to meet the necessary requirements.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Kippers, East, Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Labrador Herring, 100 lb. bbls., per bbl.	8 50
Do., 02 lb. pails, pail	2 50
Haddies, in 80-lb. cases, per lb.	0 12

POULTRY IS UNCHANGED

Winnipeg.

POULTRY.—There is no change in the market for poultry. Receipts of both spring chickens and ducks are increasing and quotations are unchanged. Spring chickens are offered to the trade at 40c per lb. and choice ducks are 33c per lb.

POULTRY—

Broilers, ½ to 2 lbs., per lb.	0 30	0 32
Chickens, 2½ to 3½ lbs., per lb.		0 28
Do., 3½ lbs., and up, per lb.		0 30
Fowl, per lb.	0 22	0 29
Roosters, per lb.		0 20
Turkeys, young, per lb.	0 40	0 45

HAMS ARE LOWER

Winnipeg.

PROVISIONS.—The market for provisions is ruling easy and further declines are now announced on smoked hams. Wholesalers are offering hams from 8 to 16 lbs. at 32c per lb. Heavier hams from 20 to 35 lbs. are quoted at 23c to 30c. Quotations on bacon remain unchanged—5 to 12 lbs. averaging 46c per lb. and sliced in 1 lb. boxes is quoted at 42c.

SMOKED MEATS—

8to 16 lbs., per lb.	0 32
16 to 20 lbs., per lb.	0 32
Boneless, 8-1 lbs., per lb.	0 36
Skinned, 18 to 22 lbs., per lb.	0 36
Bacon, to 10 lbs., per lb.	0 42
Cottage rolls, boneless	0 26
Bellies, 6 to 10 lb., per lb.	0 33

HOG PRICES LOWER

Winnipeg

FRESH MEATS.—With heavier receipts and less competition on the part of buyers the hog market has weakened and prices show a decline. Selected live hogs are now quoted at $10.50 to $10.75 while lightweights are quoted from $9.50 to $10.

HOGS—

Selected, live cwt.		10 50
Heavier	5 50	7 50
Light	9 00	10 00
Sows	5 00	7 00
Fresh Pork—		
Legs of pork, lb.	0 19	0 24
Spare ribs	[illegible]	0 14
Loins of pork, lb.	0 26	0 31
Fresh Lams, lb.	0 25	0 30
Shoulders	0 16	0 20
Fresh beef—from steers and heifers—		
Hind quarters	0 11	0 15
Front quarters	0 05	0 08
Whole carcass, good grade, lb.	0 07	0 12
Choice, lb.	0 12	0 17
Lambs—		
Choice		0 25

CHEESE MARKET UNCHANGED

Winnipeg.

CHEESE.—There is practically no change in the cheese situation. New September cheese is expected shortly. Ontario cheese is quoted by wholesalers at 20c per lb. and Stilton at 23½c.

CHEESE—

Stilton cheese, large, lbs.	0 03½
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

CANADA'S FIRMS IN NATIONS FOOD SHOW

(Continued from page 31)

generally. Thousands of housewives were there yesterday who learned what a variety of cheap and excellent dishes are available, and all ready for the table. One noted with some astonishment that the Overseas Dominions were not directly represented. They usually furnish well-arranged exhibits on these occasions, and seeing the important part they take in supplying our food they are very much missed. Other countries seem to have jumped at the chance. The Danes have put in a varied display and show what a large trade they do with us. The Swiss are well to the front, especially in condensed milks and creams, and any visitor can learn at Nestle's or other of the Swiss chalets in the hall how innumerable are the dainty ways in which these milks can be used. However, the Swiss are not having it all their own way. English firms are making a good show with evaporated milk, and American firms are also represented."

A visit paid to the exhibition confirms the above impression, and the value in which British consumption is held is further illustrated by the presence of large displays from Holland, Poland, France, Italy, and also from Esthonia and Japan, in some cases officially or semi-officially, and in others by private corporations.

Displays include provisions of all kinds, canned and preserved goods, confectionery, groceries, bakers' supplies, wines, fruits, and a variety of cooking and household appliances, and the presence of soda fountains and ice cream freezers testified to the increasing invasion of transatlantic tastes.

Direct Canadian exhibits are made by: The Maple Leaf Milling Company, Limited, Toronto; Wm. Clark, Limited, Montreal; Gerrard Wire Tying Machines Company, Limited, of Canada (wire tying machines for packing cases); W. K. Kellogg Cereal Company, Toronto (cereal foods shown by their London agents, S. D. Simond & Co., Limited); Wrigley's Limited, Toronto chewing gum); while "Columbia" evaporated milk packed by the Pacific Milk Company, Limited, Vancouver, finds a place in the stand of the V. K. Manufacturing Company, Limited; Canadian butter is shown by the firm of provision dealers (Spear Bros. & Clark, Limited, Bristol); and Crowson & Son, of London, include McLaren's Imperial cheese in an exhibit.

Fowler Manning of the Canadian Match Company of Canada, Montreal, spent a few days in Winnipeg with their Western representatives, the Donald H. Bain Company.

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The French can indeed teach us something. A man is worth only his absolutely safe yearly income, not the value of his securities, business and other assets that fluctuate in value.

Investments should not be reckoned in terms of their par value or even their market value but according to the income they bring. Investments have lost their value as such when they are not paying dividends or when interest is in default. The investments that will bring in the steady income are the ones you naturally seek. But how difficult it is to choose from among the array of tempting securities offered. So often securities that seemed so promising have proven utterly worthless.

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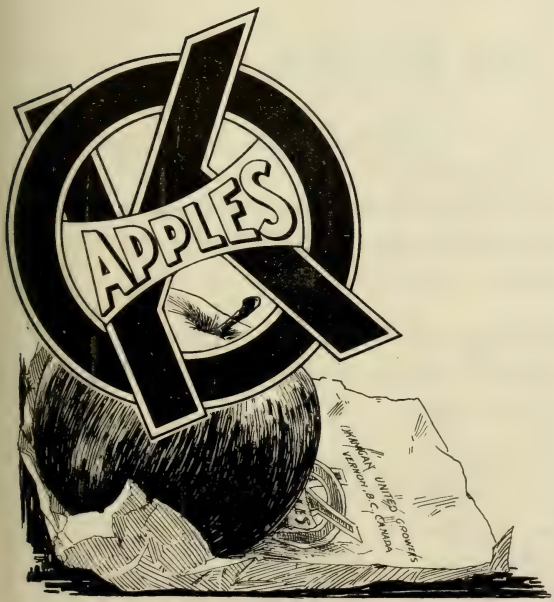
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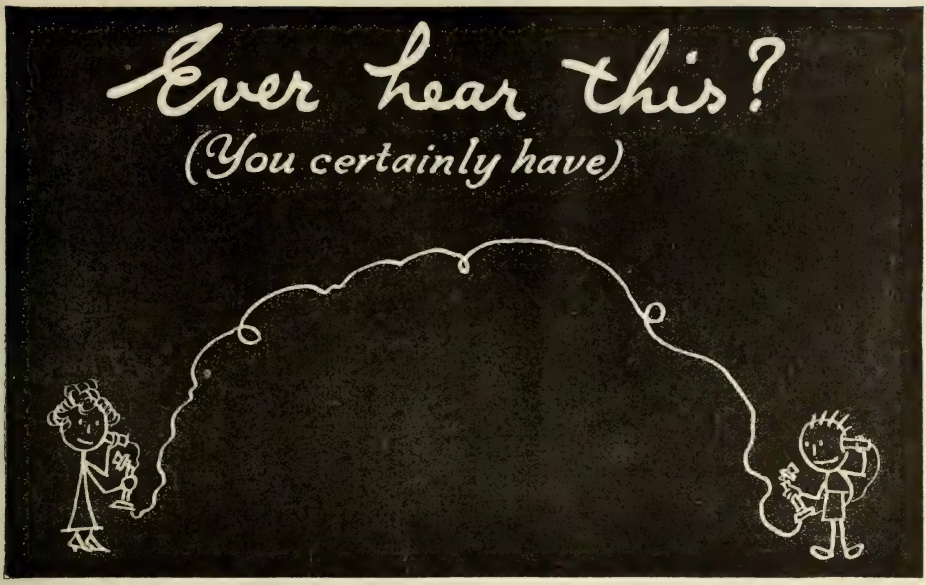
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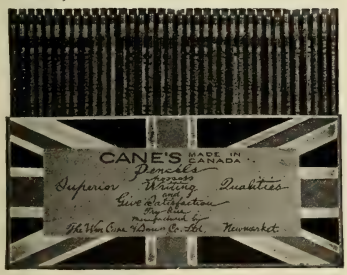


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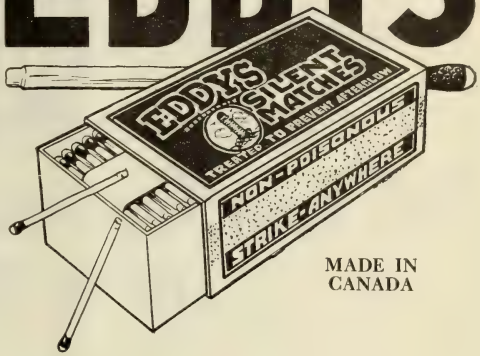


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Newmarket, Ontario

EDDY'S



MADE IN CANADA

Safer and Better Matches

EDDY'S Matches are safer and better. On that count alone they are the logical matches for you to sell.

Your customers know "Eddy's." Since 1851 "EDDY'S" and good matches have been inseparably linked in the minds of Canadian match buyers.

Bear in mind that there are no better Matches than Eddy's. There are no Matches better known, no Matches better liked, no Matches that pay as handsome profits to the dealer.

You're entitled to the bigger profits that go with Eddy's Match sales. Why be satisfied with less?

The E. B. Eddy Company
Limited

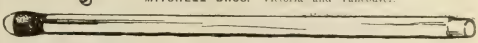
HULL - CANADA

Branches at: Montreal, Toronto, Halifax and London, Ont.



AGENTS:

SCHOFIELD PAPER CO., LTD., St. John, N. B.
JOS. EMOND—2 & 4 St. Joseph St., Quebec.
J. LUMLEY—Ottawa.
J. E. McEATHRON—Brockville
T. H. STEWART—Kingston.
ALFRED POWIS & SON—Hamilton.
TEES & PERSSE, LTD.—Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon.
TEES & PERSSE OF ALBERTA, LTD.—Calgary and Edmonton
MITCHELL BROS.—Victoria and Vancouver.



MATCHES

Tell Your Customers N.D.G. Grapes are at Their Best

These famous grapes from the Niagara Peninsula—Concord, Niagara and Red Rogers—are at their best. These varieties are unsurpassed for table use and making jams, jellies and wine.

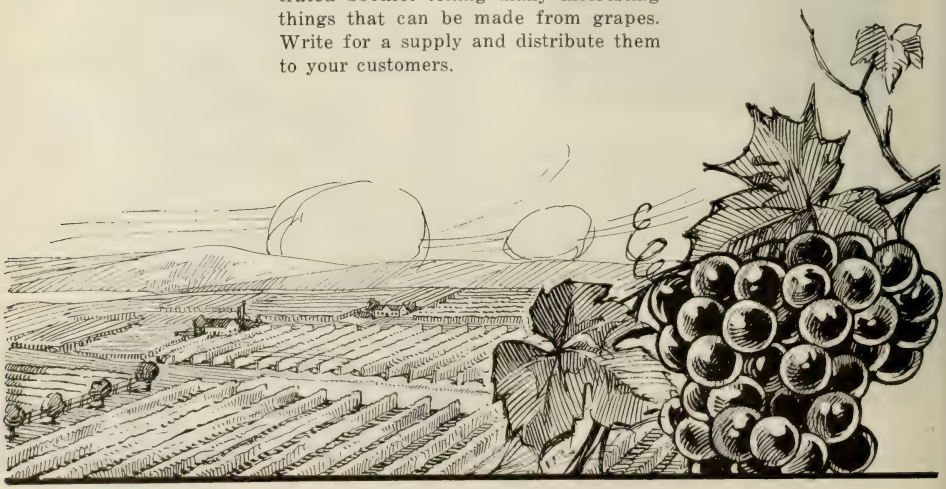
Our extensive advertising campaign is telling your customers this story. Be prepared to supply the demand for grapes packed by the Niagara District Growers by placing your order, now, through your jobber.

NIAGARA DISTRICT GRAPE GROWERS

LIMITED

St. Catharines - Ontario

We will be glad to supply dealers handling N. D. G. Grapes with an illustrated booklet telling many interesting things that can be made from grapes. Write for a supply and distribute them to your customers.



We Back Keepsweet Dealers to the Limit

Let it be known throughout the length and breadth of Canada that dealers handling Keepsweet Cream and Keepsweet Milk have our backing to the very limit. We know beyond question of doubt that Keepsweet is one of the most wonderful sellers and repeat propositions introduced in years. This makes it possible for us to promise, guarantee and give our strongest help and assistance to every merchant handling Keepsweet Cream and Keepsweet Milk.

Few products of national prominence are backed by the volume of splendid newspaper advertising which Keepsweet gets. These advertisements are to help merchants handling Keepsweet sell the goods. **And the advertising does sell!**

Keepsweet Cream and Keepsweet Milk are national products nationally advertised, not only through newspapers but by direct methods.

We supply all merchants handling Keepsweet with window posters and store cards (mounted or unmounted), suggestions for window trims, small counter cut-outs and pamphlets and printed material. This is placed in each case of Keepsweet products—and is also supplied direct on request.

Sell Keepsweet. Learn what handling a real repeat proposition means and what real "backing up" amounts to. Order through your regular house or our nearest branch.

DOMINION MILK CORPORATION, LTD.

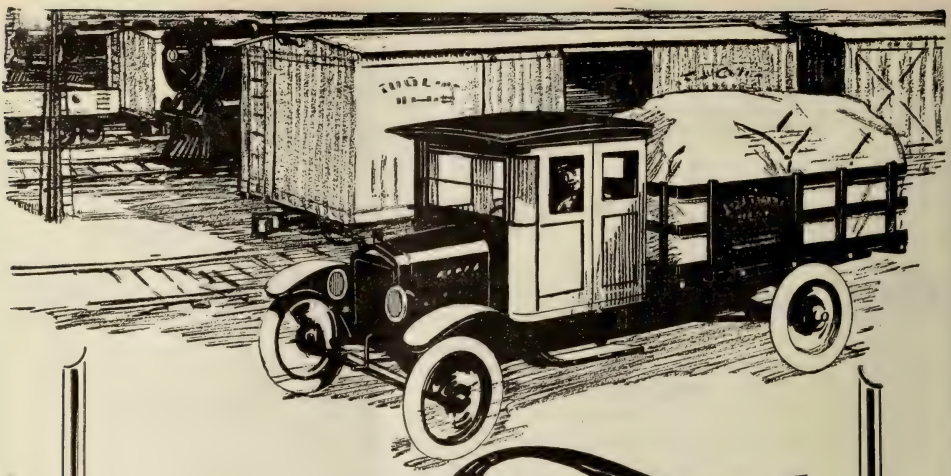
Head Office: - TORONTO, Canada

BRANCHES:

HALIFAX, ST. JOHN, MONTREAL, NORTH BAY, PORT ARTHUR, WINNIPEG, VANCOUVER.



Keepsweet Table Cream



Ford

TRUCK

Ford

TRUCK CHASSIS

$545

CHASSIS - -	$395
RUNABOUT- -	455
TOURING CAR -	495

Starting and electric lighting on above models $85 extra

COUPE - -	780
SEDAN - - -	870

Closed models are fully equipped. Above prices F. O. B. Ford, Ont. Government Sales Tax Extra

HOW are you equipped to meet the business improvement that is now definitely assured?

Greater efficiency—lower overhead—more speed—will show old-time profits NOW.

Better delivery and hauling equipment will prove a big factor in expanding your business and lowering your operating costs.

Eighty per cent. of all hauling can be done quickly and economically with Ford Trucks.

We have facts and figures upon what the Ford Truck will do in your particular business. There are Ford Trucks operating successfully in all lines of business. Let us go over these with you and give an actual demonstration.

See the Ford Dealer.

FORD MOTOR COMPANY OF CANADA, LIMITED

FORD, ONTARIO. 135T

"Riteshape"

Trade Mark

The Ideal Container for Bulk Foods

FOR
BUTTER
LARD
MEAT
FISH
ETC.



FOR
FRUIT
VEGETABLES
BACON
PICKLES
ETC.

ONCE a grocer or butcher commences using the Riteshape he will use no other but the Riteshape. He finds that it saves him time and money; that it vastly improves his display and his service to his customers; that it makes a neater and more compact package with less paper and string.

All Riteshapes are carefully inspected. They reach you in sealed packages—each package containing an average day's supply—and the whole order in a strong wooden crate. No waste—no dust—the utmost in economy and convenience.

Write for Samples and Prices

VICTORIA PAPER & TWINE CO., LIMITED

439-441 Wellington St. W., Toronto. **382 Notre Dame St. W., Montreal.**

Sole Canadian distributors for the Oval Wood Dish Corporation, New York.



Sunset Quality

Has Never Been Approached By
Any Other Household Dye

Because: when the making of a powdered dye is finished, that is where the real manufacture of SUNSET begins. It is then that we put into each cake the "know how" of the professional dyer that makes such wonderful results, so easy to obtain with SUNSET.

It costs real money to put this quality in, and there is no margin for the bait of "free goods"—but there is the positive assurance to the dealer that he is selling his trade the finest household dye ever manufactured in any country—bar none. Your customers know this quality and that makes SUNSET a sure repeater.

SUNSET SOAP DYES

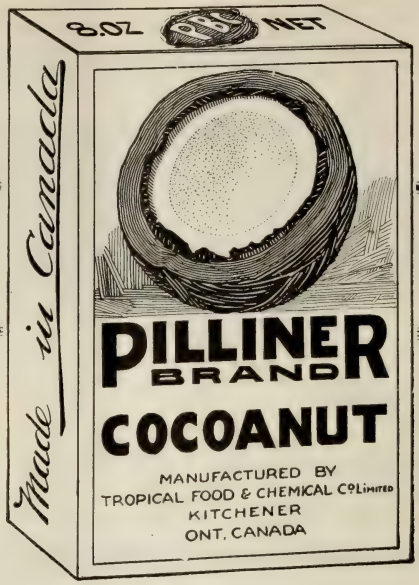
ONE Real Dye For ALL Fabrics

Sales Representatives
HAROLD F. RITCHIE & CO., LTD.
10 McCaul St., Toronto, Canada

Manufactured by
NORTH AMERICAN DYE CORPORATION, LTD
TORONTO, CANADA.

SUNSET—Costing more to manufacture—having more merit—giving better service—creating a better opinion from all who handle it—will maintain its standard, the highest—and its price, 15c. will not be changed.

Sold by the Package



Made in Canada

Why Pilliner Brand Cocoanut is Unsurpassed in Quality

We use only first grade selected Jamaica nuts in making **Pilliner Brand Cocoanut.** All their tropical ripened flavor is retained by the sealed, air-tight carton. **Pilliner Brand Cocoanut** comes to your customers absolutely pure with all its original flavor. You need have no hesitancy in recommending it as the best.

Pilliner Brand Cocoanut is also the most satisfactory for you to handle. No weight lost through evaporation and no cocoanut unsaleable because it is crumbled or dirty.

Ask your jobber for **Pilliner Brand.**

TROPICAL FOOD & CHEMICAL COMPANY, LIMITED

KITCHENER, ONTARIO

MESSRS. CRUIKSHANK & GUILD,
32 Front Street, Toronto,
Distributors for Eastern Canada.

MESSRS. MASON & HICKEY,
Winnipeg, Manitoba,
Distributors for Western Canada.

Mathieu's

COUGH MIXTURE

Syrup of Cod Liver Extract and Tar

leads the field for Quality

Sells at a popular price with a nice profit

Order from your wholesaler

J. L. Mathieu, *Sherbrooke, Quebec*

"Yes! We Find Interlake Standard Brands Good Sellers!"



One retailer frankly made the above remark and in addition stated that "Most customers order them by the brand names—which is a good sign."

Interlake Standard Brands of Toilet Paper have the support of the better retail trade from coast to coast and are daily proving their worth.

Interlake Standard Brands of Toilet Paper include "Interlake," "White Cross," "Old Dutch" and "Blue Bird"—all quality papers. Put up in uniform rolls, of even perforation and plainly labeled.

Your customers do not like being embarrassed with substitutes, so why not sell only the best. Full roll samples sent free on request.

Interlake Tissue Mills Co.
MERRITTON Limited CANADA

Head Office: 54 University Avenue, Toronto, Canada

Sales Branch: McGill Bldg., Montreal, Canada.

NEW SMYRNA FIGS
first of new Season's crop

Cape Cod Cranberries
Honey Dew Melons
Isle of Pines Grapefruit
Sweet Potatoes
Spanish Onions

White & Company
Church and Front Sts.
TORONTO
Phone : : M. 6565

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic
Fruit and Vegetables

LEMON BROS.
OWEN SOUND, ONT.

We Offer From Stock for Fall Trade

FRENCH CHERRIES IN MARASCHINO
four size bottles
FRENCH ARTICHOKES BOTTOMS
in tins and glass
ANCHOVIES IN OIL AND IN BRINE
HORS D'OEUVRES (Assorted)
CAPERS
BAR-Le-DUC JELLY
Red and White Currant
Large size, also individuals
FRENCH GELATINES
GENUINE STRASBOURG PATES DE FOIES GRAS
PURE FRENCH VIRGIN OLIVE OIL
in Quarts, Pints and ½ Pint Bottles, in 1 and 5 gallon tins
FRENCH MACARONI, VERMICELLI, SPAGHETTI, ETC., ETC.
Also
ALSATIAN EGG NOODLES
FRENCH CASTILLE SOAP
"La GRAPPE D'OR 72%"
all sizes cakes and bars

HENRI JONAS & CO.
MONTREAL
Sole Agents

CANNON'S GELATINES

Have you tested the product of the new plant?
They are justly acclaimed

THE WORLD'S PREMIER GELATINES

Samples gladly sent on request.

CANNON CANADIAN CO. LTD.
Toronto Montreal

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

FOR SALE

GROCERY AND PROVISION DEALERS—A profit of 100 and 200 per cent. is often made by making your own sausage, pressed corned beef, pressed tongue, veal loaf, braised brisket, boiled or baked hams, sausage meat, head cheese, English poloney, tomato sausage and other delicatessen food products. Use your beef flanks, ends of pork, odds and ends of meat, have no waste, large profits, make up at times when little else to do. Money-makers and money-savers. Have a delicatessen dept. and I will tell you how. Send your address for information. E. B. Mayhew, Box 917, Worcester, Mass., U.S.A.

FOR SALE--GENERAL STORE IN NORTHERN Alberta. Stock Buildings and Real Estate Hall, P. O. and Imp. agency in connection. Furnace heated and electric lights. Ill health reason for selling. $18,000.00. $10,000.00 will handle. Apply Box 262, Canadian Grocer, 153 University Ave., Toronto.

News From The Old Country

Send $3 and we will mail you regularly every week for 52 weeks a copy of any British Weekly Newspaper, such as Lloyd's, People, Tit Bits, Pearson's etc., etc., etc. Hundreds of papers on our Big List mailed free. A different paper sent weekly, or the same publication for 52 weeks. $3. pays for a year's subscription, including postage. Most unique and up-to-date service, greatly appreciated by members throughout the Empire. **Send $3 to-day to**

Periodical Posting Coy., Plymouth, England.

FOR SALE

FOR SALE—A DAYTON COMPUTING SCALE, 30 lb., a bargain. $100.00. Cost $165.00. Apply Mrs. C. Minn, Hanover, Ont.

GROCERY BUSINESS FOR SALE — STOCK about $3,000. Fixtures $1,000. Annual Turnover, $25.000. Apply Box 258, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—AN OLD ESTABLISHED GROcery business, in a city of twenty thousand. Central location, best family trade. Five thousand. Owner has other interest. Apply Box 260, Canadian Grocer, 153 University Ave., Toronto.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, Sumach St., Toronto.

WANTED

WANTED—COFFEE ROASTER—25 TO 50 LBS. capacity. State price when replying. Box 266. Canadian Grocer, 153 University Ave., Toronto.



HANDLED BY
Wholesale and Retail Druggists
AND
Wholesale and Retail Grocers

HAROLD F. RITCHIE & CO.
LIMITED
SALES AGENTS FOR CANADA
10 McCaul Street, Toronto, Ont.

WANTED

TRAVELLER COVERING MARITIME PROVinces would like to get in touch with manufacturers or jobbers with lines for general store trade. Commission basis. Box 264, Canadian Grocer, 153 University Ave., Toronto, Ont.

WANTED—YOUNG MAN WITH SOME KNOWledge of writing advertisements, who has had experience in buying and selling food products. Good opportunity for advancement. Apply by letter to Box 216, Canadian Grocer, 153 University Ave., Toronto.

POSITION AS MANAGER, LARGE GROCERY department or sales manager, wholesale Grocery concern. Sixteen years' experience, 37 years old. Executive organizing ability. Box 252, Canadian Grocer, 153 University Avenue, Toronto, Ontario.

WANTED—GROCERY STOCK IN EXCHANGE for 100-acre farm in Huron County. Price $6,500. Address W. H. Stogdill, Sutton, Ontario.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to 153 University Ave., Toronto.

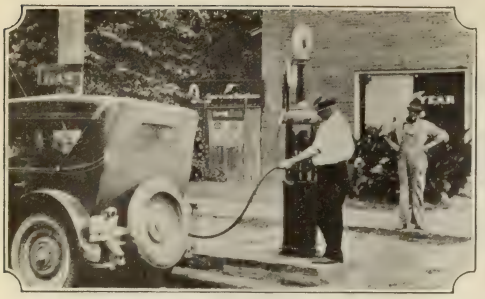
CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Cheque / Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.



241,379 Gallons Sold In Six Years

The Wayne Honest Measure Gasoline Pump shown in the picture has been in daily operation for the last six years. In that time its owner, Mr. Louis Schaumburg, has sold 241,379 gallons of gasoline through it—more than 40,000 gallons annually.

Wherever there is an established highway, whether in a large city or small, whether for tourist travel or local use—there you will find good possibilities for the sale of gasoline.

The street in front of your store is such a highway. Are you making the most of the opportunity it affords?

Let us tell you more about the Wayne way of increasing your volume of sales with unusually rapid turnover. Write for Bulletin 276-CG. No obligation involved.

Canadian Tank & Pump Company, Ltd.
123 Adelaide St. W. Toronto, Ont.

REG. U.S. Wayne TRADE MARK

HONEST MEASURE PUMPS

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OAKEY'S
"Wellington"
KNIFE POLISH

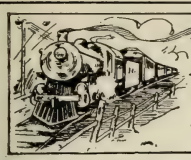
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermot Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.



BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, 239 Kingswood Road, Toronto, Ontario. Phone Beach 2170.
J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

This Space is Yours for $2.20 on Yearly Order

READER'S NOTICE
Regarding
CHANGE OF ADDRESS
A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

CALIFORNIA FIG PRICES ADVANCING

Offerings of Calimyrna figs in California have been withdrawn and all grades of White Adriatics have advanced ½c, except fancy, which are 1c higher.

"The advance is due to a greater crop shortage than was anticipated earlier in the season, and further due to the political situation in Smyrna. The Smyrna crop was large, and heavy importations were anticipated, but the recent destruction of that city and occupation of vast territory by the Turks has changed the entire fig situation. It is extremely doubtful if the 20,000-ton crop of figs can be imported at all, certainly not in time to supply the holiday trade —consequently California will be called upon to supply the entire country with a better grade of figs. Spain and Portugal are also importers to our markets, but the figs from these countries are inferior in quality as compared with the California product. Due to the heavy splitting of Calimyrnas in certain localities they are withdrawn from the market."

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 974 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1677
LONDON, ONTARIO

When Answering Advertisements Mention Canadian Grocer

Ship us your
Eggs and Poultry
We Pay Highest Market Prices
Kavanagh Provision Co., Ltd.
372 Bleury St., Montreal

Apples
Potatoes and Vegetables
Carloads or mixed cars.
Consult us before buying.
CORY'S
Trenton - Ont.

THE McCASKEY

A COMBINATION which While Giving Complete Adding Machine Service—Constitutes

A CASH REGISTER

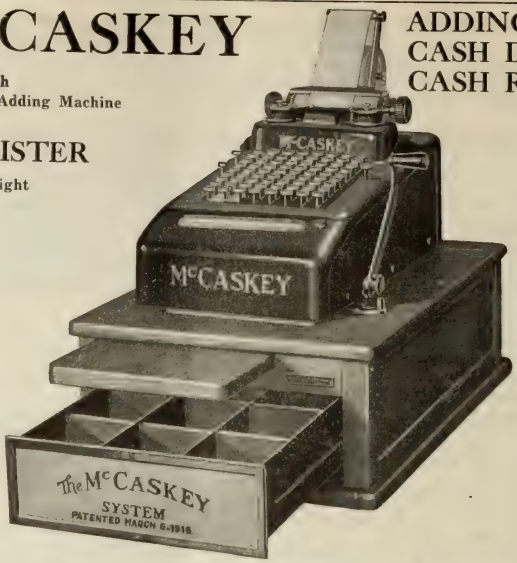
Equal to Any Four or Eight Drawer Cash Register

Adding Machine

By use of Duplicate Tape on Adding Machine a Cash Receipt can be given to Customer, the Duplicate remaining on Rewind Pin as record.

A TWO YEARS' GUARANTEE

with each Machine



ADDING MACHINE— CASH DRAWER— CASH REGISTER—

CHOICE OF THREE KEYBOARD ARRANGEMENTS

One or two rows of 9 symbol keys will give complete Department and Clerk control.

Cash Drawer

Operated by Adding Machine Lever—Bell Ringing when Opened.

A CASH SYSTEM for all lines of business. Without equal in price and service. It Adds, Subtracts and Multiplies. Sold on Liberal Monthly Payment Terms.

Another Addition to the Already Famous "McCaskey" Line of Specialties in Account Systems.

McCASKEY SYSTEMS LIMITED

GALT - - ONTARIO

Account & Cash Systems--Adding Machines
Sales Pads--Counter Check Books.
Triplicate and Duplicate styles sales books of all kinds.

CHARM

CLEANS EVERYTHING

One tablespoonful to a large tub of clothes. Use it every wash day with one half usual quantity of soap. Leaves clothes white, sweet and clean.

15c and 25c at all Good Grocers

THIS is one of a series of advertisements appearing regularly in a large number of newspapers in Canada. The campaign is comprehensive. The advertisements must be seen. A guaranteed position is taken in each paper to secure prominence. Make CHARM advertising YOUR advertising. Make it bring returns to YOU. Feature CHARM.

Galt Chemical Products, Limited, Galt, Ontario

100 MILLION HANDS

Every hand in America—every man, woman and child—is reaching out for health every day. For health is a human essential. Now, Sunsweet advertising is making these 100 million hands reach out for prunes as the essential fruit-food. How? By hammering home the slogan, "Shake hands with health every day." And by focusing the eye of the consumer on the new-idea 2-lb. carton of Sunsweet Prunes.

To you—the man behind the counter—this country-circling campaign means just this: a real, man-sized opportunity to "Shake hands with profit every day." Ask your jobber or supply house about the 2-lb. shelf-handy carton—and send for Paul Findlay's new book specially written for his Sunsweet friends. If you want to be sure of your copy—mail the coupon now!

SUNSWEET
CALIFORNIA'S NATURE-FLAVORED
PRUNES



Shake hands with profit every day

Mail this now

California Prune & Apricot Growers Assn.
1058 Market Street, San Jose, California.

Send my copy of Paul Findlay's new book, "Shake Hands with Profit Every Day."

Name_____

Address_____

$220 F.O.B.

Less 5% for Cash—Or—Easy monthly payments—NO INTEREST

DAYTON No. 179



Embodying the celebrated Dayton features.

Overhead check, low platform, Turquoise Blue Enamel finish. Any chart desired.

$220 F.O.B.

your nearest freight station with the regular Dayton guarantee.

Enamelled metal cylinder ends. Stationary base.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON—Vice-President and General Manager.
HEAD OFFICE AND FACTORY—300 Campbell Avenue, Toronto.
Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Windsor, London, Hamilton, Toronto, Montreal, Quebec, Ottawa, St. John, N.B., Halifax, Sydney, N.S., St. John's, Nfld.

THE DAYTON IS MADE IN CANADA

The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., OCTOBER 13, 1922 No. 41



Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of Report will be sent on request to anyone interested.

MACDONALD'S



The Tobacco with a heart

Every Dealer Knows It!

Ask any dealer about Macdonald's and he will tell you it's the **name** that sells it.

More than 60 years ago "The Tobacco with a heart" first came into prominence. It has stood "since the fifties" as Canada's standard. For four generations they have called for MACDONALD'S.

There is only one Macdonald **standard,** but a range of types including cigarettes. Two Blends with but a single aim—to please the individual taste—the now famous MACDONALD'S CIGARETTES and the **new** BRITISH CONSOLS Cigarettes.

The Mincemeat Season is here

you just naturally think of

WETHEY'S

when you think of

MINCEMEAT

Here they are:—

Wethey's
- Condensed Mincemeat in Cartons
- Standard Mincemeat
- Extra Standard Mincemeat
- Ready-to-use Mincemeat
- Home-made Mincemeat

in pails, tubs and tin containers

Buy from your jobber
If he cannot supply you—write us

J. H. WETHEY LIMITED

St. Catharines, Ontario

CHARM

CLEANS EVERYTHING

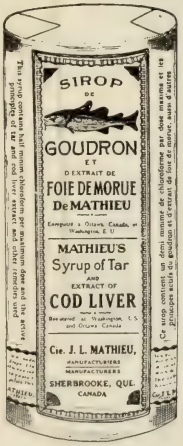
For tarnished silverware, put a tablespoonful in an aluminum pan of water, boil for a few minutes then immerse silverware.

15c and 25c at all Good Grocers

THESE Charm advertisements are increasing Charm sales. They are appearing in guaranteed preferred position in a large list of newspapers. Take advantage of the opportunity this campaign is developing for you. Increase YOUR sales of Charm. Feature Charm. Get your customers to try it cleaning silverware; cooking utensils; linoleum; enameled, painted and plain woodwork; for washing clothes —anything! Help Charm advertising make money for YOU!

Galt Chemical Products, Limited, Galt, Ontario

MATHIEU'S



Syrup of Tar and Cod Liver Extract

40—YEARS

On the Canadian Market

FOR COUGHS, COLDS, ETC.

A BIG SELLER.
Showing a Nice Profit.

Order from your Wholesaler or direct from

J. L. Mathieu Co., Sherbrooke, Que.



They're O.K.

Your customers will appreciate these good Matches.
Sturdy sticks with heads that do not fly off.
Non-poisonous — full count.

THE DOMINION MATCH CO., LIMITED.
DESERONTO, ONT.

DOMINION MATCHES

AGENTS:

S. C. Moore, 285 Kent St. E., Charlottetown, P.E.I.
Hudon, Hebert & Co., Limited, Montreal, P.Q.
Walter Woods, Limited, Winnipeg, Man.
J. A. Tilton, Limited, St. John, N.B.
Antonio Emond, 2 St. Joseph St., Quebec, P.Q.
Smith, Davidson & Wright, Limited, Vancouver, B.C.

CHRISTIE'S

BISCUITS for

OYSTER SEASON

OVAL OYSTERS

SQUARE OYSTERS
(PLAIN)

SQUARE OYSTERS
(SALTED)

OYSTER SEASON is now on and that means a ready demand for oyster biscuits. Christie's are just the kind of crisp, delicious biscuits that will make the simplest oyster feast a rare delight. They're made in three styles called "OVAL OYSTERS," "Square Oysters (Plain)," and "Square Oysters (Salted)."

Suggest a supply of these superior oyster biscuits to every customer who asks for oysters. You'll find this selling suggestion will seldom fail to net you big "double profits." Ask your wholesaler for a sample order of CHRISTIE'S OYSTER BISCUITS. Say, "Christie's," and you'll be sure of getting the "biscuits of Quality."

CHRISTIE, BROW & CO.
LIMITED

TORONTO - CANADA



Sell the Baking Soda that you know will satisfy

You can always depend on complete satisfaction and steady repeats if you fill your customers' requirements with **Cow Brand Baking Soda.**

For over 75 years its superior strength, economy and purity have made it the leading seller in every first-class grocery store from coast to coast. Don't make excuses to your customers —give them **Cow Brand and be sure.**

CHURCH and DWIGHT
LIMITED
MONTREAL

A NEW STOCK OF EUREKA GROCERS' REFRIGERATORS

are now on hand ready for immediate shipment.

FOR FALL BUSINESS



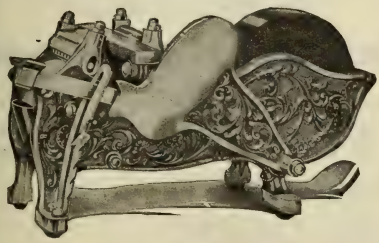
Place your order for your Eureka Refrigerator **now** and you will have the benefit of our latest improvements for Spring designs and you will also have the satisfaction of having your refrigerator ready for use on the first warm days of next season.

It will be wise for you to buy early. Don't put off your refrigerator until the time you really need it. Place order early for future delivery and insure yourself of having it when you need it.

Write for free illustrated literature and prices.

Eureka Refrigerator Co., Ltd.
Head Office and Factory: Owen Sound, Ontario

National Package Sealer
And Gummed Tape
SAVES TIME AND MONEY



ARE YOU TYING UP YOUR PROFITS? . . . . . .

This national package sealer will enable you to wrap up your parcels more neatly in half the time and will cut 75% off your wrapping cost.

National Sealers are easy and simple to operate.

Let us tell you how they will save you money and speed up service.

CANADIAN NASHUA PAPER CO. LTD.
PETERBORO, ONT.

You, too, can add to your list of satisfied customers by selling—

STICKNEY & POOR'S
"EXTRA FINE"
MUSTARD

Hundreds of other grocers are making many satisfied customers with this "Extra Fine" Mustard that sells readily with a good profit for you.

Why not stock it to-day if you are not already carrying it? If you do carry it keep a good stock on hand.



To be **sure** of getting this "Extra Fine" Mustard **Order by Name.** Say Stickney & Poor's to your jobber.

Your co-operating servant,

"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouses and Distributing
275-77-79 King St. West, Toronto
Centrally located. Railway Siding.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

This Space is Yours for $2.20 on Yearly Order

It's easy to make



Real Beer

--the kind that's good to drink--with
CREAM OF MALT & HOPS
--a profitable line to handle
The Inland Revenue Act permits brewing for home consumption.

CANADIAN MALT EXTRACT CO. LIMITED, 44-46 PEARL STREET, TORONTO
Telephone--Adelaide 3304



250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

Old English Xmas Pudding (Basins and Tin Moulds)
MINCEMEAT LEMON CURD
CHOICEST STILTON CHEESE
Price Lists and Further Particulars:

TEBBUTT & COMPANY
"Established upwards of a century."

A. C. CHAPMAN,
318 Dorchester Street West, Montreal.
The Works, Melton Mowbray, England.

When Writing To Advertisers Mention This Pape

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.
Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
501 Confederation Life Bldg., Winnipeg
OFFICES:
St. John Montreal Toronto Vancouver

The Advertisers would like to know where you saw their advertisements—tell them.

S. M. SCREATON — W. H. WHITESIDE

SCREATON & WHITESIDE

181 Market St. East
WINNIPEG

MANUFACTURERS' AGENTS

Warehouse in the heart of the Wholesale Centre.
We are in a position to give you representation in

MANITOBA — SASKATCHEWAN — ALBERTA

Insurance Rate 30c.—Double Trackage.

BANKERS OF MERCHANDISE — Boulton's STORAGE — DISTRIBUTION AND WAREHOUSING

Controlled by the City Dray Co., Limited.

730 PRINCESS STREET WINNIPEG

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143.
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves
Importers & Exporters Peas and Beans
Produits Alimentaires Food Products
17 ST. PAUL EAST MONTREAL.

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
GROCERY BROKERS
Manufacturers' Agents
11 St. Sacrament St., Montreal.

TIPPET & CO, LIMITED.
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581.

Say you saw it in
CANADIAN GROCER
it will help to identify you

This Space is Yours for $2.20 on Yearly Order

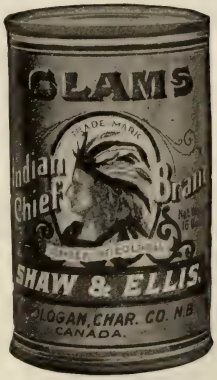
"EXTRA VIERGE"
"EXTRA SURFINE"
In bottles and in tin cans, **Imperial measures.** The right quality for Olive Oil Importers and Wholesalers.

PROVENCE OLIVE OIL
HILAIRE FABRE, PERE & FILS
Salon de Provence, France
For quotations C.I.F. apply to
ERNEST LEGARE
138 St. Peter Street, Quebec.
Representative for Canada.

Guaranteed chemically pure and virgin. Perfectly clear and filtered.
HIGHEST AWARDS
Our Trade-Mark is highly appreciated on Canadian market.

you can't sell a better clam than

INDIAN CHIEF



Canned the day they are taken from the clam beds. Packed under clean, sanitary conditions. Every tin uniform. A steady seller on the Canadian market for many years.

Order from your wholesaler or write us direct

SHAW & ELLIS
Pocologan - New Brunswick

ACME PELLETS

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.



In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paperb oxes

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY
MONTREAL
—WE SELL THE WHOLESALE TRADE ONLY—

Kolacafé

REGD

Means Coffee Plus Satisfaction

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

"Saxonia Brand Fruits"



Packed in half- and one-pound packages

PRESERVERS OF

Candied, Glace, Crystallized and Drained, Citron, Lemon and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc.

Saxonia Fruit Preserving Co. Ltd.

Factory:

First Avenue & Ernest St., Montreal, Que.

Sole Agents for Canada:
The John T. McBride Co., Limited
189 St. James Street, Montreal, Canada

Babies
Fires
Accidents
Marriages
Deaths

They are all news.

They are more than that. They are forerunners of business for someone. The baby-carriage manufacturer ought to know of every birth.

The builder, the brickmaker, the credit manager and the insurance company ought to know of every fire.

The cook-book publisher, the furniture man, the life insurance agent and the photographer ought to know of every marriage.

The tombstone maker and the worker in bronze ought to know of every death.

Every time something happens there is business for someone. Events even outside the narrow realm outlined have a special significance for you.

It is our business to keep you informed on news developments all over Canada affecting you or your business.

Let us outline a press clipping service that will help you. Charges moderate. Service efficient and speedy.

ASK OUR MANAGER TO CALL OR WRITE

CANADIAN PRESS CLIPPING SERVICE

143 University Avenue, TORONTO

BABY'S OWN SOAP

50% PROFIT

Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.



The Largest Shipment of Matches ever made in Canada

MADE IN CANADA
THE CANADIAN MATCH CO. LIMITED

Twelve Car-loads of Matches leaving Our Factory at Pembroke, Ont.

The largest shipment of matches ever made in Canada and one of the largest ever made in the world, left our factory at Pembroke on August 23rd.

Nine solid carloads were for the wholesalers of Montreal and the remainder for other points in Canada. This single shipment, totalling over $100,000 is an unmistakable tribute to the favor Maple Leaf Matches have found.

This unusual quality is the pride of the three match masters of the world (Bryant & May, Ltd., Diamond Match Co., and Maguire, Paterson & Palmer, Ltd.) These, with strong Canadian capital, built, own and operate this modern plant, with Canadian labor.

MAPLE LEAF MATCHES

For "Quality"

THE CANADIAN MATCH CO., LIMITED
TORONTO - MONTREAL - WINNIPEG

LOGANBERRY

A Unique, New, Pure Gold Jelly Flavor

Only after extensive experimenting and tests was "Loganberry" added to the well known line of Pure Gold Jelly Powders. Experiments to obtain the exacting flavor which is the standard for all Pure Gold Jellies, tests to determine the strength and quality; in short, the new flavor had to be such that it could justly claim recognition among the popular standard flavors in the Pure Gold line.

The result is a flavor that is really out of the ordinary. Loganberry Flavor has a distinctive wine-like taste and a rich color that literally inspires the appetite.

Your customers will appreciate LOGANBERRY FLAVOR—furthermore they'll come back for more.

Have you a Plentiful stock of Pure Gold "Loganberry" on hand?

PURE GOLD MANUFACTURING CO., LTD.

TORONTO WINNIPEG HALIFAX

New Arrivals for Cool Weather

Local fruits are now about over--turn your attention to more profitable imported Lines. People are now ready for fresh New Lines of fruit--such as--

Red Emperor California Grapes
Mayflower Brand Cape Cod Cranberries
Ontario Winter Keeping Apples
New Sweet Potatoes *New Grape Fruit*
Spanish and Domestic Onions
New Crop Fall Nuts *Chestnuts*
HADDIES *FILLETS* *OYSTERS*

Hugh Walker & Son, Limited

"QUALITY and SERVICE"

Guelph -- Ontario



"We Are Fishing For Your Business"

Smoked Fish Daily, Direct From Our Smoke Houses

Fresh Fish Every Day in the Year
Prepared and Salted Fish
Frozen Fish in Season
Fresh Bulk and Shell Oysters

Smoked Haddies, Fillets, Kippers,
Bloaters, Fresh, Frozen, Dried and Pickled Fish.

Order from your dealer or direct from

LEONARD FISHERIES, LIMITED

Branches:
Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.

PRODUCERS, PACKERS, CURERS AND DISTRIBUTORS
4 Long Distance Telephones
Head Office--
Youville Square, MONTREAL

Branches:
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

A Big Help To The Salesmen

Many wholesale grocers in Canada subscribe for Canadian Grocer for all their traveling salesmen. They find it keeps their men in touch with changes in the retail business, new merchants in the trade, food regulations, business systems and store management, window and interior displays, what the retail trade is doing and discussing—all of which is of great assistance to the salesmen. Wholesalers should get in touch with us for subscription terms.

Canadian Grocer

143 University Ave., Toronto **Southam Bldg., Montreal**

Confederation Life Bldg., Winnipeg

The Advertised Brand Sells Quickly

"O.K. means Quality Fruit"

THIS YEAR the Okanagan United Growers Ltd. are advertising O. K. Apples in a most intensive manner. Very large space is being used both in the Daily Newspapers and Farm Journals. As a result your customers will insist on the O. K. BRAND—*Be ready to serve them!*

ORDER FROM YOUR JOBBER!



Okanagan United Growers
LIMITED
Vernon, B.C.

Growers of the famous "O.K." Apples and "O.U.G." soft fruits.

Part of a Big Organization



The Largest Organization of its Kind in the British Empire.

WE HAVE often been asked why it is that prompt service is always given to enquiries received from any part of Canada;

Also why we are able to present to our readers every week such widespread market reports and other information about business methods of merchants, food regulations, etc.

Only a business paper that is a big national institution can do this. We find that the aggressive merchants, those with the bigger ideas, who want to extend their knowledge beyond their own small locality and beyond their own province, want and demand this service.

CANADIAN GROCER is one of the principal parts of the MacLean organization—the largest publishers of business and technical papers in the British Empire. Its connection with the other business and technical papers of The MacLean Publishing Co., all leaders in their respective fields, is an important reason why we give our readers this invaluable, national service.

CANADIAN GROCER

Other publications issued by The MacLean Publishing Co.:

FINANCIAL POST
HARDWARE AND METAL
DRY GOODS REVIEW
MEN'S WEAR REVIEW
DRUGGISTS' WEEKLY
BOOKSELLER AND STATIONER
SANITARY ENGINEER
MACLEAN'S MAGAZINE
CANADIAN PRINTER AND PUBLISHER
CANADIAN MACHINERY
THE POWER HOUSE
CANADIAN FOUNDRYMAN
CANADIAN SHIPPING AND MARINE ENGINEERING NEWS
CANADIAN AUTOMOTIVE TRADE

86% of People



Buy the advertised article—only 3.6% buy the unadvertised, declares an impartial investigator.

That's why RED ROSE TEA sells so well—it's been advertised for over 28 years, and the quality always brings people back again for another package.

You'll find the sale of it most satisfactory. Will you send an order to our nearest branch?

T. H. ESTABROOKS COMPANY, LIMITED

St. John, N.B. : Montreal : Toronto : Winnipeg : Calgary

—It's worth your while to have customers give it a trial.

It has the quality.



Shirriff's TRUE **VANILLA ESSENCE**

50% Stronger Than Government Requirement

Imperial Extract Co.
Toronto

...so Mrs. Smith bought her groceries elsewhere



Few women like sweeping, that is the reason why most housewives are so particular in their choice of a broom. A broom that is not well balanced and well made has often been the reason for **Mrs. Smith** buying her groceries elsewhere and there are thousands of these Mrs. Smiths in this land of ours.

Waterloo Broom and Brush Company's high-grade brooms are just the kind of well balanced, well made brooms that will please the most finicky "Mrs. Smith." Their exceptional ability to retain their shape under the most strenuous use and their attractive finish never fails to win steady repeat sales.

Write for our price list.

Waterloo Broom & Brush Co. Limited
Phone 286 **WATERLOO, ONT**

"SALADA"—the Tea that is known throughout America for its unvarying fine quality. People all through the continent have realized that what we claim for "SALADA" Tea is absolutely true. It is the finest tea, the flavour is delicious, and more still, the public know that when they ask for "SALADA" they always obtain that same wonderful quality.

It is this fact that has helped to develop so enormously the sale of this splendid tea. The public are learning to

Demand "SALADA"

in preference to other teas. Are you securing the reward of increased turnover and larger profits, by keeping a fresh stock and encouraging its sale?

You can mail your order to "SALADA" Toronto, to-day, and it will be shipped within 24 hours, freight prepaid on 60 lbs. or more.

G-M G-M

Sell Gosse-Millerd's CANNED OCEAN PRODUCTS Choice

SOCKEYE SALMON!

SATISFACTION:—your Customers want it, and you strive to give it—let us help you.

Gosse-Millerd's Fancy Red Sockeye Salmon will satisfy—there is no finer canned Salmon on the market. It is packed fresh where caught—it's flavor is unsurpassed.

G. M. Fancy Sockeye Salmon is a real "sales repeater." Order Now!



It's the delicious deep red kind.

Order a Supply from your Wholesaler

GOSSE-MILLERD LTD. VANCOUVER B. C.

G-M G-M

CANADIAN GROCER

Vol. XXXVI TORONTO, OCTOBER 13, 1922 No. 41

Cost 27.8 Per Cent to Do Business

Operating Expenses in Department Stores in 1921 Were Higher in Percentage of Net Sales Than in 1920—Costs Are Arrived at From Reports Made From 392 Department Stores in the United States and Canada

THE COST of doing business, according to the reports received by the Bureau of Business Research, Harvard University, was higher in department stores in percentage of net sales in 1921 than in 1920. The chief items which were higher in ratio to sales in 1921 were salaries and wages, rentals, and advertising. Many of the smaller items were almost the same in percentage of sales in both years. The gross margin between the cost of the merchandise and the sales was slightly higher in 1921 than in the preceding year, but the difference was less than the increase in total expense. Consequently the average net profit was lower in 1921. It is to be noted, however, that the department stores showed an average net profit for 1921 despite the depression, whereas the retail shoe trade, the retail jewelry trade, and the wholesale grocery business, for which the Bureau also has collected figures, each showed an average net loss for that year.

The department stores from which reports were received for both 1920 and 1921 showed an increase of 4.3 per cent. in net sales. This also was in contrast to the other three trades just referred to—the retail shoe trade having shown a decrease of 9 per cent. in net sales in 1921, the retail jewelry trade a decrease of 15 per cent., and the wholesale grocery business a decrease of 30 per cent. in net sales as compared with the preceding year.

301 Stores Make Reports

Reports on operating expenses in 1921 were received from three hundred and ninety-two department stores with an aggregate volume of sales of $724,820,000. The summaries in this regard, however, are based on the reports from three hundred and one firms with an aggregate volume of sales of $496,238,000.

The firms from which reports were received and tabulated were located in forty-two states, the District of Columbia, and Canada. One hundred and sixty-eight of these firms were located in cities with population less than 50,000; forty-nine firms in cities with population 50,000-99,000; fifty-nine firms in cities with population 100,000-699,000; twenty-four firms in cities with 700,000 population and over; and one firm was unidentified.

Operating expenses also are analyzed for five groups of firms classified according to their volume of sales. A supplementary summary also is given of operating expenses of the stores in five Federal Reserve districts. An analysis has been made of the stock-turn figures and of the gross margin and net profit or loss figures of the firms from which reports were received.

The volume of business of the individual department stores from which reports were received for 1921 ranged from $16,000 to $29,000,000. Only seventeen firms, however, among those reporting, had sales less than $100,000, and the average volume of sales was over $1,000,000. The aggregate volume of sales for the one hundred and forty-nine firms that sent in fully comparable reports for both 1920 and 1921 was $305,173,000 in 1920 and $318,352,000 in 1921. The group figures for these firms are given herewith:—

Net Sales	All Firms Reporting 1921	Firms Reporting Both Years 1920	1921
Less than $250,000	81	22	25
$250,000-$499,000	66	32	34
$500 000-$999,000	47	31	24
$1,000,000-$2,499,000	61	36	39
$2,500,000 and over	46	28	27
Total number of firms	301	149	149

Net sales is the figure that is used to represent the volume of business of each firm. It also is the figure on which the percentages of expense and of gross margin and net profit or loss are reckoned. It serves as the common basis for comparison. On each report it was determined by deducting from gross sales, returns and allowances to customers, as well as cash discounts to employees and other purchasers and amounts collected from customers for excise and luxury taxes.

Operating Expenses

The cost of doing business is represented by total expense. This is the sum of all items of expense, including expenditures for such items as supplies and postage, insurance, advertising, wages, and also salary for the proprietor or partners, rent of the store building whether owned or leased, and interest both on capital borrowed and also on the net amount of capital invested in the business. It does not include inward freight, express, and cartage or alteration costs which are accounted for in the merchandise statement as part of the cost of the merchandise. It also does not include excise or luxury taxes, which are deducted from gross sales, or federal and state income taxes, provision for which is made in the net gain statement after the net gain for the year has been determined.

Operating expenses in department stores in 1921—301 firms were as follows:—

Salaries and wages	15.4
Rentals	2.4
Advertising	2.4
Taxes (Except on Buildings, Income, and Profits)	0.6
Interest (On Capital—Borrowed and on Capital—Owned)	2.3
Supplies	0.8
Service Purchased (Heat, Light, Power, Delivery)	0.6
Unclassified	1.2
Traveling	0.5
Communication	0.2
Repairs	0.2
Insurance	0.4
Depreciation—Losses from Bad Debts	0.2
Other Depreciation	0.5
Professional Services	0.1
Total Expense	27.8

Total expense, which represents the cost of doing business, is the sum of the individual groups of expenses for which the common figures have just been explained.

(Continued on page 18)

Sugar Statistics for Period Ending July 15 Show General Improvement

Export Sales Were Heavy in July While Domestic Sales Dropped Off—Total Holdings of Raw and Refined Sugars Lighter

MONTREAL, Oct. 4 (Special).—The report of the Dominion Bureau of Statistics on the sugar market for the four weeks ending July 15 brings out some interesting evidence in connection with a market on which much attention is centered at the present time. During that period stocks of raw sugar held by the various Canadian refineries have steadily decreased. On the 24th of June 89,047,953 lbs. of raw sugar were on hand but by the 15th of July these had been brought down to 69,218,427 lbs. Even at that these stocks are 6,204,675 lbs. more than were on hand at the same date of 1921 and a very marked increase over the 14,055,765 on hand on Jan. 1 of this year.

Decreased Production

The melting and re-shipments show a proportionate decrease during that period in question but during the last week of the period an increase in the melting brought it up very close to the opening week of the four, which no doubt was due to the anticipated increase in the demand for August and September. It is also interesting to note that despite the apparent decrease in the production the total for the four-week perior is equal to twice the production of the same period of last year when the stocks on hand were much larger.

Large Stocks of Refined Sugar

Of refined sugar there is a much larger stock on hand this year according to these figures. While during the period these stocks steadily diminished their total is much more than that of 1921 and the manufacture of granulated sugar during those four weeks is nearly twice that of 1921. To be exact; for the month ending July 15, 1922, 113,462,928 lbs. of granulated sugar had been turned out while in the corresponding period of 1921 only 57,235,119 lbs. were made. The increased production is even more marked in the case of yellow sugar.

Less Buying in July

The total domestic shipment of sugar during the period in question was 98,043,243 lbs. and each week the amount showed a decrease which indicated the falling off in the consumption of sugar during that period. The export market however made up for the slack home market and during the period in question this year 122,041,271 lbs. of granulated sugar were sold while in that period of 1921 only 73,493,366 lbs. were disposed of.

General Improvement of Sugar

The proof of the general improvement in the sugar market lies in the fact that for Jan. 1 to July 15 of this year, 674,390,564 lbs. of sugar were sold by Canadian refineries while in the same period of 1921 only 400,203,752 lbs. were sold while the refineries were carrying over 73,686,478 lbs. of refined sugar from the previous year as compared with the 43,460,234 lbs. carried over this year.

Much Protest Over New Gasoline Pump Regulations

Retailers Object to Clause Stating That Pumps in Future Must be Placed on Sidewalks—Works Hardships With Merchants Who Have Pumps Already Installed

MONTREAL.—The proposed new by-law governing the installation of gasoline pumps in Montreal, is being received with considerable discussion on the part of many merchants, and disfavor is found in many quarters. A delegation of the Montreal branch, Retail Merchants' Association of Canada, recently waited on the special aldermanic committee and fully discussed the measure, recommending certain changes. The by-law is by no means a new one, it being brought to the attention of the city council two years ago, and again revived earlier this year. On both previous occasions action was deferred, but from present indications it would seem altogether probable that the law will be put into force on this, its third appearance, it being met with favor by the council with a few minor changes.

Provision is made in the new law that no reservoirs be installed under public property; that pumps must have an electric light on top of them illuminated for the same period as the street lights; that the centre of the pump must not be less than eighteen inches from the edge of the sidewalk and be at least five feet from any building, with the reservoir pipe at least four feet under the sidewalk. Permits to instal will only be given to the owners of the property at which the gasoline is to be sold, and accompanied by a plan and full details of the requirements.

Sidewalk Pumps

In discussing the proposals with M. Lapointe, local secretary of the R. M. A., it was pointed out that the clause which states that all gasoline pumps must be placed on the sidewalk was the one meeting with disapproval from the association. Many merchants who were now selling gasoline had their pumps installed inside the building with an overhead lead pipe to the edge of the pavement. This allowed them to sell the gasoline from the inside with no obstruction whatever to the sidewalk traffic. Under the new law they will be compelled to move the pump at least five feet from the building which means a complete tearing-up of the system. The worst feature is that many of these dealers will not be able to use their old pumps, as the specifications of the sidewalk pump call for a totally different apparatus than many of them are now using.

Merchants in Downtown Section

It is also clearly stated in the by-law that permits will only be granted in cases where a pump on the sidewalk will not hinder traffic or prove a nuisance in any way. At the present time there are a number of merchants in the downtown section, and even in the residential section of Montreal, selling gasoline. The question might well be asked, where will these dealers place their pumps? It is questionable whether a permit would be granted to such a store, certainly not on some of Montreal's busiest thoroughfares.

COST 27.8 P. C. TO DO BUSINESS

(Continued from page 17)

The common figure for total expense in 1921 for the three hundred and one firms from which reports were received was 27.8 per cent. of net sales. Substantially more than one-half the firms reported total expense between 24 per cent. and 30 per cent. of net sales; the concentration around the common figure was well defined. Although the common figure in 1921 was 27.8 per cent. of net sales, the grouping of the expenses indicated that the tendency is toward a lower ratio of total expense, probably approaching a normal in the future around 26 per cent. of net sales.

The highest total expense reported was 45.9 per cent. of net sales. This firm, which had a small volume of sales, had the highest figure for salaries and wages and also the highest net loss that was reported by any store. Its rate of stock-turn was less than one-half the common figure.

Opportunity to Get Hunters' Trade

Hunters' Accounts Call for Special Service and Discretion—Window Displays Attract Trade—Good Service is Splendid Advertisement—A Suggestion for a Selling Window—Montreal Grocers go After This Trade

By Staff Correspondent Canadian Grocer.

MONTREAL, Oct. 10.—There is now the opportunity for individual grocers to dress particularly attractive windows that will get new business. In every town and city in Canada there are a number of men, the number depending largely upon the size of the community, who are preparing to go on a hunting trip. Their needs are varied and peculiar to hunters. Men who, during the rest of the year, never think of buying groceries, leaving it to their wives or to their favorite restaurants or hotels, are now faced with the problem of buying provisions sufficient to carry them for one, two or three weeks. Then, too, their needs very often are in excess of their estimates, a sorry plight for a hunter, for their appetites are greater in the woods than in the cities.

Grocers To Their Aid

In this the grocer can be of great help to these men. They can suggest articles that will be needed and can check over the amounts and the items required. One grocer in Montreal every year gets orders from hunters to put up provisions for a number of men for a stated length of time. To him is left the problem of supplying all the provisions needed and the right quantities of those things. It is almost as annoying to have to take too much into the woods as too little, and therefore the grocer must execute his task carefully if he would hold the account and the confidence of the men for another season. It would be a poor stroke of business on the grocer's part to take advantage of the trust and include needless luxuries. There are a number of grocers in this city who have held the same hunters' accounts for fifteen years and each year pack and ship the provisions with no further instructions than that they are leaving on a certain date for a certain place.

A Good Advertisement

Such an accomplishment is a great advertisement for a grocery store for these men spread the word around their clubs and their lodges that they get their supplies from "so-and-so," who gives them particularly good service. In fact, service to this class of trade is of utmost importance, since men rarely barter over the prices.

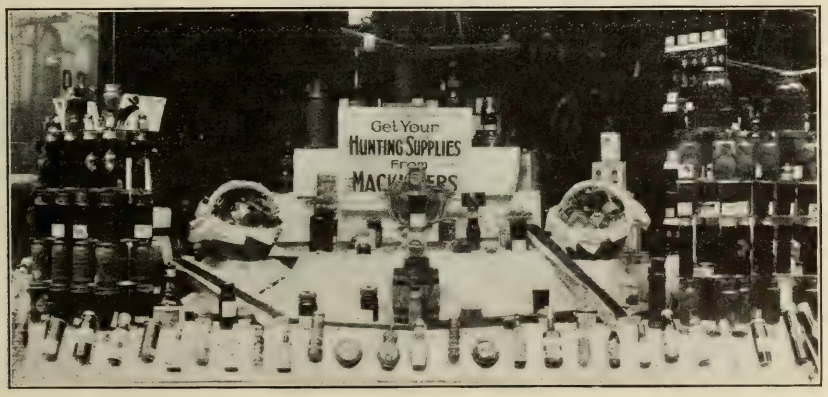
C. P. Macklaier of St. James St., and George Graham of St. Catherine St. make a particular feature of this service during the hunting season and each year supply many camps and individual hunters. Mr. Macklaier, whose store is in the down-town section of the city where the business offices are located and where the men who do the hunting frequent the streets, makes it a point to dress a window each hunting season featuring this service.

Dressing a Hunting Window

A hunter's supply window offers the grocer a wide scope for originality. In the first place a list of all the lines of food required for a two weeks' stay in the woods should be carefully made. Then a suitable background should be arranged which will lend the atmosphere of the woods. This will largely depend for its nature upon the size of the window. Woodland scenes can be easily made in a fairly large window. Branches of fir and pine trees can be tacked up around the sides and back of the window and red and brown leaves strewn upon the base of the window, with perhaps some moss or a bag of sand spread on the floor. A camp fire is not difficult to make with a few stones piled up, an iron grating over the top and a pile of sticks, under which is hidden an electric lamp covered with a piece of red crepe paper. A few guns, some ammunition, a decoy for ducks, a haversack and a kit bag will complete the scene.

Where Sales Are Made

Then comes the selling point. Tins of condensed milk, canned fish, flour, bacon, butter, biscuits, cereals, tea and coffee, etc., can be arranged about the little camp and a card near the front of the window to tell of the special service to hunters will complete the window. The scene can be more or less elaborate according to the grocer's choice and the size of the window, but those who in other years have made such a bid for this kind of trade claim that it is a profitable undertaking.



C. P. Macklaier, St. James Street, Montreal, does a big business in catering to hunters' needs. The above illustration shows how he recently dressed his window with a view of increasing sales of hunters' supplies.

Acid Test for An Advertisement

Grocer Who Advertises Should Consider Whether Attention is Secured and Held, Interest Aroused and Desire Created—Reputation of the Store Ought to be Evident in Every Statement—Some Points Worth Remembering

FROM time to time the editor of Canadian Grocer is in receipt of inquiries from members of the craft with regard to advertising. This is something in which every man in business is interested. As a merchant of Weyburn, Sask., pointed out recently, advertising pays only when the man who advertises makes it pay. Some points which the grocer will find useful in his efforts to make his advertising pay are presented hereunder, being extracts from an address delivered before businessmen's organizations in different places by the editor of a sister publication:

With regard to newspaper advertising it may be said that it travels far and wide. It is the medium through which the merchant gets his message to the people in their homes. The merchant who fills his ad with store news and interesting information about the goods he carries, is sure to win the favorable attention of the reader. It is not necessary to exaggerate to get the attention of prospective buyers. Of course, headlines like "The Greatest Value Ever Offered," will attract attention, but when used too frequently, will destroy confidence in advertising. It is sufficient to state facts. If you have an excellent bargain, say so, but tell the truth about the goods.

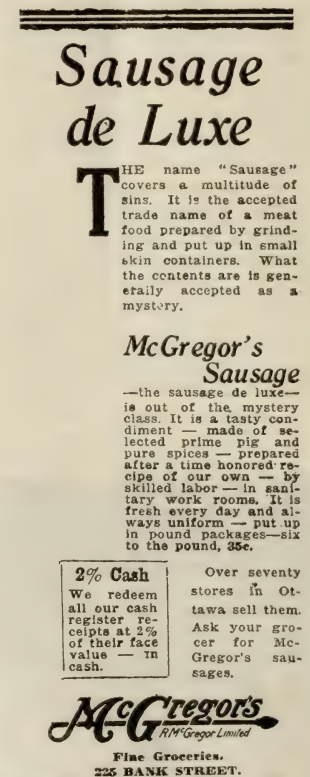
Salesmanship In Print

Simple words, short sentences, few ideas. These three rules might be kept in mind by those who write copy for newspaper ads. Big words and involved sentences will not be read. Newspaper advertising is not a mystic art. It is simply good salesmanship in print. It permits the merchant to talk to the customer in the home. A good deal could be said here about dressing the ad in the right type. In an attempt to emphasize some merchants overdo the thing and by the use of too much bold type, underlined type and cap type, they get, not emphasis, but a monotony of noise.

From what I have read and heard I believe I am safe in saying that ten merchants have failed because they advertised too little to every one who failed because he advertised too much. Certainly hundreds of stores have remained small due to neglect of advertising.

In your advertising, be absolutely honest. Put your reputation in every statement. You may, as a leader, occasionally sell goods "below cost," but don't overdo this sort of thing. Every person knows that no man can afford to do business on this basis.

No matter whether you have a daily or a weekly paper in your local field, considerable thought should be given to your newspaper advertising. Buying space in a paper should be considered the same as buying merchandise, to produce a profit and for no other reason. Advertising in your local paper can be made profitable if used right, but it is a waste of money if not used in the proper way. The first thing to do is figure out how much money you can afford to spend. Then proportion this amount over a year's campaign, because it is the best policy to advertise consistently with every issue of the paper and preferably the same location in the paper throughout the year, so that readers know unconsciously where to find it. Then set aside so much for special sales, for Christmas and other times, when it will pay you to use additional space. Then in preparing your copy give news about the merchandise you sell, its description, quality, price, etc. If careful attention is given to the appeal and if you advertise consistently along business-like lines there will be no doubt as to the result, but if you look upon the space as almost worthless and leave the same copy in for numerous issues at a time, not thinking it worth while to make a change, then you can be assured in advance that you have simply wasted your money.



Illustrating an advertisement that is bound to attract attention and excite interest in lines advertised.

Test of a Good "Ad"

How long would you take a daily paper that changed its subject matter only twice a week? Your answer relates to the query: How often should I change my ad?

The final test of a good advertisement should be as follows:

Does it command attention? Why?
Is the attention held? Why?
Does it arouse interest? How?
Does it create desire? How?
Has the reader any doubt how to act? Why?

The various fundamental appeals may be classed as:

(1). Profit or economy—for a money-saving appeal will meet with instant response.

(2). Health—peopie are always open to suggestions along this line.

(3). Pleasure and comfort—man loves ease, pleasure, comfort and satisfaction.

(4). Pride and vanity—through quality and style and the high character of the store.

(5). Affection—such as Christmas and June, the month of brides, etc.

(6). Knowledge and progress—educating public to uses of certain things.

If a man's advertising has some distinguishing feature the name will become a secondary feature. The public will know at a glance just whose message they are reading.

Spasmodic advertising is worse than useless. It is neither fair to the advertiser nor the medium. Old experienced advertisers will tell you that it is better to have never advertised at all than to have advertised and quit. Again, it may be all very well to tell people to stop at a certain store, but it is much better to tell them why to stop there. The "reason why" advertisement is proving

to be the most profitable in these days of strong competition. The hundred per cent. efficient advertiser is the one who cares for his "ad" as faithfully as he posts his ledger. He finds out what ads appeal to him—and why. He analyzes them and picks out their good points.

Free Write-Up Menace

It is difficult to speak on this subject without mentioning the free write-up or puff. Gradually merchants are getting away from this. This free write-up does not mislead the reader. It merely destroys his confidence. Like the fake "ad," the free write-up hurts both publisher and advertiser in the long run. It is to their mutual profit, therefore, to make a good newspaper for the reader.

The main point, though, about advertising is that an engine of one-cat power running all the time is more effective than one of forty-horse power standing still, for the so-called advertising graveyards are filled with those who used forty-horse power campaigns, which covered only a certain distance and then came to a stand-still.

The advertising that pays biggest returns is the result of actively developed ideas backed by vigorous selling plans. Advertising should be considered solely as a business proposition, not as a charity, not as a duty, but simply because it is service with a cash value.

The fundamental principles of where to advertise are always the same, the application of these principles is always different. All advertising mediums have some value. What medium to use every advertiser must determine by an individual analysis. The determining factor for every retail dealer is the number of possible buyers of goods which the medium reaches. Newspapers and trade magazines are good. The former goes into the home. It goes where no other sales force can go. The trade paper secures dealers' co-operation. It shows just why such and such a line should be boosted. It enlists the merchant in the service of the manufacturer.

Trade Paper Advertising

Says Mr. Rowell, of the Lloyd Manufacturing Company: "We shall always be great advertisers. We know its power. We will most likely continue in the newspaper and magazine field, but we shall never forget the service rendered by trade papers." At the present time the Lloyd Company uses page space every month in every periodical given over to their line of activity.

"In conclusion, it is admitted there are in all five results which may be secured by advertising:

"(1). The most progressive business men now budget the advertising appropriation to be attributed to insurance.

"(2). Aggressive advertising cuts down the cost of selling, thereby reducing the marketing expense.

"(3). Intensive advertising is employed as a means of increasing gross receipts through the raising of the price without loss of sales.

"(4). Intelligent advertising does the missionary work of the salesman who is sent out to enlarge markets by cultivating the established trade or by sales to new customers.

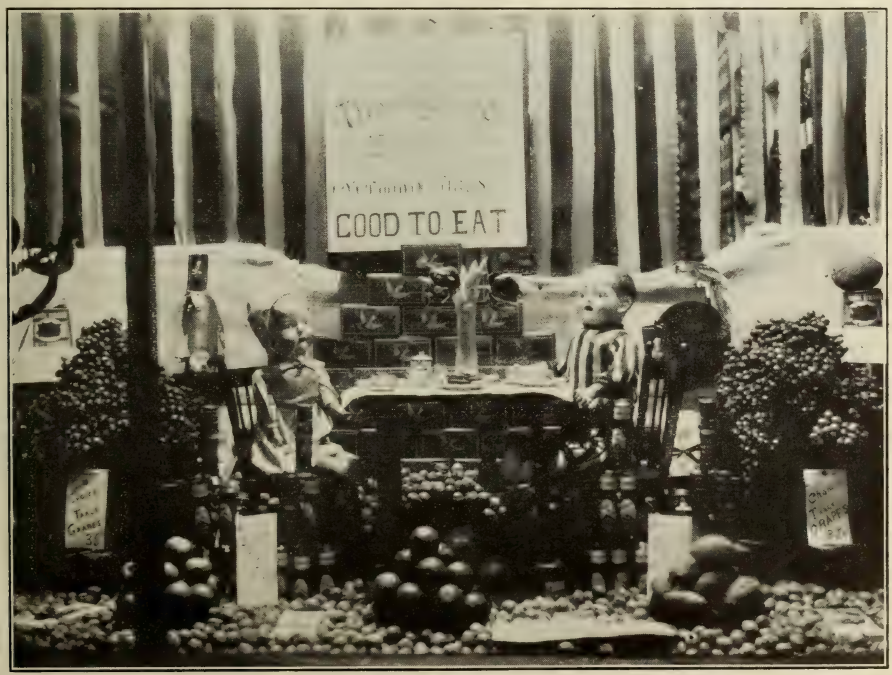
"(5). The growth of gross sales of a product is usually directly proportional to the extent or existence of the advertising, increasing when these increase, and falling off with the cessation of advertising effort."

A Wise Crack

The farmer was showing me the result of fine growing weather and superior skill in cultivating, when I said to him:

"Well, you ought to be satisfied with such crops as these. There is certainly nothing lacking. You have no cause for complaint this year."

The old farmer scratched his head and stood in a meditative mood for a moment, then hesitatingly replied: "Well, you know, such crops as these is pesky hard on the soil."



The above illustration is a splendid window display of good things to eat for the Thanksgiving season. The two dolls sitting at the table in the center is a good idea as it tends to put life in the display causing people to stop and look. The balance of the display is composed of grapes, nuts, apples, sweet potatoes, canned pumpkin, etc. The window was dressed by Jenkins & Sons, Charlottetown, P. E. I.

Hard Luck Finds Grocer Unprepared

Here is the Story of a Grocer Who Made Bookkeeping a Secondary Consideration and Regrets it—Was Doing so Well That He Neglected to Study His Business—Then Disaster Came and Left Him in a Bad Way

By HENRY JOHNSON, Jr.

A MAN kept a little store centrally located where trade sought him out with spot cash trade and he prospered. He did so well that he neglected to study his business—things were coming too easily for that. Then a local disaster wiped him out, leaving him only a fund of $1,400 which fortunately he had in bank. He started with that, plus—well, let him tell it:

"I added some more to that, just how much I do not know. I just put in insurance money as it came in. My aim was to build the business. Kept no records, so do not know amount of investment. I know now I took the wrong course in making books my second consideration instead of having good records."

Now he needs a surplus to tide over readjustment, but he has not got it. He finds he has lost money and cannot tell where or how, but he "thinks it has been wrong figuring of margins and not keeping expenses as low as possible. To-day I owe very nearly as much as I own." He asks for frank criticism, advice, "scolding"; and he gives some details, thus:

"1st. Am I paying help too much? As far as I have observed, they are strictly honest. I pay store clerk $20 week, also young lady for clerking and help in office, $8. Delivery boy who keeps harness in shape, etc., $20. As for me, I keep record of everything I take for home, same prices as I sell for—no regular salary but just enough to get along on. I know I should take a salary, but it has been hard sledding and I am trying to keep business going."

Apparently Good Credit Manager

"2nd. We do mostly credit business, sales averaging $26,000. Credit losses from 1918 to December 31 this year will probably be $350—is that reasonable or not?

"I have been groping for a good bookkeeping system. At last have what I think will fit my needs in a total record book made by a certain firm and I use the same firm's credit register. I also keep purchase book. Only started all this last May. Wish I had started it four years ago, as a few minutes each day does all the bookkeeping—and now we know where we stand!

"I try to keep windows attractive—in fact, one window I give constantly to manufacturers who keep it in fine shape. I almost forgot to say that I was forced to move fourteen months ago to a location not so good as I had, but we give everyone a square deal and never allow a customer to leave dissatisfied."

I wrote this man that the information was not complete but enough for a beginning, as follows:

Certainly paying too much wages. Clerk, young woman and delivery boy cost $2,496. "I do not know what it costs you to live and you admit you do not know, probably not less than $100 per month. That is another $1,200 and makes wages expense of $3,696. Figuring against sales of $26,000 that is 14¼ per cent. Now, years ago wages were fixed at a limit of 6½ per cent. to 8 per cent. on sales. In 1919 the average was 8.3 per cent. Inasmuch as wages range less in your vicinity than the average over the continent, your limit should not be more than 8 per cent. The first move, therefore, must be to get down to 10 per cent.

"That means, as I see it, that you must immediately get rid of the clerk. That will take $1,040 out of expenses and run the wages down to $2,656. Then get somebody to deliver for less than $20 per week, which I am sure you can do with little trouble. Study every way to cut expenses. Remember that a dollar or fifty cents or any other seemingly trifling sum that goes out regularly piles up a lot of money in a year. If you can manage on $75 a month yourself, so much the better. That will help you get right so much the quicker.

Where to Get Information

"You are running credits remarkably well—provided you are correct in your estimate for remainder of this year. On sales of $26,000, annual losses of $130 would be allowable. You are running $116.66 average. Evidently you are a careful extender of credit and a good collector. Keep it up. Be everlastingly watchful and insistent on your credit terms. Have the courage to cut off anybody whose account runs behind. That is one splendid way of stopping what in many businesses is a ruinous leak.

"Your credit register system is all right. Any system is all right which tells you what you are doing. Yet you must have knowledge of the fundamentals. As a beginning, write to California Prune & Apricot Growers, San Jose, California, for 'Profits in Prunes.' It is free. It covers much of the fundamentals of all retailing. Write to Bureau of Business Research, Harvard University, Cambridge, Mass., for bulletin No. 3 which covers a system of accounts for grocers, bulletin No. 13 on management problems and bulletin 18 which contains latest operating expense figures of grocery stores. If you tell the Bureau you are ready to co-operate in its work by supplying your annual figures—always held in confidence—I believe the pamphlets will cost you nothing; but in any event the bill will be inside of $2.50 and will be worth many times that to you.

"The study of expense tabulations will give you lots of valuable knowledge. Then write Theo Macklin, Agricultural Experiment Station, Madison, Wisconsin, for bulletins No. 324 and No. 327—both free. Then to Department of Agriculture, Washington, D. C., for bulletin No. 1044. That may cost you ten or twelve cents—send 15c and be thankful it is so cheap! Lastly, send to State Department Farms and Markets, Albany, New York, for 'A Study of Certain Problems of the Retail Grocers of New York City.' This I think is free, but anyway the cost will not exceed a few cents."

Lots of Stuff in Small Space

That list of pamphlets should be supplemented by every grocer with Macklin's "Efficient Marketing for Agriculture," published by MacMillans and obtainable at any book store for about $3. Do not shy at so much "agriculture." Practically everything you handle is agriculture! And all these studies are practical, down-to-earth dope that every merchant needs these days of keener competition.

Every grocer needs to study the various kinds of goods handled to arrive at the correct margin on each—for they are not all alike! Every merchant should discuss this with his wholesale grocer. I do not mean to talk only to salesmen, although the boys are very helpful if you know how to get real information from them, always willing to meet a merchant on his own ground. They will be seriously businesslike with serious minded men. They will be frivolous "story tellers" with those who lean that way.

Go to headquarters. Lay the case before the manager of your jobbing house and get him to refer you to somebody who can help you put right margins on your goods. Then continue to observe and adjust margins as may be suitable to your own business. Remember that general rules always must be modified to fit special cases, but remember also that modification must not always be downward. It is one outstanding weakness of merchants that modification

nearly always means reduction in prices—"you can't get prices like that in my town!" is what they say and think. But the fact is that modification must be upward oftener than down if you are to be benefited. Moreover, it can be down in most cases in any old town—don't mistake that point! The man who realizes these facts makes money. He who thinks otherwise—and most do—is headed for the scrap heap.

What "Little Fraction" Can Mean to You

Finally, think of the importance of pennies and half pennies. This man is doing only $26,000 a year. He makes 78,000 sales, counting three to the dollar. An error of one cent per sale will cost him $780 a year. Half a cent will let him in for $390 losses. Think along those lines for a while. Then continue to think the same way. Figuring, thinking, watching must be continuous as your business if you want to succeed.

In closing I want merely to mention a typical item that reminds me of certain human weaknesses. Having written this gentleman at length in response to his urgent request to aid him out of his troubles if possible, I noted that his town is one of considerable interest and I have never been there. So I asked him to try to send me a little story, newspaper or otherwise, with some "views"—maybe a little historical sketch. I offered to pay. Did not want anything for nothing. To that I have no response—have no further word from him at all. Reminds me somewhat of a certain old-time story which contained a question: "Where are the nine?" Remember?

Of course, I bear him no malice. I write with my customary smile!

"Present Forms of Taxation Are a Burden on the Retailer"

Henry Watters, Dominion R.M.A. Treasurer, in Addressing Eastern Ontario Retailers, Expresses the Opinion That the Merchant Has Little Chance of Passing Sales Tax On

WINCHESTER, Oct. 9. (Special).—"Encourage your local merchant. He is making your municipality whatever it is. Give him the preference whenever you want anything."

The foregoing is the advice given to a large gathering of the residents of the town of Winchester, Ont., a few days ago by Henry Watters, president of the Eastern Ontario and Ottawa District branch of the Retail Merchants' Association. The occasion was the presentation of a charter to the newly organized branch of that town, and in addition to the attendance of retail merchants from Ottawa and various points in the district, there were a goodly number of townpeople present. The Ottawa contingent, which was made up almost wholly of the retail grocers and officials of the R. M. A., was dined at the Hotel Winchester, where they were met by representatives of the new organization. They later went to the town hall where the meeting was held. The speakers included Mr. Watters, Provincial Secretary W. C. Miller; District Secretary J. C. Campbell and Clarence A. J. Miller, representing the Retail Merchants' Underwriters' Agency. The Dominion Board, R. M. A., was represented by Assistant Secretary F. R. Perrott.

Support the Local Merchants

In his address, Mr Watters laid strong emphasis upon the importance of supporting the local merchant. "He is the man who is paying the taxes and contributing to the up-keep of the community," he said. "Whereas on the other hand, the mail order houses, hundreds of miles away, are not contributing a cent to the town's welfare."

Turning then to the merchants themselves, Mr. Watters urged everyone to link up with the association. It was the fond hope of the organizers to have every retail merchant in the country become a member of the association.

A Burden on the Retailer

It was to their advantage, because the stronger the association was, the more it could accomplish. On the question of taxation, Mr. Watters said the present government seemed disposed to impose a burden on the retailer, which should not rest on him. The sales tax was not fair, because the merchant had little chance to pass it on. The receipts tax would be irksome because it would cause many difficulties. It was not even known yet whether a cash register coupon was to be considered as a receipt. "We merchants want to pay a just taxation," he said, "but these forms of taxation are not just. The merchant is penalized for trying to expand his business. This is illustrated when the merchant borrows money from the bank to put into his business. He not only pays interest, but a tax on the amount borrowed."

Following Mr. Watters' address a resolution was passed urging that in the interest of sound business, the various forms of taxation in existence now, be abolished.

W. C. Miller then gave an exhaustive resumé of the legislative work which had been accomplished by the Dominion and provincial executive boards, for the purpose of relieving retail merchants from unfair conditions. He urged that closer co-operation between the merchants would be necessary, together with concerted action, in order to impress upon the powers that be, the vital necessity of taking away instead of putting obstacles in the way of legitimate trade.

The Sales Tax As It Applies To The Retail Cake Baker

Toronto.—Delegates at the annual convention of the Bread and Cake Bakers' Association of Canada, Thursday of last week, heard an address on the Sales Tax as it applied to the retail cake baker. The knotty problem as to whether the cake baker who sold his own wares should be classified as a retailer or a manufacturer occupied the greater part of the afternoon. The matter was one upon which nobody present was in a position to give an authoritative ruling as to how a baker refusing to pay the tax legally stood.

E. M. Trowern, of Ottawa, who dealt with the subject, called down coals of fire on the legislators responsible for the tax, which he said was beyond the task of any ordinary man to properly interpret. "If the tax applies to the little retail cake maker," he said, "then it would also apply to all the housewives who make their own cakes.

"The law says you cannot sell to yourself. My own opinion is that the tax is not meant to apply to the retail cake baker, and I should advise you to sit tight. We have got to see that the men we send to represent us shall frame laws that will be understood by the citizens."

Some of the delegates wanted to know what they were to do if the authorities proceeded against them, as the law provided for fines up to a thousand dollars for infringements. "You cannot pay if you do not know what you have to pay," replied Mr. Trowern. "Ask the authorities to send you in a bill. They don't know what it is; nobody knows, so how can you pay?" The delegates were pleased with this expression of opinion, but Z. Hilton applied a damper by stating that the best legal opinion in Toronto was that the cake bakers were liable to the tax.

The scene was a court house in one of the States in the South. A large audience was present, and the presiding magistrate who was new to the position, lost his temper.

"You, there!" shouted he, pointing to the old negro in front of him, "Are you the defendant?"

"No, yer honor, I ain't," said the negro. "I ain't done nothing to be called names like dat. I've got a lawyer man to do the defending."

"Then who are you?" demanded his honor.

"I'se de gen'leman dat stole de chickens," was the reply.

"Cleaning up" wit



O-Cedar Polish

NOW comes the big Fall "clean-up."

Fall *"house"* cleaning with the women.

Fall *profit* clean-up with the merchants.

And, since women use quantities of O-Cedar Polish in the course of their Fall cleaning, *you* can count on O-Cedar to bulk largely in your September—October profit-taking.

Bottle Sales *Versus* Tin Sales

At this season no dealer should be content with **"bottle"** sales of O-Cedar.

It's easy to sell it by the tin.

With the average customer, it is merely a matter of making the suggestion.

Say to her:

"A quart tin contains 9½ times the Polish of a 4-oz. bottle—and yet the price is only 5 times as much. There is an even greater saving when you purchase by half-gallon or gallon tin."

She will readily see from this, the economy of purchasing by the tin.

It is by such suggestions that a merchant increases his turnover.

"More volume" is your aim—go after it by selling goods in quantities where possible.

O-Cedar is one product you can sell in quantities—especially at Fall House Cleaning Time.

Retail Prices: O-Cedar Polish in Bottles, 30c and 60c. In Tins, $1.50, $2.50, $3.50.

O-Cedar Polish Mop, large size, triangular shape, $2.00.—O-Cedar Dusting Mop, large size, triangular shape. $2.00.

O-Cedar Polish Mop, small size, triangular shape, $1.25.

CHANNELL LIMITED

TORONTO

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI OCTOBER 13, 1922 No. 41

Comparison of Operating Costs

RETAILERS will find interesting the leading story in this week's issue dealing as it does with the operating costs of departmental stores. The common figures for total expense, as pointed out in this article, in 1921, for three hundred and one firms from which reports were received was 27.8 per cent. of net sales. Substantially more than one-half the firms reported total expense between 24 and 30 per cent. of net sales. The highest total expense reported was 45.9 per cent. of net sales.

In view of the fact that the cost of doing business in service grocery stores averages 16 per cent. grocers will be impressed with the much greater percentage of expense in the larger stores. However, the fact must not be overlooked, that in spite of a higher percentage of costs, and a general depression in business, the department stores showed an average net profit for 1921, whereas some of the individual branches of trade showed a net loss.

The chief items which were higher in ratio to sales in 1921 were salaries and wages, rentals and advertising. Many of the smaller items were almost the same in percentage of sales in both years. The gross margin between the cost of merchandise and the sales was slightly higher in 1921 than in the preceding year, but the difference was less than the increase in total expense. Consequently the average net profit was lower in 1921.

Heavy Orders for Canadian Wheat

THE PRELIMINARY estimates of the Dominion Bureau of Statistics for the wheat crop of Canada is 388,773,000 bushels, an average of 17.25 bushels per acre, as against final returns for 1921 of 300,858,000 bushels, or an average of 13 bushels per acre. This is equivalent to an increase of 29 per cent. over the volume of wheat harvested last year, says the Canadian Bank of Commerce monthly statement, and when it is remembered that this return comes within 5,000,000 bushels of the record harvest of 1915, there is good reason for thankfulness. The general level of the grain market, however, continued to be low until the latter part of September, when uncertainty as to the outcome of the crisis in the Near East gave a considerable stimulus to wheat. Although the farmer has been handicapped by the continued high cost of threshing and, in some sections at least, by a scarcity of farm labour, and although market prices are still a severe disappointment to him, he is on the whole in a much better position than at this time last year. The element of uncertainty which always enters into the market favored, at that time, a further decline in agricultural prices; today the probability is that they will show greater firmness. The deciding factor is, of course, the demand from abroad and the ability of would-be purchasers to pay, and at present nearly every element in the situation appears to favor an increased and steady demand for Canadian wheat. The world production of wheat is reported to be about 40,000,000 bushels below that of last year. The United States Department of Agriculture estimates the year's crop, exclusive of Russia and Mexico at 3,019,526,000 bushels. It is thought that the Russian crop will meet all the requirements of that country this winter, but in any event this factor is not likely to affect the market—its chief importance will probably lie in its giving Russia the ability to take an active part in Balkan affairs. The Indian and Japanese crops are larger than last year, and it is reported that the Argentine will be able to put on the market in 1923 a larger amount of wheat than she did this spring. The decrease in the European wheat harvest, however, amounts to 139,000,000 bushels from last year, and 174,000,000 bushels from the pre-war average. Europe should, therefore, require considerably more wheat from Canada this year than last, and the general improvement in sterling and the continental exchanges, together with the lower price of wheat, should enable her to increase her purchases. The figures quoted below, under the heading of Foreign Trade, show that there has recently been a marked acceleration in orders for Canadian wheat. The facilities of the chief Canadian ports are being taxed to their utmost, and already, in the early part of September, Montreal is reported to have made a world record by loading 1,569,393 bushels of wheat for sea in a single day. Farmers are marketing their grain freely, and the crop movement from Western Canada is proceeding at a satisfactory rate.

Reports that business is showing marked improvement are becoming more and more frequent from all parts of the country. There is still, of course, an unevenness in industrial conditions, and certain industries which depend primarily upon large supplies of coal, iron and steel have, in a number of cases, been obliged to close their plants. But this is obviously the result of an artificial curtailment of supply rather than of a decreased demand. In the case of the wholesale and retail trades the sobering experience of the last two years has modified to a large extent the general opinion as to what constitutes an autumn revival of business. Orders, though moderate in volume, have become steadier, collections have improved, and there appears to be a disposition on the part of customers to be satisfied with a much shorter term of credit.

Are You Building Goodwill?

AN ARTIST who painted very poor pictures once took one of his canvases for criticism to Whistler, the great American artist. Whistler shrugged his shoulders and made a grimace that spoke volumes.

"But a man must live somehow," urged the near-artist, divining what was in Whistler's mind. "Only a few will know the difference."

"True," replied Whistler. "But those few have tongues. When those tongues get through wagging, everybody will know what kind of work you turn out. Better paint good pictures, or none at all."

There's a moral in this little story for merchants as well as artists. We are all helping to serve the public—hundreds of thousands of people with wagging tongues. What are those wagging tongues saying about your service? Are they building goodwill for you, or are they tearing down your business to its very foundation?

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

A new grocery store has been established at the corner of Waterloo and Peters Streets in St. John by D. A. Porter.

K. E. Chittick has opened a grocery store on Prince Edward Street in the store formerly occupied by H. Barker, now Barker Bros. Mr. Chittick is handling groceries only.

The building on Union Street, St. John, owned by McPherson Bros. and used on the ground floor by that firm as a grocery store for many years, is being repaired and will be ready for occupancy shortly. Fire damaged the building in July.

After a trial of the weekly half holiday through the summer, the grocers of West St. John have adjudged the plan an entire success, and, instead of returning to the normal hours the first of September, continued the weekly half holiday plan through September.

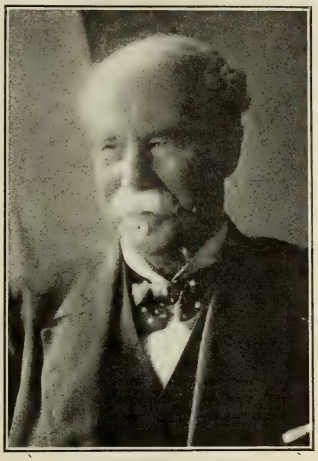
Barker Bros. have opened a new store on Main Street, St. John, at the corner of Portland Street. This firm had a branch in the north end some years ago but discontinued it. The main store of the firm is on Princess Street. Another is located on Prince Edward Street. Barker Bros. have stores in Amherst and Moncton also.

Quebec

Owing to ill health, J. Grenier, junior partner in the firm of Grenier & Co., retail grocers, St. John St., Quebec, has been forced to leave his business and retire to the country for some time.

The Match Co., Limited, Montreal and Berthierville, have appointed C. Louis Allen to the position of vice-president and general manager in charge of all the branches of the company's business. Mr. Allen was formerly vice-president in charge of sales.

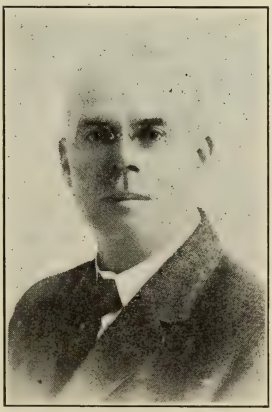
J. P. Malagodi, who has been vice-president of the firm of Amoroso and Malagodi Co., Ltd., wholesale grocery specialists of Montreal, has resigned his position and connection with the firm to open his own business, that of commission merchant. His new office is at 59 St. Peter St., Montreal. J. E. Schroeder, who for some years has been treasurer of the firm, is now vice-president and general manager in Montreal. Since the business has grown considerably during the past few years more capital has been put into it and new and larger accommodation has been sought. The firm will move to their new offices at 248 St. Paul St. West, Montreal, on Nov. 1st.



SIR THOMAS LIPTON
Who is in Toronto this week on a visit to his Toronto office—Sir Thomas will go to Vancouver before returning to the Old Land.

RICE AT FIFTY CENTS PER POUND

Rice at 50c. per lb. It seems out of all proportions, doesn't it? It is nevertheless true however. A grocer in Peterborough, Ont., is offering black rice at this figure. It is native rice picked by the Indians at Rice Lake, about 20 miles south of Peterborough.



FRED G. DAWSON
Wholesale grocer of Prince Rupert B.C. who has been appointed a member of Canada's National Railway Board.

Ontario

B. F. Amos, sales manager of the Nestle's Food Co., New York, was in Ontario last week. He visited the wholesale trade in Hamilton on Thursday and spent Friday in Toronto returning to New York that night. This company, which manufactures condensed and evaporated milk, has a Canadian factory at Chesterville, Ont.

Frank W. Robinson of the Grimsby Brokerage, has just returned from a two months' business trip covering Great Britain. When in London Mr. Robinson made his headquarters at the Canadian Club of Great Britain, 19 Stratford Place, and reports that this club and also the Canadian Chamber of Commerce at 55 Holborn Viaduct, are very anxious that Canadian business men should make themselves known there when visiting London.

Toronto Has New "Chain" Known As Superior Stores

Toronto, Oct. 13. (Special).—A new chain of grocery stores, known as Superior Stores Ltd., was inaugurated here on Friday last. This new organization represents fifty Toronto grocers who have been operating independent retail places for some time past, and who now have joined forces for the purpose of buying collectively, and they claim at such advantages as to meet the competition of other "chains." All these Superior stores are known by their yellow fronts, and just at the present time are being operated as they were before the change was made. Service of delivery is being given, and this will be continued for the time being at least. Former proprietors of these stores who have entered the Superior organization are, of course, retained as managers of the various Superior branches.

While this new organization, it is claimed, is separate and distinct from the York Trading Co., a wholesale buying concern, these stores are in agreement to buy from the York Trading Co., but at the same time, providing that prices are equally attractive, there is nothing to prevent them making purchases from other places.

Officers of Superior Stores Ltd. are: president, G. Riley, College Street; vice-president, C. G. Brythe, Lansdowne Avenue; secretary-treasurer, J. Oldham, Brock Avenue; directors, T. Cain, 311 Danforth Avenue; A. Grimbley, 2129 Danforth Avenue, and R. Black, Queen Street, E.

Would Make One Collection of Sales Tax

Effort Being Made by Some Organized Manufacturers to Have Sales From Maker to Wholesaler Exempt—Manufacturer or Wholesaler Would Then Collect 4½% From Retailer

EDITORIAL NOTE:—Canadian Grocer would like to hear from retailers and others interested, with their views on the above suggested change.

A WELL organized effort is being made by a number of manufacturers' associations to have some amendments put through in regard to the collection of the sales tax by the Dominion Government.

This movement has in view the following changes:

That the sales tax could not be absorbed by any section of the trade, that the sales tax from manufacturer to wholesaler on goods bought for resale and from one wholesaler to another be entirely eliminated; that the tax from wholesaler to retailer be 4½% and from manufacturer to retailer 4½% when the manufacturer sells direct.

Those behind this movement claim that this system would ensure more equality between the manufacturer who sells direct to the retailer, and the wholesaler who now charges the retailer only 2¼%. The heads of the movement state that in many cases through competition or pressure, many manufacturers are absorbing the 2¼% to the wholesaler but when selling to the retailer they have to charge 4½%.

It is planned by the men behind the proposed changes, that the matter will be taken up with the Government through the Canadian Manufacturers' Association.

New Root Vegetables' Act Must Have Plenty Of Publicity

Ottawa, Oct. 9. (Special).—Measures for acquainting the public with the provisions of the new Root Vegetables Act were under consideration at a recent meeting of the advisory committee of the grocers' section of the Retail Merchants' Association of Canada. It was thought advisable to give the matter the widest possible publicity in view of the misunderstanding that was likely to exist for some time, and the suggestion was made that letters be sent to each of the newspapers, in which the weights, together with the weight of a bag or a bushel, would be stated. The suggestion was referred to the grocers' section.

The Federal Department of Agriculture's proposed campaign for the purpose of promoting the sale of eggs graded according to government standards, came in for considerable discussion. In fact the meeting was called especially to consider this matter. W. A. Brown and E. Rhoades, of the Poultry Division of the Live Stock Branch, were present and explained the intentions of the department.

B. G. Crabtree, of Ottawa, was appointed to represent the grocers' section on a committee which will also include representatives of the Producers' Association and the Wholesalers' Association, which committee will stand ready at any time to advise with the Federal Department of Agriculture and give its assistance when required.

The action of the United States Federal Commission investigating the case of a food product firm in that country which is charged with restraint of trade, was referred to. It is reported that this concern has refused to sell its products to a syndicate of retail grocers but is selling to chain stores and co-operative societies. The retail grocers of the United States are endeavoring to find out the reasons for the alleged discrimination against them. As this question is one which is not confined only to the United States, the grocers' section is awaiting the result of the investigation with much interest.

Committee Will Hear Opinions on Anti-Combine Bill

Toronto, Oct. 13. (Special).—The special committee appointed by the Ontario Legislature at the close of the last session to deal with the Anti-Combine Bill introduced into the House is meeting on Tuesday next at the Parliament Buildings at 10.30 a. m. It will be remembered that this bill was given its first reading shortly before the session closed, and it was decided to appoint a committee to hear opinions on a bill of this kind. An opportunity will be afforded anyone having anything to say on this question to appear before the committee next Tuesday and express their views in regard to the same. The personnel of the committee is as follows:—Hon. W. E. Raney, Hon. Manning Doherty, Hon. H. C. Nixon, J. W. Currie, Murdock, Casselman, Greenlaw, W. Hay, Sinclair, R. R. Hall, Black, Hill and Buckland.

Western Canada Notes

Screaton & Whiteside, manufacturers' agents, Winnipeg, have been appointed representatives for Western Canada for The T. Upton Co., jam manufacturers, Hamilton, Ontario.

G. T. Benson, president of the Canada Starch Company, Montreal, is on a business trip to Winnipeg, and called on their Western representatives, Mason and Hickey.

H. P. Pennock & Company Limited, Winnipeg, who are representing Rosenberg Bros. & Company, San Francisco, packers of dried fruits, in the Province of Saskatchewan, have taken over the representation for the additional territory of Manitoba and Western Ontario.

OFFICIALS ATTEND QUAKER OATS DANCE

Saskatoon, Sask. (Special).—A well attended dance was held by the Quaker Oats Club recently at their clubhouse near the Quaker Oats mill.

There were about 75 couples on the floor, and Thos. Reynolds, the local manager, and officials of the company from Chicago joined in the dancing. A four-piece orchestra supplied the music and refreshments were served.

UNTIL GROCERS ARE PLACED ON THE EXEMPTED LIST

"The members of the Retail Store Association are quite willing to abide by the early closing bylaw until groceries are placed on the exempted list," said W. D. McKinnon, secretary, last night, speaking on the coming into effect of the new civic regulation. "All the same," he declared, "there is no business city in which foodstuffs cannot be procured after 6 p.m." In commenting on the early closing bylaw, J. H. Curle, secretary of the Manitoba section of the Retail Merchants' Association of Canada, says it represents an agreement arrived at at a conference between the classes more particularly affected and the association.

TORONTO TRAVELLER HERO OF NORTH FIRE

North Bay, Ont.—A. P. Whitlock, of Toronto, a traveler for the Swift Canadian Co., badly burned about the arms and hands, but with the proud record of having saved the lives of 32 persons in North Cobalt, was the centre of a crowd here of those he succored. Whitlock, while making light of his injuries and his heroism, told of the rush of the fire into North Cobalt. He was able to commandeer a truck on which he placed his charges, and brought them into Cobalt in safety, later putting them on board the relief train.

New Grocers' Organization at Coast

Grocers In Vancouver Organize Separate and Independent Association, Unaffiliated With the R. M. A., But Distinctly Not In Opposition To It—James Harkness The New President

Written by ROY A. HUNTER, Vancouver, for Canadian Grocer

VANCOUVER, B. C., Oct. 9. (Special).—The biggest news in retail circles in Vancouver in the last few days is undoubtedly the formation of a new retail grocers' organization entirely separate and distinct from the Retail Merchants' Association.

While it has been felt that the Retail Merchants' Association was not getting as far with the retail grocers as many would have wished, the idea of starting a new association entirely would have been the last thing that many of the members would have countenanced.

The stumbling blocks in the way of the Retail Merchants' Association getting anything like a hundred per cent. of the grocers into their membership were not so numerous as they were insurmountable. For one thing, there are apparently many merchants these days who do not feel they can pay $25 a year to hold membership in a trade association. I am not discussing whether their stand is justifiable or not, but that such is true in a very real sense, one can readily ascertain by having a chat with an organizer in this or any other province.

Credit Rating Service Valued

Now an association giving the service that the Retail Merchants' Association gives cannot function on any nominal subscription per annum. Many merchants consider the credit rating service worth many times what they pay for it, and feel that any reasonable amount under fifty dollars is well spent for membership in the association and participation in this one advantage—not to mention the other services. These merchants would frown upon any move on the part of the officers to lower the dues by curtailing the service. There you have the stumbling block in the way of bringing all the retailers into the association.

Add to this the fact that at the last provincial convention it was decided to discontinue the Vancouver branch with a separate secretary and to merge the Vancouver branch in the provincial office. Mr. Ing, who was formerly known as the Vancouver secretary, is now assistant provincial secretary. Here again some of the local grocers feared that in spite of the size of their dues they would be in danger of receiving less local service. They probably would get all the service they demanded, but the change lent color to the statement that less service might now be expected. For the last few weeks I gather that the various factions that were dissatisfied with their present association were ripe for a split. A clean cut from the association would have been countenanced.

Wanted Separate Organization

At this juncture a certain group in the Retail Merchants' Association made up of retail grocers who had their ears to the ground, unknown to the officers of the association, laid all their plans for the formation of a distinctly separate association of retail grocers under the name of The Greater Vancouver Retail Grocers' Association. And all the organization committee are members of the Retail Merchants' Association.

The mountain couldn't come to Mohammed and the prophet couldn't budge an inch, as it were, so this committee faced the situation and midway between the two, as you might say, they staked, sub-divided and are putting on the market an oasis where messages between the said prophet and the said mountain may be relayed.

In other words, this committee intends to maintain its membership in the national body, organize the local retailers and sell them the idea of "co-operation through association" at a nominal fee, and then act as "contact men" between the Retail Merchants' Association and the dozens of small retailers whose assistance they really need to put anything across in a strong way. In fact the constitution of the new association, I am told, provides that for every 25 members carried in the "Greater Vancouver Retail Grocers' Association" one membership in the Retail Merchants' Association must be purchased—and the member whose dues shall thus be paid in the R. M. A. shall be a man who is not already holding membership in the R. M. A.

The Men Responsible

The chairman of the organization committee, who was elected as the association's first president, is James Harkness. Mr. Harkness is now and was also last year chairman of the provincial grocers' trade section in the Retail Merchants' Association. Associated with him in the organization work, and all members also of the R. M. A., were George Carter, J. F. Merrilees, H. Curry, A. A. Blain, Con. Clarke (of the A. & C.), T. W. Vincent, W. Allison and Sam Pritchard.

The new officers elected, beside the president already mentioned, are also prominent in the Retail Merchants' Association. Vice-president R. Thompson is also president of the North Vancouver branch of the R. M. A. Second vice, James Borthwick, South Vancouver; honorary secretary, W. D. Brown; treasurer, J. E. Merrilees, and executive secretary, R. Hill Fairley, an officer also trained in the Retail Merchants' Association, although not associated with the R. M. A. recently.

Mr. Harkness states, "There are quite 400 retail grocers in Greater Vancouver. Our objective is at least 300. We must speak for the majority of the trade if we wish our voice to be considered authoritative. Although as an association we are only a few days old," stated the president, "we have over 100 members, and the interest promises to increase."

The literature of the new association states:

"This committee, who are all members of the Retail Merchants' Association, wish it distinctly understood that they are not out in opposition to the R.M.A." but at the same time Secretary Fairley points out that "while many of the Greater Vancouver Retail Grocers' Association are also members of the grocery section of the R. M. A., the organizations will not be in any way affiliated." The new organization should go a long way. It is in the happy position of truthfully telling the disgruntled exmember of the R. M. A., if there be any such, that there is no affiliation, and yet may also truthfully point out to the merchant who admires the R. M. A. that "they are distinctly not in opposition to it." For a fact, doesn't it look as if both Mohammed and the mountain ought to move and second a vote of commendation for the long-headedness of the promoters of the said oasis?"

Thunder Bay Farmers Form Co-Operative

Fort William, Ont. (Special). — The officers of the Thunder Bay Farmers' Co-operative Company announce they have disposed of sufficient stock in the company to insure its operation.

The provisional directors are: D. C. Garver, Slate River; W. J. Edmond, Dorion; W. Boulter, Dorion; W. White, Murillo; F. R. Mayotte, Stanley.

The formation of this co-operative company is the outcome of a meeting held on June 22 when it was decided to make an effort to organize this company with a capitalization of $100,000. It was necessary to sell $25,000 in stock within ninety days from that time.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE feature of the markets for grocery commodities this week is the strength of the sugar market, following a period of general weakness. Close on the advance as announced in last week's issue, came another jump in prices at the week-end, when all Canadian refiners announced a price of $7.25 per cwt. Montreal basis. The whole situation is reported very much improved. The raw market is higher, and according to advices the upward movement in raws is very decided. Sales of Cubas are reported on the basis of 3½c c. & f. equal to 5.28c duty paid. It appears that buyers of refined sugars in the States, having refrained from buying, have run out of supplies, and are now in the market for granulated. This general buying has been responsible for advances in the refined article on the other side. It is stated in advices from New York that stocks of raws in all parts of Cuba are now 430,409 tons, an important part of which is controlled by strong hands or else is contracted for under toll agreements and this should preclude the possibility of heavy offerings from Cuba except at very satisfactory prices. Porto Rico has only limited supplies of sugar available for shipment, whlie Philippines afloat are reduced to 18,000 tons.

Canned goods are moving fairly well these days, buying appearing to be more active. Prices on most lines of canned vegetables are attractive. The situation in dried fruits is much the same as a week ago. Raisins and currants are both quoted at very strong levels, the latter being slightly higher this week. New California raisins should be available on this market shortly, and the new pack prunes is also expected very soon. Shipments of Smyrna figs have been received, and are offered at strong figures. Cereals continue to sell in small quantities, according to immediate requirements. The market is inclined to be easy, and prices for rolled oats rule at the declines noted last week. Teas are much the same, that is, very strong, and indications from primary centres point to steadily advancing quotations. There is a moderate demand for rice at unchanged prices, there being little feature to the general situation. Spices are steady. The flour market shows no change. Domestic fruits continue to be offered although supplies are not offered so freely. Apples are coming forward plentifully, and are quoted at fairly easy levels. Potatoes are moving to market in good volume, and prices are holding at firm figures.

QUEBEC MARKETS

MONTREAL, October 11.—Wholesalers, grocery brokers and retailers report a marked improvement in business during the past two weeks. More interest is manifest on all sides. The sugar market shows more strength and some refiners doubt the weakness that was predicted for sugar this month. The raw sugar market is advancing and the demand shows an improvement. Canned goods prices are lower and buying is heavier. There is a wide margin in the prices quoted on walnuts, particularly Bordeaux shelled. Immediate deliveries of the new crop are high but easier prices are expected. Raisins, currants and figs continue to advance. Molasses and corn syrups are unchanged. There are a few changes in package goods. Cereals are stronger and the demand is heavy since the retail trade has been carrying very light supplies. The rice market shows an easier tendency. Oranges are easier in price but the export demand for apples has advanced prices on that line. The vegetable market is well supplied and prices are easy. Tea prices are strong and some wholesalers have advanced Ceylons two and three cents a lb. The coffee market shows no change. Spices are steady.

SUGAR MARKET FIRM

Montreal.

SUGAR.—The sugar market is on a stronger basis with raws c. & f., New York quoted at 3½c. The local refiners are standing firm at the present basis and claim a strong future for sugar since the carry over of both raws and refined is light. Yet the future is indefinite. The beet sugars are due on the market this month and they may have a weakening effect, depending largely upon the attitude of the refiners who handle this type of sugar.

SUGAR—

Granulated, per cwt.	7 25
Do., barrels	7 30
Granulated, gunnies, 5-20	7 45
Do., cartons	7 65
Do., gunnies, 10-10	7 55
Do., cases, 50 2-lb. cartons	7 75

CEREAL MARKET STRONG

Montreal.

CEREALS.—The new crop of rolled oats has started through the mills and yet the market stands strong and so far there is no realization of lower prices. Millers state that the demand is good and the trade is brisk. Transportation is reported poor and supplies on hand are short. An advance in the price is not expected but the market throughout is firm.

CEREALS—

Rolled oats, bag	3 10	3 25
Oatmeal		3 75
Pearl Hominy		2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.		7 65
Buckwheat Flour		4 25
Pot Barley		3 25
Pearl Barley		3 85
Beans, Ont.		3 80
Do., Can.		3 30
Lima Beans		0 06
White Beans		0 07½
Green Peas, dried	0 03	0 05¾
Split Peas		0 07¼
Peas, standard	1 70	1 80

CANNED GOODS REDUCED

Montreal.

CANNED GOODS.—Local wholesale grocers have set their prices on the new pack of canned goods. While these prices are much lower the packers have emphasized the fact that they have made a big effort to make a reduction in the price so as to stimulate buying and increase the consumption. They

state that lower prices are not warranted by the size of the pack and that in reality the pack of tomatoes this year is only 6 per cent. of the average of the past three years, but the quality is excellent. Tomatoes, 2½s are quoted at $1.42½ for standard and $14½ for choice. The 2s are quoted at $1.05 per doz. and the gallon standards at $5.25. Corn on cobs 2½s is quoted at $2.40 a doz. and 2½s are quoted at $1.20 for standard, $1.30 for choice and $1.40 per doz. for fancy. Yellow peaches in heavy syrup are quoted at $2.35 a doz. for 2s standard, $2.40 for 2s choice and $2.65 for 2s fancy. Bartlett pears in heavy syrup are quoted at $2.35 for 2s standard. Niagara sliced pineapple in one pound gladd jars, heavy syrup, are quoted at $5.25 per doz.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	**180**	....
Corn, 2s	1 20	1 40
Corn, extra quality	....	1 40
Corn (on cob) 2½s	....	2 40
Carrots (sliced), 2s	**1 45**	**1 75**
Spinach, 2s	**2 85**	**2 90**
Squash, 3s	**2 35**	**2 90**
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	**1 80**
Do., California, 2s	**3 15**	**3 50**
Do., (wine qts.)	**3 00**	**3 00**
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s standard	0 95	1 00
Do., 2s	....	1 05
Do., 2½s	1 42½	1 45
Do., gallons, standard	....	5 25
Parsnips, Simcoe, 2's	**1 90**	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	**4 50**
Do., early June	1 85	2 00
Do., extra fine, 2s	....	**3 85**
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30
Canned chicken haddies, 48, lb.	....	9 00

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 35
Do., 3s, doz.	**1 60**	**1 70**
Do., gallons, doz.	**4 80**	**5 40**
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	**18 50**
Blueberries, 2s	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	**3 50**
Do., 2	**3 20**	**3 30**
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
California Peaches—		
1s	....	**2 90**
2s	....	**3 25**
2½s	....	**4 20**
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	**2 45**	**3 10**
Yellow cling, halves	....	**2 60**
Yellow cling, sliced	....	**2 60**
2's	....	**2 20**
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 35 2 40	2 65
Bartlett Pears, H.S.	2 35	2 60
Greengage Plums, heavy syrup	**2 20**	**2 00**
Lombard plums, heavy syrup, 2-lb.	....	**2 40**

PRICES ON SHELLED WALNUTS VARY

Montreal.

NUTS.—Various prices are being quoted on Bordeaux shelled walnuts and in some instances the price is as low as 52c. per lb. in 55 lb. boxes, and 58c. per lb. in small quantities. Other prices run as high as 60c. per lb. for future delivery. In reality the market for Bordeaux shelled walnuts is quite firm and the first deliveries will demand a higher price on spot stocks. There is a weak tone to the almond market and spot stocks are quoted at from 39 to 40c. per lb. The peanut market is weaker, but no changes in wholesale prices have been made.

NUTS—

Almonds, Tarragona, per lb.	....	0 19
Valencia shelled almonds 3 crown	0 39	0 40
Pecans, new Jumbo, per lb.	....	**0 60**
Do., large, No. 2, polished	**0 29**	**0 30**
Cocoanut (shredded, bulk)	**0 26**	**0 28**
Brazils, shelled	....	**0 50**
Peanuts, Jumbo	....	**0 15½**
Filberts (Sicily), per lb.	....	0 12½
Do. shelled No. 1 Spanish	....	**0 10½**
Do., salted red	....	**0 17**
Peanuts, shelled, No. 1 Virginia	....	0 12½
Walnuts, Grenoble in shell	....	**0 30**
Walnuts, Marbot	0 25	....
Do., new Naples	....	0 28
Do., Bordeaux, shelled	0 52	0 60
Do., shelled, No. 1 Virginia	....	0 12½
Peanuts (salted)—		
Fancy wholes, per lb.	....	**0 34**
Fancy wholes, 10 lb. tins	....	2 10
Do., 10 lb. boxes	....	1 80
Do., 25 lb. boxes, per lb.	....	0 17

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

CURRANT PRICES HIGHER

Montreal.

DRIED FRUITS.—There is marked strength in currants and prices for spot stocks advanced to 17c. per lb. Local importers state that currants will be scarce this season. Prices in almost all lines are fluctuating rapidly but in the wholesale trade they have shown little change so far. In New York figs and raisins are advancing. In the past week figs have been picked up locally by brokers at higher prices which would indicate an advance in wholesale prices in the near future.

DRIED FRUITS—

Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	**0 26**
Do., 50 lbs.	....	**0 25**
Peaches (fancy)	....	**0 28**
Do., (choice)	....	**0 25**
Pears (choice)	....	**0 22**
Do., fancy	**0 27**	**0 28**
Peels—		
Cut mixed	....	**0 31**
Lemon	....	**0 26**
Orange	....	**0 25**
Citron	....	0 55
Raisins		
Valencias	....	**0 19**
Muscatels, 2 Crown, spot	....	**0 17½**
Do., 3 Crown, spot	....	**0 18**
Do., 4 Crown, spot	....	**0 18½**
Turkish Sultanas, 5 Crown	**0 25**	**0 27**
Fancy seeded (Bulk)	**0 18**	**0 19**
Do., 16-oz.	**0 20**	**0 21**
Cal. Seedless, cartons 12 doz.	....	**0 21**
Do., 16 oz.	....	**0 24¼**
California Seedless, in bulk	**0 19**	**0 20**
Cluster, 20 1-lb. pack.	....	**7 25**
Currants, loose	....	17½
Dates, excelsior, (36 10c). pkg.	....	**4 50**
Dromedary, (3-10 oz.)	....	7 00
Loose	**0 10**	0 12
Figs, 4 crown	....	0 21
5 crown	....	0 22
6 crown	....	**0 23**
7 crown	....	**0 25**
Mats, Portuguese	....	**0 08**
Smyrna cooking, bags	....	0 13
Prunes (25-lb. boxes)—20-30s	....	0 20
40-50s	....	0 17
50-60s	....	0 17½
60-70s	....	0 15½
70-80s	....	0 13½
80-90s	....	0 13
90-100s	....	0 12½

COFFEE PROSPECTS GOOD

Montreal.

COFFEE.—There is no change in the condition of the coffee market. The upward tendency apparent in August and September has disappeared and now prices are just maintained. Reports on next year's crop are good. The blossoms are healthy and the weather is good. The prospects for the December crop in the West Indies and the April crop in Brazil are good.

COFFEE—

Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound	....	0 35

EASIER TONE TO RICE

Montreal.

RICE.—There is an easier tone to the rice market on account of the more quiet conditions in the Near East and the prospects of a good crop in India. Prices on spot stocks are unchanged, but local rice brokers look for an easier price for the future.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

SYRUP MARKET STEADY

Montreal.

SYRUP.—The syrup market is steady with an improved demand. Molasses shows no change and prices are well maintained.

MOLASSES—

Puncheons, Island of Montreal	....	0 70
Barrels	....	0 73
Half Barrels	....	0 75
Puncheons, outside of Montreal	....	0 67
Fancy molasses in tins—		
No. 2, 2-doz. per case	....	7 75
No. 3, 2-doz. per case	....	10 75
5-lb. tins, per doz.	....	8 95
10-lb. tins, per case	....	8 60
Case goods subject to 10 per cent. discount.		
CORN SYRUPS—		
Barrels, about 700 lbs.	....	0 05½
Half barrels, about 350 lbs.	....	0 05¾
Quarter barrels, about 175 lbs.	....	0 06¼
2 gals., 25-lb. pails, each	....	2 00
3 gals., 38½-lb. pails, each	....	2 35
5-lb. tins, per case	....	4 20

SELF-RAISING FLOUR LOWER

Montreal.

PACKAGE GOODS.—Brodie & Harvie self-raising flour has been reduced 5c. per doz. on the three pound cartons and 10c. per doz. on the six pound cartons, making the price $2 per doz. and $3.90 per doz. Purity rolled oats have been reduced to $4.80 a case for the large size. Quaker Spaghetti, macaroni and hominy are reduced.

PACKAGE GOODS—

Aluminum package, 20s	....	6 00
Rolled oats, large	....	4 80
Do., small	....	2 00
Oatmeal, fine cut, 20 pkgs	....	**5 50**
Puffed Rice	....	**5 70**
Puffed Wheat	....	4 40
Farina, case, 24s	....	2 5[illegible]
Hominy, pearl or gran., 2 doz.	....	2 59
Scotch Health Bran (20 pkgs.)	....	3 5[illegible]
Pancake Flour, case	....	7 1[illegible]
Pancake Flour, self-raising, do.	....	2 25
Wheat Food, 18-1½s	....	3 [illegible]
Porridge wheat, 36s, case	....	6 [illegible]
Do., 20s case	....	[illegible]
Self-raising flour, (3-lb. bags,) doz.	....	2 00
Do., (6-lb. pkg.) doz.	....	3 90
Corn starch (prepared)	....	0 09
Corn starch, 1 lb. pkgs.	....	0 07½
Potato flour	....	0 14½
Flour, tapioca	**0 15**	**0 16**
Puffed rice pancake flour	....	**2 90**
Shredded Krumbles, 36s	....	**4 35**
Shredded wheat	....	**4 45**
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pkgs. case	....	3 00
Celluloid starch, 45 pkgs. case	....	3 80
Malt Breakfast Food, (36 pkgs.)	....	9 60
Macaroni	....	2 75
Spaghetti	....	2 75
Egg noodles, Quaker	....	2 25
Canadian Cheese loaf, lb.	....	0 30
Pimento loaf	....	0 32
Fancy splits, per lb.	....	**0 29**
Swiss cheese loaf	....	0 44

SPICE MARKET FIRM

Montreal.

SPICES.—There is no change in the spice market. Prices are maintained with a fairly good demand all round.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	....	0 20
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64, lb.	....	0 30
Do., 80 lb.	....	0 28
Do., 100 lb.	....	0 30
Do., ground, 1 lb. tins	....	0 35
Pepper, black	....	0 24
Grape fruit	6 50	8 00
Grape fruit	5 00	6 00
California Valencia oranges	10 50	11 00
Canteloupes, crate, 16 qt.	....	1 50
Honey Dew Melons 6-8	5 00	6 00
Plums, basket, qt.	0 40	0 60
Pears	0 75	0 90
Peaches, 11 qt.	0 75	0 80
Grapes, per basket	0 40	0 45

ORANGES LOWER

Montreal.

FRUIT.—Lower prices are quoted on oranges as the season opens. The best grades are listed at from $10.50 to $11.50 a case and others at from $9 to $10. Apples are plentiful but higher prices are quoted on wealthys since the export demand is heavy. Fameuse apples are being packed and listed at around $8.00 a barrel. Peaches are about over. Grapes are in good supply at 40 and 45c. a basket.

APPLES—

Wealthys, per barrel	5 00	6 00
Alexanders	....	4 00
Fameuse	7 00	8 00
Lemons, California	7 00	8 00
Lemons, 300s-360s, Verdillis	....	4 50
Limes, per 100	....	1 00

VEGETABLES UNCHANGED

Montreal.

VEGETABLES.—There is little or no change in the vegetable market. The supplies continue large with fluctuating prices. Potatoes and onions remain easy. New Brunswick potatoes are quoted at from 90c. to $1.00 a 80-lb. bag.

CEYLON TEAS HIGHER

Montreal.

TEAS.—Local wholesale grocers are quoting higher prices on Ceylon black teas, the advance amounting to 2 and 3 cents a pound. Japan teas are strong and the popular grades are selling at from 40 to 60 cents per pound. Fannings are quoted at from 27 to 34 cents per pound.

Pekoes	0 40	0 46
Broken Pekoes	0 49	0 60
Orange Pekoes	0 53	0 75
Broken Orange Pekoes	0 46	0 59
China—		
Common	0 24	0 35
Medium	0 40	0 50
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 80

BEANS IN PLENTIFUL SUPPLY

Toronto.

BEANS.—The market for beans is unchanged as compared with a week ago, and the opening prices on the new crop. There appears to be plenty of offerings, and dealers are quoting the Canadian hand picked and the 1 lb. pickers at from $3.10 to $3.25 per bushel.

BEANS—

Canadian hand picked and 1 lb. pickers, per bushel	3 00	3 25
Cal. Limas, per lb.	0 11	0 11½

PACKAGE GOODS ARE STEADY

Toronto.

PACKAGE GOODS.—Package goods are steady and unchanged this week. Rolled oats in packages hold at last week's decline, the 20s being quoted at $4.80 per case. Demand for these lines continues good.

PACKAGE GOODS—

Rolled Oats, 20s, round case	....	4 80
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 00
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09½
Do., No. 2, lb. cartons	....	0 07¾
Laundry Starch	....	0 07¼
Do., in 1-lb. cartons	....	0 08
Do., in 6-lb. wood boxes	....	0 11
Do., in 6 lb. tin cannisters	....	0 11¾
Celluloid starch, case	....	3 30
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	2 40
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

ONTARIO MARKETS

TORONTO, Oct. 13.—The feature of the markets this week is the advance in the price of sugar. All refiners are now quoting on the same basis, $7.59 per cwt. delivered Toronto. There appears to be a general improvement in the situation. Raw sugars are selling higher, and it is stated that refiners' supplies are in small volume. There is a better inquiry for canned goods. New pack Canadian corn is quoted at $1.25 per doz., and the new pack tomatoes is offered at $1.47½ for 2½s. Dried fruits continue strong. New crop California raisins should be obtainable in this market shortly. Currants are higher on spot this week. Some houses are quoting Smyrna figs this week, shipments having arrived recently, but the supply is said to be very limited, and prices are high. Teas on spot are said to be in light supply, and new buying is at very much higher levels than present spot quotations. Cereals both in bulk and in the packages are quoted at fairly easy levels. Rolled oats are steady at the declines of last week. The flour market is steady and unchanged. Fruits and vegetables are in good supply. Potatoes are selling at from 80 to 90c per bag.

HONEY PRICES STEADY

Toronto.

HONEY.—The market for honey shows no changes as compared with last week. Dealers report a very good demand at present prices.

HONEY—

5-pound tins, per lb.	....	0 14
10-pound tins, per lb.	....	0 13½
60-pound tins, per lb.	....	0 13
Comb., per doz.	....	3 00

COFFEES INCLINE EASIER

Toronto

COFFEE.—Indications from primary markets point to easier prices ruling on coffee. Declines are noted in New York, but the situation on spot remains unchanged. Prices are steady, as compared with a week ago, and there appears to be a fair amount of buying at present levels.

COFFEE—

Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 48
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 56
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 56

NUTS ON SPOT STEADY

Toronto.

NUTS.—Prices on the new crop California walnuts range from 22½c to 26½c per lb. f.o.b. California. These prices are from 2 to 3c lower than opening prices last year. Both French and Italian walnuts promise fairly heavy crops this year and should be available at attractive prices. California walnuts should arrive on this market in about two weeks, but the European walnuts as a rule do not arrive until late November or early in December. They should be obtainable in time for the holiday trade. Advices from New York report the situation in pecans very strong. Shipments are being received from Mexico, and are helping to relieve the shortage on the New York market. Prices on spot are unchanged.

NUTS—

Almonds, Tarragonas, lb.	0 23	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 25
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	....	0 18
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled —		
Almonds, lb.	0 47	0 50
Filberts, lb.	0 2[illegible]	0 37
Walnuts, Bordeaux, lb.	0 57	0 62
Do., Manchurian, lb.	0 53	0 57
Do., broken	0 40	0 50
Jordan Almonds	0 70	0 75
Brazils, lb.	....	0 65
Peanuts, in bags, unroasted	....	0 12½

SOME CEREALS LOWER

Toronto.

CEREALS.—The market in cereals continues at easy levels. Rolled oats are quoted this week in 90s at from $3.10 to $3.15. Pot barley is also lower, some wholesalers quoting as low as $3.45 for 98s. Other lines rule at steady prices, but the stendencies in the market is towards lower levels.

CEREALS—		
Barley, pearl, 98s	....	4 75
Barley, pot, 98s	3 45	4 00
Cornmeal, golden, 98s	....	2 50
Oatmeal, 98s	....	3 75
Corn flour, 98s	....	2 80
Rye flour	....	4 40
Rolled oats, 90s	3 10	3 15
Rolled wheat, barrels	5 25	5 75
Cracked wheat, bag	....	5 00
Breakfast food, 98s	..	4 45
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Peas, split, per bag	....	6 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	4 00
Whole Wheat Flour	....	4 10
Wheat Kernels	....	5 25

CANNED GOODS IN BETTER DEMAND

Toronto.

CANNED GOODS.—Buying of canned goods is in better volume and the lower prices that are ruling on new packed goods, appear to be attractive to buyers. Wholesalers are quoting the new packed Canadian corn at $1.25 per doz., and new tomatoes, 2½s at $1.47½ per doz. There appears to be a very active demand for canned salmon, and prices are firm. Wholesalers quote Sockeye 1s at $5 per doz., and the ½s are selling at $2.70 and $2.75. Other canned goods are unchanged. Jams are quiet, but prices are steady.

CANNED GOODS—		
Shrimps	2 85	....
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	2 70	2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	**1 45**
Pinks, 1s doz.	1 60	1 65
Lobster, ½-lb. doz.	5 40	5 75
Do., ¼-lb. tins	2 90	3 25
Whale steak, 1s, flat, doz.	**1 75**	**1 90**
Pilchards, 1-lb. talls, doz.	**1 75**	**1 80**
Herrings in Tomato Sauce—		
Ovals 1s per doz.	**1 75**	**2 15**
Ovals ½s, per doz.	....	**1 30**
Kippered Herrings—		
Ovals 1s, per doz.	**1 75**	**2 00**
Ovals, ½s, per doz.	....	**1 30**
Canned Vegetables		
Peas, extra sifted, doz.		3 00
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.	....	1 42½
Peas, 2s doz.	....	**1 45**
Beans, golden wax, doz.	2 00	2 10
Do., Golden wax, fancy, doz.	....	**2 25**
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	....	1 25
Tomatoes, 2½s, doz.		1 47½
Pumpkins, 2½s	**1 80**	**1 80**
Spinach, 2½s, doz.		2 90
Do., 2s		2 25
Pineapples, sliced, 2½s doz.	....	**3 75**
Do., sliced, 2½s, doz.	....	**4 25**
Apples, gal. water pack, doz.	....	**5 60**
Do., gal. steam pack, doz.	....	**6 80**
Do., 2½s, doz.	....	**1 75**
Pears, 2s, doz.		2 90
Peaches, 2s, doz., H. S.	....	3 25
Plums, Lombard, 2s, doz.	1 40	1 45
Blueberries, 2s	**2 35**	**2 45**
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	**3 00**	**3 25**
Do., 16 oz. doz.	**3 50**	**3 90**
Do., 4s, each	0 91	....
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 83	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	**0 80**	**0 90**

RICE ON SPOT IS FIRM

Toronto.

RICE.—No change is reported in spot rices. Demand is inclined to be a little quiet with a moderate sale of Blue Rose Fancy being made at from 7½ to 7¾c per lb., and seconds at from 7¼ to 7½c. Tapioca is in fair demand at a price from 7½ to 8c per lb.

RICE—		
Honduras, broken, per lb.	**0 05**	**0 08**
Do., fancy	**0 09¾**	**0 10½**
Blue Rose, fan	0 07½	0 07¾
Do., seconds	0 7¼	0 07½
Siam, per lb.	**0 06**	**0 06½**
Japans, per lb.	**0 07**	**0 07½**
Do., broken	....	**0 05**
Chinese, XX	....	....
Do., Simiu	**0 10**	**0 11**
Do., Mujin, No. 1	**0 09**	**0 10**
Do., Pakling	**0 07½**	**0 09**
Rangoon	**07**	**0 07½**
Tapioca, per lb.	**0 7½**	**0 08**
White Sago	**0 08**	**0 08½**
Do., fancy	**0 09½**	**0 10**

SYRUPS ARE UNCHANGED

Toronto.

SYRUPS.—No change is reported in these commodities this week. There is the usual moderate inquiry at steady quotations.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow	....	0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bb'ls		
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	....	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case	....	4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case	....	14 50
2½ lb. tins, 24 to case, per case	....	13 25
10 lb. tins, 6 to case, per case	....	11 50
5 gal. cans	....	10 25
1½ lb. tins, 24 to case, per case	....	7 50
5 lb. tins, 12 to case, per case	....	12 25
1 gal. tins, 6 to case, per case	....	13 20
Maple Sugar, 1 lb. blocks, per lb.	..	0 25
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails—No. 2	....	1 70
West India, gal.	....	0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35

DRIED FRUITS CONTINUE STRONG

Toronto.

DRIED FRUITS.—The situation in both raisins and currants continues much the same as a week ago. New raisins are expected on this market in a fortnight. Prices while very strong are steady at present levels. The new crop prunes are also expected shortly, and should be available in the course of a week or ten days. All currants at primary markets are still very strong, and wholesalers on spot are quoting slightly higher levels this week. Filliartras are offered at from 17½ to 18c per lb. Greek patras are selling at 18½ and 19c per lb. Excelsior dates are firmer this week, and are quoted at $4.10 for cases of 3 dozen packages. Shipments of figs from the East are reported to have arrived on this side, and with supplies in rather limited quantities, together with the likelihood of a scarcity prices are very strong. One wholesaler in this market is quoting layer figs, 5 Crown 10 lb. boxes at $3.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	0 49
Lemon caps, 12-lb. boxes, lb.	....	0 28
Orange caps, 12-lb. boxes, lb.	....	0 28½
Mixed containing 4½ lb. lemon per lb.		0 34
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	3 55
Currants—		
Grek Filliatras cases	0 17½	0 18
Do., Patras	0 18½	0 19
Dates—		
Excelsior, pkgs., 3 doz. in case	....	4 10
Dromedary, 3 doz. to case	....	6 95
Do., 4 doz. to case	....	3 75
Fard, per lb.	....	0 25
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	....	0 17
60-70s, 25s	....	0 16
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California Sultanas, lb.	0 13½	0 14
Seeded, 15-oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.	....	0 14½
Seedless, 15-oz. pkts.	....	0 16
Do., 8 oz. pkt.	0 10	0 10½
Do., 11 oz.	....	0 14½
Thompson's seedless, 25s	....	0 14½
Valencia, Spanish	0 19½	0 20½
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Evaporated apples	0 16	0 17
Figs—		
Layer, 4 Crown, 10 lb. boxes	....	2 75
Layer, 5 Crown, 10 lb. boxes	....	3 00
Layer, 6 Crown, 6-lb. boxes	....	3 25
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Standard	....	0 30

SUGAR IS HIGHER

Toronto.

SUGAR.—All Canadian refiners are now quoting on the same basis. The quotation Toronto basis is now $7.59 per cwt. The new and higher prices went into effect at the end of last week. The situation generally shows improvement. Refiners' supplies are said to be in small volume, and the market for raws is strong, sales being reported at 3½c c. and f. New York.

SUGAR—	
Acadia Sugar Refinery, ex. gran	7 59
Dom. Sugar Refinery, ex. gran.	7 53
Canada Refinery, gran.	7 59
St. Lawrence Refinery gran.	7 59
Atlantic Refinery, gran.	7 59

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-2v 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons, 50-2s, 50c.

ORANGES ARE LOWER

Toronto.

FRUITS.—California oranges range in price this week at from $4.50 to $9.50 per box, according to sizes. Grape fruit is being offered more freely, and is in good demand at from $5 to $6.50. Imported grapes have a good inquiry. Prices are unchanged. Offerings of domestic fruits are in smaller volume, but prices are much the same. Apples are plentiful, and fall and winter varieties are arriving freely. Prices are at comparatively easy levels, barrels ranging all the way from $3.50 to $6.50 each, according to quality. Canadian pears are plentiful at from 40 to 50c for large baskets. Canadian Damson plums in

large baskets are selling at from 80 to 90c.

FRUITS—		
Oranges, Cal. box	4 50	9 50
Lemons, Verdellis, 300s, per box	5 50	6 00
Bananas, per lb.	....	0 07½
Grapefruits, 64s, 80s, 100s, and 126s	5 00	6 50
Grapes, Cal. Tokays, per box	....	4 50
Grapes, Spanish Malaga, per keg	....	8 50
Do., Canadian 6 qt. basket	0 35	0 40
Peaches, Canadian 11 qt. baskets	0 50	0 75
6 qt. basket	0 30	0 40
Apples, barrel	3 50	6 50
Apples, boxes and hampers—		
Various fall varieties, per box	1 25	1 75
11 qt. basket	0 30	0 50
Pears, 11 qt. baskets, ea.	0 40	0 50
Pears, Cal. Howells, box	....	4 50
Plums, Damsons, 6s	0 45	0 50
Do., 11s	0 80	0 90
Cantaloupes, 16 qt.	....	0 60
Cranberries, ½ bbl.	....	7 00

SPOT TEAS IN SMALLER VOLUME

Toronto.

TEAS.—Spot stocks of the cheaper teas are growing smaller, and dealers state that before long higher prices will have to prevail in view of the stronger quotations that have to be met for new supplies. According to advices received, both the London market, as well as markets at producing points show a continued tendency to advance. In Colombo an advance of 1d was reported last week, while in London there was a rise of approximately 1d on common Indian pekoes. Sales at Calcutta are also reported to have been at higher figures. The tea market on spot is fairly active, and prices are of course very strong.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	0 42	0 50
Broken Pekoes	0 45	0 66
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

SPICES CONTINUE ACTIVE

Toronto.

SPICES.—No changes are noted in the market for spices this week. There continues a very active inquiry and prices are strong at present levels. The situation in cloves according to advices from primary markets is still very strong. The same is true of nutmegs, and the market for Ceylon cinnamon is very strong. Peppers are moving steadily, with nothing particular of note as far as prices are concerned. Dealers on spot report that the activity characteristic of this market all fall is well maintained.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spice	0 17	0 20
Mace	0 55	0 65
Peppers, black	0 18	0 20
Do., white	0 28	0 30
Paprika, lb.	....	0 45
Chillies, lb.	0 55	0 58
Nutmegs, selects, whole	0 30	0 40
Do., ground	....	0 30
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 45
Coriander seed	....	0 18
Carraway seed, whole	0 20	0 25
Curry Powder	....	0 36
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75

FLOUR MARKET STEADY

Toronto.

FLOUR.—No change is reported in this market this week. Millers state there is a very good demand at the decline announced a couple of weeks ago. First patents in cotton bags are quoted at $6.90 per barrel, while the second patents in jute bags are offered at $6.30 per barrel.

FLOUR—	
First Patents, in cotton bags, bbl.	6 90
Second Patents, in jute bags, bbl.	6 30

MILLFEEDS ARE QUIET

Toronto.

MILLFEEDS.—Dealers state that this market continues quiet. Demand is a little slow at the present time, and prices remain unchanged.

MILLFEEDS—	
Bran, per ton	20 25
Shorts, per ton	22 25

POTATOES ARE PLENTIFUL

Toronto.

POTATOES.—Shipments of potatoes are arriving freely, but prices, in spite of the fact, appear to be fairly strong. Wholesalers are quoting them at from 80c to 90c per bag. Compliance with recent government regulations in regard to the sale of roots and vegetables is being made, and this fact may be responsible for a slight enhancement of the market. Onions are unchanged, and are selling freely. Sweet potatoes are in great demand, and hampers are quoted at from $1.75 to $1.85. Turnips are from 65c to 75c per bag. Cauliflower is easier at from $1 to $1.25 per doz., and celery is steady at from 50 to 75c.

VEGETABLES—		
Potatoes, bag	0 80	0 90
Onions, per bag, 100 lbs.	1 75	1 85
Do., Spanish, large cases	....	4 75
Do., Spanish, half cases	....	2 50
Pickling onions, 11 qt. basket	1 00	1 50
Beets, bag	....	0 75
Carrots, bag	0 75	1 00
Cabbage, per doz.	0 40	0 50
Green peppers, 11 qt.	0 30	0 40
Sweet peppers, basket	....	0 50
Red peppers, basket	0 40	0 50
Wax beans, basket	0 40	0 50
Cauliflower, doz.	1 00	1 25
Parsley, 11 qt. basket	0 50	0 75
Vegetable marrow, doz.	0 90	1 00
Celery, doz.	0 30	0 40
Corn, doz.	0 10	0 15
Tomatoes, 11 qt. baskets	0 40	0 60
Gherkins, 11 qt. basket	1 00	1 25
Egg Plant, 11 qt.	0 40	0 50
Sweet potatoes, hampers, ea.	1 75	1 85
Turnips, per bag	0 65	0 75

MANITOBA MARKETS

WINNIPEG, October 11.—The feature of the grocery market has been the advance in the price of sugar. Quotations f.o.b. Winnipeg are $8.25 per cwt. Teas continue to show strength and coffees are ruling firm. New prices on canned tomatoes and corn have been announced and tomatoes are about 50c per case less than present quotations, while corn is about the same. The situation in the East has given the dried fruit market a firmer tone and raisins and currants have advanced. Cereals show no change. Heavy shipments of apples are arriving and sales are reported good. Local vegetables are in abundance and as the demand is only local, business is reported quiet.

COFFEE MARKET IS UNSETTLED

Winnipeg.

COFFEES.—Reports from primary markets state that due to fluctuations in Brazilian exchanges conditions show a depressing influence, as buyers are just purchasing in sufficient quantities to meet immediate requirements. There is a fair demand locally as spot stocks are sufficient to supply the immediate demand.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

JAMS CONTINUE FIRM

Winnipeg.

JAMS.—An improvement is noted in the demand for better quality jams. As the season advances the demand for fresh fruits is falling off. There is no change in quotations.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80
Peach, 4s, per tin	0 70	0 80

NUT MARKET IS UNSETTLED

Winnipeg.

NUTS.—The nut market is in an unsettled condition. Although lower prices are quoted on shelled almonds, buyers are not showing very much interest. Pecans and Brazils are ruling firm.

NUTS, SHELLED—		
Almonds, per lb.	....	0 50
Spanish Peanuts, No. 1, lb.	....	0 13
Pecans, per lb.	....	0 90
Walnuts, per lb.	....	0 68
Brazils, per lb.	....	0 55
NUTS IN SHELL—		
Peanuts, roasted, Jumbo, lb.	....	0 20
Walnuts, per lb.	....	0 23
Almonds, per lb.	....	0 26
Brazils, per lb.	....	0 18
Pecans, per lb.	....	0 25
Filberts, per lb.	....	0 22

FIRM TONE TO TEAS

Winnipeg.

TEAS.—Reports from primary tea markets indicate a strong tone. Japan prices are well maintained and buyers are purchasing in small quantities to fill their necessary requirements.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 38	0 40
Do., second quality	0 35	0 36
Pekoe, first quality	0 40	0 42
Do., second quality	0 36	0 40
Broken Pekoe, first quality	0 42	0 48
Broken orange Pekoe, 1st. qual.	0 50	0 60
Japan, first quality	0 42	0 60
JAVAS—		
Pekoe Souchongs	0 38	0 40

LOWER PRICES ON TOMATOES

Winnipeg.

CANNED GOODS. — New pack canned tomatoes have arrived on the market and quotations are about 50c per case less than present quotations. Opening prices on new pack corn have been announced and are about the same as last year's. Canned peas continue firm and the better grades are reported scarce. There is no change in quotations on sockeye salmon. The market for pinks is showing a firmer tone and the demand locally is improving. Canned fruits are in better demand. New pack plums have arrived and peaches and peas are expected shortly.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.	....	**2 75**
Finnan Haddie, ½s, 8 doz. case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	....	**6 50**
Lobsters, ¼s, 8 doz. case, doz.	....	3 10
Do., ½s, 4 doz. case, case	....	5 10
Oysters, 1s, 4 oz. 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case	....	**7 60**
Pilchards, 1s, tall, 4 doz. case, per case	....	**6 25**
Do., ½s, flat, 8 doz. case, case	....	8 50
Salmons—		**Per case**
Sockeye, 1s, tall, 4 doz. case	....	19 50
Do., ½s, flat, 8 doz. case	....	20 50
Red Spring, 1s, tall, 4 doz. case	....	14 00
Do., ½s, flat, 8 doz. case	....	15 00
Cohoe, 1s, tall, 4 doz. case	....	11 00
Do., ½s, flat, 8 doz. case	....	12 00
Pink, 1s, tall, 4 doz. case	....	6 75
Do., ½s, flat, 8 doz. case	....	**8 00**
CANNED FRUITS (Canadian)—		**Per case**
Apples, 6 tins, in case	....	3 25
Blueberries, 2s, 2 doz. case	....	**5 75**
Cherries, 2s, 2 doz. case	....	**6 70**
Gooseberries, 2s, 2 doz. case	....	**7 50**
Lawtonberries, 2s, 2 doz case	....	**8 00**
Peaches, 2s, 2 doz. case	....	**6 60 7 10**
Pears, 2s, 2 doz. case	....	**6 45 7 00**
Plums, Green Gage, H. S. 2s, 2 doz. case	....	**6 00**
Plums, Lombard, H.S. 2s, doz. case	....	**5 95**
Plums, Lombard, L. S., 2s, 2 doz. case	....	**4 65**
Raspberries, 2s, 2 doz. case	....	**8 00 8 60**
Strawberries, 2s, 2 doz. case	....	**8 00 8 60**
CANNED FRUIT (American)—		**Per case**
Apricots, 1s, 4 doz. case	....	**10 60**
Peaches, 2½s, 2 doz. case	....	**9 15**
Peaches, sliced, 1s, 4 doz. case	....	**10 85**
Do., Halves, 1s, 4 doz. case	....	10
Do., 2s, 2 doz. case	....	**6 50**
Pears, 1s, 4 doz. case	....	**13 25**
Pineapple, sliced, 2s, 2 doz. case	....	7 50
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	**4 40**
Beans, Golden Wax, 2s, 2 doz. case, per case	....	**4 70**
Beans, Refugee, 2s, 2 doz. case	....	**4 75**
Corns, 2s, 2 doz. case	....	**3 35 4 10**
Peas, standard, 2s, 2 doz. case	....	3 25 4 10
Peas, Early June, 2s, 2 doz. case	....	**4 65 4 80**
Sweet Potatoes, 2½s, 2 doz. case	....	5 60
Pumpkin, 2½s, 2 doz. case	....	3 80 4 85
Sauer Kraut, 2½s, 2 doz. case	....	**3 80 3 90**
Tomatoes, 2½s, 2 doz case	....	**4 05 4 35**

RICE RULING STEADY

Winnipeg.

RICE.—The rice market continues to rule steady and buyers are meeting requirements in a conservative way. Oriental rice continues firm but the market is quiet.

RICE—		
No. 1 Japan, 100-lb. sacks, lb.	....	**0 08¼**
Do., 50-lb. sacks, lb.	....	**0 08¾**
Siam, 100-lb. bags, lb.	....	0 06
Do., 50 lb. bags, lb.	....	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	....	0 08¾
Sago, in less quantities, lb.	....	0 09¼
Tapioca, Pearl, per lb.	....	0 07¾

HIGHER PRICES ON RAISINS

Winnipeg.

DRIED FRUITS.—The feature of the dried fruit market is the advance in prices on all lines of raisins. California growers are taking advantage of the situation in Smyrna and although the crop has been heavy and with the demand improving buyers feel that the future prices will be advanced steadily. Figs are also strong and are expected to go higher in price.

DRIED FRUITS—		
Evaporated apples, per lb.	....	0 18½
Currants, 90 lb., per lb.	....	0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.	....	0 12
Dates, Hallowee, bulk, lb.	....	0 13
Jamaica, roasted, best grade, lb.	0 23	0 30
Do., pkgs., 3 doz. case, lb.	....	**0 09**
Loganberries, 8 oz., 4 doz. case, pk.	....	**0 27¼**
Peaches, standard, per lb.	....	0 21
Do., choice, per lb.	....	0 23
Do., fancy, per lb.	....	0 25
Do., Cal., in cartons, per carton	**1 00**	**1 20**
Pears, extra choice, per lb.	....	**0 30**
Do., Cal., cartons, per carton	....	1 30
Prunes—		
30-40s, 25s, per lb.	....	0 21
40-50s, 25s, per lb.	....	0 17½
50-60s, 25s, per lb.	....	0 16
60-70s, 25s, per lb.	....	0 14½
70-80s, 25s, per lb.	....	0 13½
80-90s, 25s, per lb.	....	0 12½
In 5-lb. cartons, carton	....	0 75
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.	....	**0 21½**
Do., pkg., 12 oz., fancy, per pkg.	....	**0 17½**
Do., 16 oz., choice, per pkg.	....	**0 21**
Do., 12 oz., choice, per pkg.	....	**0 16**
Cal., 5 lb. cartons, per carton	....	**1 15**
Do., bulk, 25-lb. boxes, per lb.	....	**0 20**
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.	....	**0 20**
Do., bulk, 25-lb. boxes, per lb.	....	**0 22**
Do., bulk, 5-lb. cartons, per carton.	..	**1 15**
Do., Cal. Muscatels, 5 lb. carton, per carton.		
Apricots—		
carton	....	**1 15**
Do., Standard, 10s, per lb.	....	**0 32**
Do., 25s, per lb.	....	**0 30**
Do., Choice, 10s, per lb.	....	0 38
Do., 25s, per lb.	....	0 36
Do., Fancy, 10s, per lb.	....	0 43

FLOUR MARKET IS STEADY

Winnipeg.

FLOUR.—There is no change in flour quotations. There is a good demand with the market ruling steady. Flour in 98 lb. bags is quoted at $3.20 per sack.

FLOUR—	
98 lb. sacks	3 20
Two 49 lb. sacks	3 25
Four 24 lb. sacks	3 32½

SYRUPS ARE STEADY

Winnipeg.

SYRUPS.—The market for syrups and molasses is unchanged. There is a moderate inquiry for these lines and prices are firm and steady.

CANE SYRUP—	
No. 2s, 2 doz. case	5 20
No. 5s, 1 doz. case	6 00
No. 10s, ½ doz. case	5 55
No. 20s, ¼ doz. case	5 40
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	**3 75**
Cases, 5-lb. tins yellow, 1 doz. in case	**4 20**
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	17 80
Pure, 5s, per case of 1 doz.	16 20
Pure, 10s, per case of ½ doz.	15 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	**3 00**
Do., 2s, tins, per case of 1 doz.	**5 00**
Do., 1s, tins, per case of ¼ doz.	**7 80**
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	**7 00**
5 lb. tins, 2 doz. case	**9 85**
10 lb. tins, ½ doz. case	**7 75**
MOLASSES BLACKSTRAP—	
1½s, tins, 4 doz. case	4 15
2s, tins, 3 doz. case	3 40

CEREALS ARE UNCHANGED

Winnipeg.

CEREALS.—No changes are reported in the market for cereals this week. Package cereals are selling well at present levels.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.	**3 85**	**4 25**
Do., 36s, case, square pkts.	....	4 00
Do., 18s, case	....	1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case	....	2 85
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed Rice, 3 doz. case, per case	....	5 70
Cream of Wheat, 3 doz. case per case	....	7 50
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case	....	3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag	....	2 65
Do., 40s, per bag	....	1 40
Do., 20s, per bag	....	0 75
Do., 10-8s, per bale	....	3 40
Oatmeal, 98s, gran. for stand bag	....	3 60
Wheat granules, 98s, per bag	....	4 70
Do., 16-6s, per bale	....	5 90
Peas, whole green, 100 lb. bag, per bushel	....	4 75
Peas, split, yellow, 98s, per bag	....	8 00
Do., split, yellow, 49s, per bag	....	4 10
Beans, fancy, hand picked, 100 lb. bag per bushel	....	3 25
Barley, pot, 98s, per bag	....	3 15
Do., pot, 49s per bag	....	1 60
Do., pot, 24s, per bag	....	0 84
Barley, pearl, 98s, per bag	....	**3 35**
Do., pearl, 24s, per bag	....	**1 15**
Cornmeal, 98s per bag	....	2 75
Do., 49s, per bag	....	1 45
Do., 24s, per bag	....	0 75
Do., 10-lbs. per bal.	....	3 35

SUGAR PRICES ADVANCE

Winnipeg.

SUGAR.—The feature of the sugar market has been the advance of 50c per cwt. on Canadian refined. Winnipeg quotations are now $8.25 per cwt.

SUGAR—		
Extra gran., bags, 100 lbs.	....	8 25
Do., gunnies, 5-10 lbs.	....	8 65
Do., cartons, 20-5 lbs.	....	8 85
Do., gunnies, 10-10 lbs.	....	8 75
Yellow, No. 1 lt., bags, 100 lbs.	....	7 75
Do., golden bags, 100 lbs.	....	7 75
Powdered sugar, bbls.	....	8 15
Do., boxes, 50 lbs.	....	8 35
Do., boxes, 25 lbs.	....	8 55
Icing, barrels	....	8 25
Do., boxes, 50 lbs.	....	8 45
Do., boxes, 25 lbs.	....	8 60
Soft lumps, boxes, 100 lbs.	....	8 35
Do., boxes, 50 lbs.	....	8 85
Do., cases, 20 cartons	....	9 55
Do., cases, 40½ lbs.	....	10 35
Small lump boxes, 100 lbs.	....	9 45
Do., boxes, 50 lbs.	....	9 45
Do., boxes, 25 lbs.	....	8 55
Do., cartons, 50 2-lb.	....	8 75
Do., boxes, 25 lbs.	....	9 85
Har lump boxes, 10 lbs.	....	8 35
Do., boxes, 50 lbs.	....	8 85

SPICES FIRM AND ACTIVE

Winnipeg.

SPICES.—There continues an active inquiry for spices with prices showing no change. Peppers at primary points show a tendency to advance although spot quotations are steady. Jamaica ginger continues high and scarce. The demand locally is active.

VEGETABLES IN ABUNDANCE

Winnipeg.

VEGETABLES.—Local dealers state that the market is flooded with vegetables and as the demand is only local business is reported quiet. Carrots, beets and turnips are quoted at 1c per lb. and parsnips at 2½c. Local tomatoes are selling freely at 3c per lb. with B.C. tomatoes quoted at $1.25 per case. Cauliflower is reported scarce and prices range from $2.50 to $3 per dozen. Manitoba celery is selling freely at 60c per dozen and B.C. is quoted at 7c per lb.

HEAVY ARRIVAL OF APPLES

Winnipeg.

FRUITS. — Large shipments of Ontario apples as well as B. C. are arriving on the market and are meeting with a good demand. McIntosh reds are quoted at $2.50 per box. Wealthy's are quoted at $2 with Wolf River in barrels at $6.50. B. C. peaches are quoted at $1 per case. Tokay grapes are in good demand at $3.75 per case. California lemons are in moderate demand at $12 per case. Oranges are ranging from $7 to $7.50 according to size and quality. Bananas have taken an advance upward and are quoted at 9c per lb.

FRUITS—

Peaches, per basket, Elbertas	1 50
Plums, per basket	0 50
Pears, per case	3 00
Apples, per box	2 00
Apples, per basket	2 00

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Oct. 10.—Sugar advanced 25c. per cwt. now quoted at $8.59 for granulated. Campbells tomato soup declined to $5.80 per case. Cheese is higher, Ontario large now quoted at 22c. per lb. Kotenashi beans are easier, also wheat granules, oatmeal and lentils.

Rolled oats, 80s		2 70
Tomatoes, 2½s	3 35	3 50
Sugar, pure cane, gran., cwt.		8 59
Chees, No. 1, Ont., large		0 22
Alberta cheese, twins		**0 20**
Do., large		**0 22**
Butter, Creamery, lb.	0 41	0 45
Do., dairy, lb.	0 [illegible]	0 [illegible]
Lard, pure, 3s		11 70
Eggs, new laid, local, case		**7 00**
Beans, Kotenash, per cwt.	6 25	
Rolled oats 80s		3 00
Rice, Siam	**5 90**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	7 50	8 00
Sago	7 50	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Oct. 10.—Sugar advanced 15c. per cwt., making standard granulated $7.50 and No. 1 yellow $6.85 per cwt. Clear pork is advanced to $35 per bbl. Shortening in pails is quoted at 16c. per lb. Butter is higher at 40c. for creamery prints and 38c. for solids.

Rolled oats, bag		3 75
Do., bbls.		8 50
Cornmeal, gran., bags		**2 75**
Eggs		0 38
Rice, Siam, per cwt.		**6 60**
Tapioca, per 100 lbs.		**9 50**
Sugar, gran., cwt.		7 50
Do., No. 1, yellow		6 85
Molasses, gal.		0 65
Tomatoes, cans, doz.		**1 90**
Raisins, Valencia layers	0 24	**0 30**
Currants, cleaned		**0 20**
Prunes, 90-100, 25-lb. boxes		0 13
Lemon peel		**0 34**
Orange peel		**0 34**
Citron peel		0 60
Walnuts		**0 23**
Almonds		**0 22**
Brazils		**0 20**
Peanuts		**0 16**
Filberts		**0 16**
Cocoanuts, bag		**6 00**
Potatoes, per bushel		0 85
Onions, 100 lbs.		2 50
Pork, clear, bbls.		35 00
Oranges, per case	10 00	12 00
Bananas, per lb.		0 08
Lemons, case		7 00
Grapefruit, case	8 50	
Pigs' feet, per 20-lb. pail		**2 25**
Hams, shoulder, per lb.		**0 22**
Bacon, side per lb.		**0 33**
Bacon roll, per lb.		**0 62**
Lard, pure, in pails, lb.		0 20
Lard, pure, in tubs, lb.		0 19½
Oleomargarine, lb.		0 22
Shortening, in pails, lb.		0 16
Shortening, in tubs, lb.		0 15
Butter, creamery, prints, lb.	6	0 40
Butter, creamery, solids, lb.		0 38
Eggs, per doz.		0 40

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, Oct. 10.—Several changes are noted in canned goods on this market. Tomatoes, peaches and corn all show declines, ranging from ten to twenty cents per doz. Canned strawberries are ten cents higher. Creamery butter is one cent per lb. higher, while fresh eggs are offered at 45c per doz. Cheese is 21c per lb. An advance has also taken place in granulated sugar at $7.50 per cwt., the yellow being $6.85 per cwt.

Onions, Canadian, 100 lbs.		2 25
Oranges, case		8 50
Grapefruit, Porto Rico		7 50
Standard Hard wheat four, bbl.		8 50
Halifax, Blended, per bbl.		7 50
Flour, Lemons, case		12 00
Cornmeal, bags		2 10
Rolled oats, per bag		3 75
Rice, Siam, per 100 lbs.	0 08½	
Tapioca, 100 lbs.		7 50
Sugar, standard, gran.		7 50
Do., No. 1, yellow		6 85
Mollasses, gal.		0 65
Cheese, Ont., twins		0 21
Eggs, fresh, doz.		0 45
Lard, compound		0 16½
Do., pure, lb.		0 18
American clear pork, bbl.		31 00
Tomatoes, 2½s., stan., doz.		1 80
Hams, average, 25-35 lbs.		0 24
Do., aver., 18-25 lbs.		0 27
Hams, aver., 12-18 lbs.		0 25
Roll Bacon		0 25
Breakfast bacon		0 33
Butter, creamery, prints, lb.		0 39
Do., creamery, solids		0 37
Raspberries, 2s Ont., doz.		**4 00**
Peaches, 2s, standard, doz.		0 27
Corn, 2s, standard, doz.		**1 00**
Peas, standard, doz.		1 75
Potatoes, per bag		1 50
Compound, 4s, doz.		6 35

Paraffin Must Not Be Used in Making Confectionery

The Department of Health, Ottawa, has just issued a regulation in regard to the use of paraffin in the making of confectionery, especially caramels and chocolate products. This practice it is pointed out, is prohibited under section 3 (1) of the Food and Drugs Act, 1920, which reads as follows:

Food shall be deemed to be adulterated within the meaning of this Act, if it contains any poisonous ingredients or any ingredient which may render it injurious to the health of the person consuming it, whether added with intent or otherwise.

Paraffin is devoid of food value and harmful in the digestive tract.

This ruling will be effective from November first.

Western Can. Flour Profits Are Lower

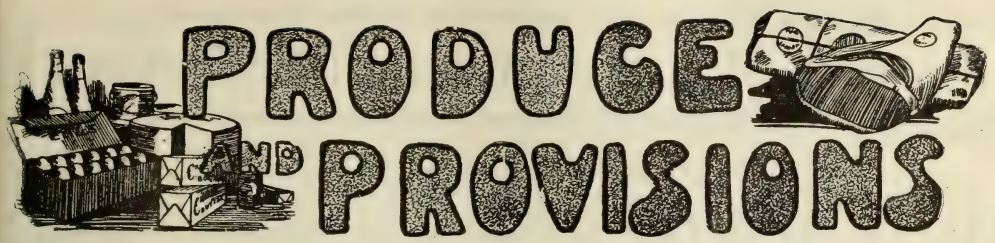
Toronto, Oct 13, (Special).—Net profits of the Western Canada Flour Mills Co. for the year ending August 31, 1922, after making provision for reserves, amounted to $318,125, according to the statement presented to the shareholders at the annual meeting held here yesterday. This is a nominal decrease from the figures for the previous year, when net profits stood at $325,970. This small decrease in earnings, it is pointed out by the President, Mr. Andrew Kelly, is due to the operations being conducted on a declining market, the value of wheat and flour at the close of the year being practically on a pre-war basis. Production, Mr. Kelly pointed out, had increased during the year.

The net profits for the year of $318,125, when added to the balance carried forward from profit and loss last year, made a total available for distribution of $520,228. This was applied as follows:—Bond interest for the year, $70,560; dividends at the rate of 8 per cent. per annum, $230,000; balance carried forward, $219,668. Total assets are shown at $5,373,319.

GROCERS WHO SUFFERED IN THE NORTHERN FIRE

Among the business men who suffered loss as a result of the devastation wrought by the terrible fire that visited Haileybury in northern Ontario, the latter half of last week are the following grocers, E. Ashmead, S. Boussinault, A. J. Carson, E. J. Elkins, Graham Bros., E. Hargraves, J. G. Mills, E. Simard, Smith and Gill. At Englehart the general store of J. Clark was destroyed, as well as the following grocery stores, H. Powell, and D. Korman.

One of the newly established grocery stores in St. John is that of Northrup's Cash Store, Paradise Row.



How Eggs Must Now be Graded

Regulations Respecting the Grading and Marking of Eggs, Applying Both to Eggs for Export as Well as to Eggs Imported, Have Just Been Issued and Are Now Effective

REGULATIONS respecting the grading and marking of eggs have just been issued by the Department of Agriculture, Ottawa, and are now effective. Canadian eggs for export out of Canada and eggs for domestic consumption intended for shipment from one province to another as covered by these regulations, but not including eggs intended for incubation, shall be classified, candled and graded as follows:—

CLASS (1) FRESH—Eggs which have not been held under refrigerator at a temperature of 40 degrees Fahrenheit or less, except when in transit, or subjected to artificial preservation.

Grade (a) Specials—Eggs of uniform size, weighing 25 ozs. to the dozen and over, or 47 lbs. net to the 30 dozen case; clean and free from stain, strong and sound in shell; air cell small, not over 3/16 of an inch in depth; white of egg to be firm and clear and yolk dimly visible. Maximum allowance at time of inspection not to exceed 8 eggs per half case below the grade stated.

Grade (b) Extras—Eggs reasonably uniform in size, weighing at least 24 ozs. to the dozen, or 45 lbs. net to the 30 dozen case; reasonably clean, sound in shell; air cell less than ⅜ inch in depth; white of egg to be firm and yolk dimly visible. Maximum allowance at time of inspection not to exceed 8 eggs per half case below the grade stated.

Sub-Grade (1) Pullet Extras—Eggs which have the quality of extras but which fall short in weight shall be known as pullet extras, providing they weigh at least 20 ozs. to the dozen, or 37½ lbs. to the 30 dozen case. Maximum allowance at time of inspection not to exceed 8 eggs per half case below the grade stated.

Grade (c) Firsts—Eggs weighing at least 23 ozs. to the dozen, or 43 lbs. net to the 30 dozen case; reasonably clean, sound in shell; air cell less than ½ inch in depth; white of egg to be firm, yolk may be distinctly visible but moving freely; air cell stationary but may be slightly tremulous. Maximum allowance at time of inspection not to exceed 8 eggs per half case below the grade stated.

Grade (d) Seconds—Eggs sound in shell; may contain weak, watery eggs, eggs with heavy yolks, and all other eggs fit for food. Maximum allowance at time of inspection not to exceed 6 eggs per half case below the grade stated.

Storage and Preserved Eggs

CLASS (2) STORAGE—Eggs which have been "held" under artificial refrigeration at a temperature of 40 degrees Fahrenheit or less.

CLASS (2a) PRESERVED—Eggs which have been subjected to any process, liquid or otherwise, intended to preserve their quality.

Grade (a) Extras—Eggs reasonably uniform in size, weighing at least 23½ ozs. to the dozen, or 44 lbs. net to the 30 dozen case; reasonably clean, sound in shell; air cell less than ⅜ inch in depth; white of egg to be firm and yolk slightly visible. Maximum allowance at time of inspection not to exceed 8 eggs per half case below the grade stated.

Grade (b) Firsts—Eggs weighing at least 22½ ozs. to the dozen, or 42 lbs. net to the 30 dozen case; reasonably clean, sound in shell; air cell less than ½ inch in depth; white of egg to be firm; yolk may be distinctly visible but moving freely; air cell stationary but may be slightly tremulous. Maximum allowance at time of inspection not to exceed 8 eggs per half case below the grade stated.

Grade (c) Seconds—Eggs sound in shell, may contain weak, watery eggs, eggs with heavy yolks, and all other eggs fit for food. Maximum allowance at time of inspection not to exceed 6 eggs per half case below the grade stated.

Cracked and Dirty Eggs

CLASS (3) CRACKED AND DIRTY—Eggs, shell of which have been checked or broken, smeared, soiled, or damaged in shell, but fit for food; allowance at time of inspection not to exceed 6 eggs per half case below the class stated.

2 (a). Every case containing Canadian eggs intended for export out of Canada shall be marked on both ends in a legible and indelible manner, with the name of class and grade of eggs contained therein, and the words "Canadian Eggs."

2 (b). Every case containing eggs that is to be shipped from one province to any other province within Canada in shipments of one hundred cases or more, shall be marked or labelled on both ends with the name of the class and grade of the eggs contained therein according to the Canadian Standards and with the name of the country of origin when other than domestic product. The letters in such markings on the cases specified in this section shall be block letters not less than one inch in height.

3. No person shall ship eggs or cause eggs to be shipped or delivered or displayed for sale in cases or containers which are marked or labelled with the name of any class and grade specified in these Regulations unless the quality and weight of the eggs contained therein is equal to or better than such class or grade.

4. Any inspector charged with the enforcement of these Regulations may enter any premises or conveyance to make examination of any case or cases of eggs suspected of being improperly or falsely marked in violation of the provisions of these Regulations.

(a). Whenever any case containing eggs is found to be improperly or falsely marked it shall be the duty of any inspector charged with the enforcement of these Regulations to stamp the case with the words "Falsely Marked" and shall immediately notify the consignee in person or by telegraph or telephone. In instances where five per cent. or more of the cases examined are found to be falsely or improperly marked, it will be considered sufficient evidence to warrant the inspector stamping or labelling all the cases in the shipment or delivery "Falsely Marked."

Packing for Export

5. Canadian eggs for export out of Canada shall be tightly packed in Canadian standard cases in new dry white fillers and flats, with kiln dried excelsior or corrugated cushions at top and bottom, or one-third fillers on bottom with flats over top and under bottom fillers.

6. Canadian standard cases shall be made to contain thirty dozen eggs. They shall be made of clean, dry and odorless wood. The ends and centre partition shall be not less than five-eights of an inch thick, the sides, top and bottom not less than three-eighths of an inch thick.

7. Eggs for shipment from one point to another point in Canada in case lots covered by these regulations shall be packed in sound serviceable cases, in clean dry serviceable fillers and flats and with dry excelsior padding or corrugated cushions at top and bottom, on one-third fillers on bottom with flats over top and under bottom fillers.

8. Cases containing Canadian eggs in lots of twenty-five cases or more intended for export out of Canada and eggs intended for shipment from one province to any other province in shipments of 100 cases or more, shall not be shipped or delivered until they have been inspected and marked by an inspector and certificates issued.

10. Certificates for export shall be marked across the face of the certificate with the words "Export Certificate."

11. No person or persons shall ship or accept for shipment in any one day, or in any one car lot or less than one car lot, shipments of eggs addressed or billed or invoiced to any one consignee or his representative, in excess of the quantity stated in clause (8) unless all of the requirements of the regulations have been fulfilled.

How Marked

12. The mark of approval to be placed on each case, hereinafter called the "Government Mark," shall include the Maple Leaf and the words "Canadian Eggs," and "Government Inspected" together with the in-

(Continued on page 40)

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 12.—There are only two changes of note in the produce and provision market. Eggs have been advanced again. The market is firm however and wholesale dealers do not favor another advance immediately. Lard is higher one half cent a pound on account of the increased demand which comes with the cooler weather and the clearing up of surplus stocks. The hog market shows no change. There is weakness in smoked hams and a decline would not be surprising. Cooked meats are unchanged, but cooked hams show weak tendencies. The beef market is stronger, although wholesale prices do not yet show a change. Haddock is easier in price, but salmon and halibut are firm at the high price on account of bad weather on the fishing grounds. The cheese market shows more activity and strength. Butter prices are unchanged, with little or no development in conditions. Receipts continue to show an increase and the export market is dull.

BUTTER MARKET STEADY

Montreal.

BUTTER.—There is a steady tone to butter but receipts show a marked increase both over the previous week and that of last year. The make has been heavy and tends to keep the prices down. The export market shows no improvement.

BUTTER—

Creamery prints, finest	0 36	0 37
Creamery solids	0 35	0 36
Dairy solids		0 28
Dairy Prints		0 30

CHEESE MARKET FIRMER

Montreal.

CHEESE.—The cheese market shows a still firmer tone with more activity in the export market. Receipts are falling off and the whole situation is stronger. Wholesale prices however, are unchanged.

CHEESE—

Old colored, twins		0 23
Old white		0 23
New Large, per lb.	0 17	0 18
New Twins, per lb.	0 18	0 19
Triplets, per lb.	0 19	
Stilton, per lb.		0 28
Quebec	0 18	

EGG MARKET IS FIRM

Montreal.

EGGS.—The egg market was on the verge of another advance early this week but it was averted. Local dealers do not favor a further advance and present prices are firm with the likelihood of a jump. During the past week prices advanced, making the basis 36c for No. 1s and 40c for selects.

EGGS—

New laid	0 48	0 45
Selects		0 40
No. 1		0 36
Storage		0 28

LARD PRICES HIGHER

Montreal.

LARD.—Lard quotations are all half a cent higher. The price now for tierces varies from 16c to 17c a lb. Shortening prices are unchanged. Pails are quoted at 14c a lb. and tubs at 13½c.

LARD—

Tierces, 350 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
1 lb. bricks	0 19	0 20

COOKED MEATS EASY

Montreal.

COOKED MEATS.—There is still an easy feeling in the cooked meat market. Various prices are quoted on cooked hams and the demand is lighter on account of the cooler weather.

COOKED MEATS—

Hams, cooked	0 40
Sandwich	0 47
Square hams	0 42
Smoked shoulders	0 22
Bologna	0 10 0 21
Corned Beef 1's, per doz.	3 25
Per doz. 2's	5 75

BEEF MARKET IS FIRMER

Montreal

FRESH MEATS.—Local packers state that the beef offerings have been quickly picked up during the past week and that with the improved demand the prices show strength with a likely advance of from ¼ to ½c per lb. Hog prices show no change with a steady market at $12 per cwt.

FRESH MEATS—

Hogs, Selected, weighted off cars	11 50	12 00
Fresh killed		18 50
Legs of pork, (foot on)	0 22	0 23
Loins (trimmed)	0 27	0 28
Trimmed shoulders	0 20	0 21
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front Quarters	0 04½ 0 06	0 06 0 08
Loins	0 18	0 21
Chucks	0 06	0 08

SMOKED MEATS UNCHANGED

Montreal.

SMOKED MEATS. — There is no change in the smoked meat market. The demand has fallen off somewhat with the colder weather. Smoked hams show weakness but quotations are unchanged.

BACON—

Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls	0 26	0 30
Picnic smoked hams		0 19
Wiltshire	0 30	0 32

MEDIUM SMOKED HAMS—

Weight, 8-12 long cut	0 30	0 32
Do., 12-14	028	0 30
Do., 20-25	0 26	0 28

IMPROVED POULTRY DEMAND

Montreal.

POULTRY.—There is no change in the quotations on poultry. The market is firmer with a better demand and offerings are good although it is felt that in many cases supplies are being held back for the Thanksgiving season.

	Per lb.
ROASTING CHICKENS—	
3 to 3½ lbs. per lb.	0 35
3½ to 4 per lb.	0 37
4½ up ...per lb.	0 38
FOWL—	
3 to 3½ pounds, per lb.	0 26
3½ to 4 per lb.	0 28
4½ up	0 30
Broilers, per lb.	0 36
Turkeys ... per lb.	0 50
Geese ... ... per lb.	0 24

HADDOCK PRICES LOWER

Montreal.

FISH.—Haddock and cod are in good supply with lower prices. The demand for this fish has been particularly good. Fresh western halibut and salmon are in good demand but prices are strong, the bad conditions on the fishing grounds having cut down the catch.

FRESH FISH—

Herring	0 06
Market cod, fresh	0 05½
Steak cod	0 08
Haddock	0 06
Halibut	0 25
Lake Trout	0 16
Flounders	0 09
Mackerl	0 12
Cohoe salmon	0 20
Dressed Pike	0 12

FROZEN FISH—

Halibut	0 20
Chicken halibut	0 16
Qualla Salmon	0 10 0 11
Dressed B. C. Salmon	0 20 0 21
Gaspe Salmon	0 25

SALTED FISH—

Labrador Herring, per barrel	10 50
Labrador Salt Salmon, per barrel	20 00
White Nape Green cod, large	7 50
White Nape Green cod, medium	6 50
White Nape Green cod, small	6 00

OYSTERS—

Standards, No. 1, can	2 40
No. 3, can	7 15
Paper Pails, qts.	3 00
Paper Pails, pints	2 00

The conjurer was performing in a room adjoining a gunpowder factory. A sailor and his parrot were enjoying the show. The conjurer changed half a crown into a penny.

"Now that's a fine trick," said the sailor, lighting his pipe. "I wonder what he'll do next?" The sailor then threw away his match.

A minute later there was no sailor, no factory, no room, no village. On a steeple a mile away the parrot, with one feather remaining, said, "Now that's a fine trick. I wonder what he'll do next?"

ONTARIO MARKETS

TORONTO, Oct. 11.—Changes in the market for produce are few this week. The live hog situation is much the same with prices ruling at easy levels. Fresh meats are steady, and smoked lines are for the most part unchanged. Slightly lower levels are ruling on the cooked meats with a somewhat lessened inquiry prevailing. The butter market is firm, with a good demand for domestic consumption. Cheese is slightly higher, and receipts of fresh eggs continue to show a falling off with a corresponding enhancement of values. Dealers are paying lower prices this week for live poultry in the country. Offerings are fairly heavy. Fish is in good demand and is unchanged.

BUTTER MARKET STEADY

Toronto.

BUTTER.—The market for butter is steady with a week ago. There continues a fair inquiry for the same, chiefly of course for domestic account. Number one prints are quoted at from 38 to 40c and the number twos at from 35 to 37c.

BUTTER—

Creamery prints, No. 1	0 38	0 40
Creamery prints, No. 2	0 35	0 37

CHEESE IS FIRMER

Toronto.

CHEESE.—The situation in cheese is decidedly firmer, and wholesalers are quoting slightly higher prices this week, the large new cheese at from 19½ to 20c per lb. and the Sept. cheese at from 23 to 24c per lb.

CHEESE—

Large, new	0 19½	0 20
Do., Sept.	0 23	0 24
Stilton, new	0 22	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

FRESH EGG RECEIPTS DECLINE

Toronto.

EGGS.—Receipts of fresh eggs continue to show a decline, and the market for the same has advanced. Wholesalers here are now quoting the new laids in cartons at from 44 to 50c per doz., the selects at from 38 to 42c and the number ones at from 35 to 36c per doz.

EGGS—

No. 1, per dozen	0 35	0 36
Selects, per dozen	0 38	0 42
New Laid, per dozen in cartons	0 44	0 50

LARD SLIGHTLY HIGHER

Toronto

LARD.—The market for lard is slightly in advance of last week, with wholesalers quoting 19 and 19½c per lb. for the lb. prints, and on the tierce basis at from 16 to 16½c per lb.

LARD—

1-lb. prints	0 19	0 19½
Tierces, 400 lbs.	0 16	0 16½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING IS STEADY

Toronto.

SHORTENING. — The market for shortening is holding steady, with a very good inquiry for the same. The 1 lb. prints are quoted at 16c and on the tierce basis the quotation is 12¾c to 13c.

SHORTENING—

1-lb. prints		0 16
Tierces, 400 lbs.	0 12¾	13

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE IS FIRM

Toronto.

MARGARINE.—The market for this commodity shows little change from week to week. Dealers are quoting the number one prints at from 20 to 21c per lb. and the number two margarine at 16c.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

NO CHANGE IN PROVISIONS

Toronto.

PROVISIONS.—There is a very good inquiry for smoked meats, but the market continues at fairly easy levels. The market for live hogs is inclined to be easy, and the lower prices ruling in the live market are reflected in the smoked products. There is an improved demand for most lines. Ordinary breakfast bacon is quoted at from 32 to 34c per lb. and special trim bacon is 37c.

PROVISIONS—

Hams—		
Small 6 to 12 lbs.	0 27	0 28
Medium, 12 to 20 lbs.	0 27	0 28
Large, 20 to 35 lbs., lb.	0 22	0 23
Heavy, 35 lbs. and upward	0 20	0 21
Backs—		
Boneless, per lb.	....	0 45
Rolled, per lb.	....	0 51
Peameal	0 39	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 34
Do., special trim		0 37
Cottage rolls in casing		0 35
Cotage rolls		0 33
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.	....	30½
Do., three-quarter cut	....	0 33
Do., middle	....	0 34½
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 16-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.		0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Mess pork	36 00
Short cut backs, 200 lbs.	41 00
Pickled Rolls—	
Lightweight	47 00
Heavy	36 00

Above prices subject to daily fluctuations of the market.

COOKED MEATS ARE EASIER

Toronto.

COOKED MEATS.—The trend in the market for cooked meats is towards easier levels. The demand has somewhat fallen off, and wholesalers are quoting lower prices this week, asking 40c per lb. for boiled ham, and 43c for the square pressed.

COOKED MEATS—

Boiled ham, lb.	....	0 40
Do., square pressed	....	0 43
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.		0 60
Jellied pork tongue		0 33

Above prices subject to daily fluctuations of the market.

FRESH MEATS STEADY

Toronto.

FRESH MEATS.—Changes in the market for fresh meats are few, the situation remaining much the same as a week ago. Quotations on live hogs are ruling around $12. Fresh cuts of pork are steady and beef and small meats too are holding at unchanged levels.

FRESH MEATS—

Hogs—		
Live, fed and watered, cwt.	....	12 00
Live, f.o.b.	....	11 25
Live, off cars	....	11 75
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 35 bs.	....	0 23
Loins	0 31½	0 32
Fresh hams, lb.	....	0 21
Tenderloins, lb.	0 45	....
Picnics, lb.	....	0 17
Montreal shoulders		0 20
Boston butts, lb.	....	0 23
New York shoulders,	....	0 18½
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 16	0 19
Ribs, lb.	0 16	0 20
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Sheep, whole, lb.	0 08	0 15
Do., medium	0 09	0 10

POULTRY RECEIPTS HEAVY

Toronto.

POULTRY.—Very much lower prices are being quoted in the country on live poultry. Dealers are only paying 16c per lb. for spring chickens over 2 lbs. and 21c for chickens 4 lbs. and over. All quotations on live stuff are lower. Receipts are in good volume. Prices to the retail trade are unchanged.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 25	0 30
Chickens, spring, over 2 lbs.	0 16	0 25
Chickens, 4 lbs. and over	0 21	0 28
Roosters	0 12	0 18
Fowl, 4 to 5 lbs.	0 16	0 22
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 10	0 17
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 20	0 25
Prices to retail trade—		
Turkeys, dressed	....	0 35
Chickens, spring	0 30	0 30
Ducklings		0 35
Fowl, 4 to 5 lbs.		0 30

FISH IN BETTER DEMAND

Toronto.

FISH.—There is a very much better demand for fish, dealers report, and with the likelihood of cooler weather prevailing the inquiry will show improvement. Halibut is unchanged, with wholesalers asking 22 to 23c per lb. for the medium and 20 to 21c for the chicken. Oysters are selling more freely and prices are quoted steady.

FRESH SEA AND LAKE FISH—

Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Haddock, lb.	....	0 08
Flounders, lb.	....	0 10
Halibut, Med.	0 22	0 23
Do., Chick., lb.	0 20	0 21
Whitefish, lb.	0 14	....
Trout, lb.	....	0 12½
Pike, lb.	0 12	0 14
Perch, lb.	0 08	0 10
Salmon Red Spring	0 24	0 25
Herring, large, lb.,	....	0 08
Salmon Cohoe, lb.	....	0 18
FROZEN FISH—		
Halibut, medium	....	0 22
Do., chicken	....	0 20
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	0 12	0 13
Do., Qualla	0 09	....
OYSTERS—		
No. 1, pkg.		3 50
No. 3, pkg.		9 90
No. 5, pkg.		16 00

MANITOBA MARKETS

WINNIPEG, October 11.—There are few changes in the produce market this week and prices for the most part are ruling steady. Butter holds at last week's levels as also cheese. Eggs show a stronger position as with light receipt prices have advanced. There is no change in quotations on hogs, selects being quoted at $10.50. The demand for smoked ham and bacon is showing an improvement. Cooked meats have eased off due to the approach of Fall weather. Poultry receipts are heavier and the demand is improving. There is little change in the fish situation.

BUTTER SHOWS NO CHANGE

Winnipeg.

BUTTER.—No change is reported in quotations on butter. The local demand for creamery is good and an improvement has been noted. No. 1 creamery prints are quoted from 38c to 40c per lb. and creamery prints No. 2 are 36c and 38c per lb.

CHEESE HOLDS FIRM

Winnipeg.

CHEESE.—Reports from the East state that the cheese market is showing a firmer tone. New September cheese has arrived and is quoted at 20c per lb.

CHEESE—

Stilton cheese, large, lbs.	0 03½
Ont., large, lb.	0 20
Ont., twins, lb.	0 20½
Ont., triplets, lb.	0 21

EGG PRICES ARE HIGHER

Winnipeg.

EGGS.—Production of eggs continues to show a decline, and receipts of fresh eggs are in small volume. Prices as a result show an upward tendency with No. 1 quoted at 29c and selects in cartons at 38c.

LARD PRICES STEADY

Winnipeg.

LARD.—The local market for lard is steady with a fair amount of business passing. Pure lard in tierces is selling at 18c per lb. Shortening shows no change and is quoted at 15½c per lb.

LARD—

Pure Lards, No. 1 Quality, per lb.	
(in tierces, 400 lbs.)	0 18
Do., wooden pails, 20-lb. pails	4 00
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

COOKED MEATS ARE QUIET

Winnipeg.

COOKED MEATS.—With the approach of fall weather the demand for cooked meats has eased off considerably. Wholesalers' prices show no change. Best quality cooked ham is quoted at 44c to 46c.

COOKED MEATS—

Hams, best quality, skinned, 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 44
Roast shoulders, lb.	0 40
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 40
Head cheese in 6 lb. tins, lib.	0 13

SMOKED MEATS UNCHANGED

Winnipeg.

PROVISIONS.—There is no actual change in the market for smoked meats but the undertone is easy on account of the lower prices paid for hogs. Smoked ham is quoted at 32c per lb. Best quality breakfast bacon averaging from 4 to 10 lbs. is quoted at 42c.

POULTRY RECEIPTS HEAVIER

Winnipeg.

POULTRY. — Receipts of poultry show an increase and dealers look for heavier shipments as the season advances. The demand locally is improving and prices show no change.

FISH IN FAIR DEMAND

Winnipeg.

FISH.—There is a fair demand for all lines of fish especially on halibut and salmon. Salmon is quoted from 15½c to 21c per lb. and halibut from 16c to 17c.

NO CHANGE IN HOGS

Winnipeg.

FRESH MEATS.—There is no change in quotations on hogs. Selected live are quoted at $10.50 while lightweights are quoted from $9.50 to $10.

HOW EGGS MUST BE GRADED

(Continued from page 37)

spector's number the device to be in such form as the Minister may approve.

13. Before the Government mark is placed upon any case, the inspector shall draw samples of at least five per cent. of the cases to be marked and shall examine at least one-half of the eggs in each case. The Inspector shall satisfy himself that the samples taken are representative and shall take any further samples and make any further examination that he deems necessary.

14. No cases containing eggs shall be marked with the Government mark unless the warehouse or room in which the eggs are held are in a clean and sanitary condition, and further, no case shall be marked unless suitable accommodation is provided for Inspectors to make the necessary examination, such accommodation to include a dark room, facilities for candling, and such fittings as may be required to insure a proper examination.

15. No person other than a duly appointed Inspector shall apply any Government mark to any cases containing eggs.

16. No person shall have in his possession empty egg cases bearing the Government mark. After the contents of any case bearing the Government mark have been removed, such mark shall be obliterated. This shall be done by the person or persons removing the eggs from the case, or the person or persons receiving the cases when returned from a foreign country.

17. Collectors of Customs throughout Canada shall not allow any Canadian eggs to be shipped for export out of Canada that are not marked in accordance with these regulations or any shipments of 25 cases or more to be shipped out of Canada unless accompanied by an export certificate as specified in Clause (10) of these regulations.

Regarding Imported Eggs

18. All shipments of eggs in the shell, imported into Canada for domestic consumption in shipments of ten (10) cases or more shall be subject to inspection and marking at the port of entry in the Dominion of Canada by duly authorized inspectors.

19. Collectors of Customs and Excise shall not release for delivery any importations of eggs in shipments of ten cases or more intended for domestic consumption until they have been inspected as required by these regulations. Such certificates shall be attached by the Collector of the Customs entry form and forwarded to the Department of Customs and Excise.

20. All cases of eggs imported into Canada for domestic consumption in shipments of 10 cases or more if not previously marked shall be marked on both ends by the importer with the name of the country of origin and with the words "Fresh Seconds," "Storage Seconds," or "Preserved Seconds" as the case may be in all instances where the eggs are graded as "Seconds" by the inspector providing that the importer may exercise the privilege of rehandling the shipment under the supervision of and subject to the approval of the inspector.

When in warehouse all such shipments shall be piled separately from all other eggs and no cases of eggs originally graded as "Seconds" by an inspector, shall be shipped or delivered or displayed for sale by the importer, his agent or employee until they have been reinspected and marked by an inspector. All cases of eggs reinspected by an inspector and graded as "Seconds" shall be marked on both ends by the importer with the words "Fresh Seconds," "Storage Seconds," or "Preserved Seconds," as the case may be, the lettering in all such markings and the name of the country of origin to be block letters not less than one inch in height.

Same Method of Examination

21. The method of examination shall be the same as that prescribed in the examination of export and interprovincial shipments covered by the regulations with the exception that in the instance of imported eggs and other eggs examined at destination a maximum allowance of twelve (12) eggs to the half case below grade stated will be allowed. The method of taking weights shall be as follows:

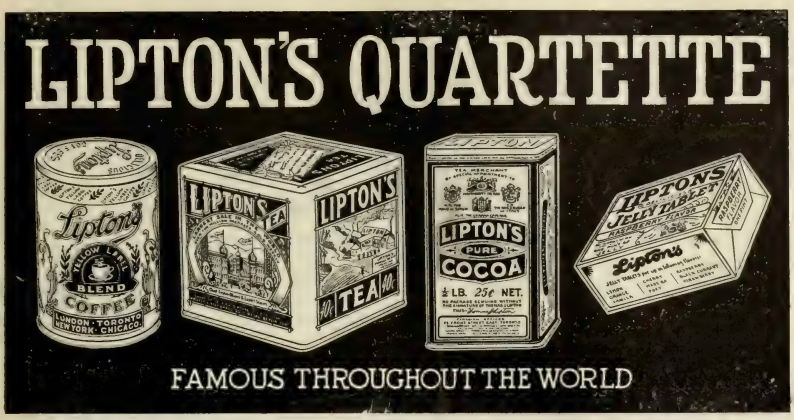
The Inspector will ascertain the net weight of each of the 10 cases. If one or more cases weigh less than 43 lbs. net to the 30 dozen case, the entire sample drawn shall be weighed. If three or more cases in the sample drawn weigh less than 43 lbs. net the entire shipment shall be marked "Fresh Seconds," "Storage Seconds" or "Preserved Seconds" as the case may be.

22. Eggs that have been imported into Canada when repacked shall be in the cases in which they were imported and the marking showing the country of origin and grade shall not be removed or obliterated, providing always in any case where such eggs cannot be repacked in the original case, other containers may be used, but such containers shall be marked to show the class and grade and the country of production and the marks used shall be the same in form and character as those on the original package.

23. The mark of approval to be placed on each case of foreign eggs, by the inspector, shall include the words "Foreign Eggs" and the words "Government Inspected" together with the Inspector's number, the device to be in such form as the Minister may approve.

24. No cases containing foreign eggs imported into Canada for domestic consumption in shipments of ten (10) cases or more shall be shipped or delivered or displayed for sale until they have been marked with the mark of approval as provided in these regulations.

25. All these Regulations shall be in effect on and after the publication thereof in the Canada Gazette.



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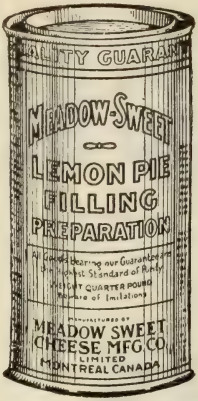
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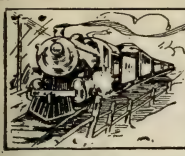
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WHOLESALE DISTRIBUTORS:

ONTARIO Ottawa, Kingston, Brockville: D. Stewart Robertson & Sons.
Toronto and Western Ontario: E. B. Nettlefield & Co.

QUEBEC Montreal: Poulin & Cie.
Quebec: J. B. Renaud & Cie, Inc.
Sherbrooke: C. O. Genest & Sons Co., Ltd.
Three Rivers: J. N. Godin, Ltd.

MARITIME PROVINCES Halifax, N.S.: John Tobin & Co.
St. John, N.B.: The Brayley Drug Co., Ltd.

SASKATCHEWAN Regina: Stockton & Mallinson, Ltd.

MANITOBA Winnipeg: Rogers Fruit & Co., Ltd.

Manufacturers: ST. LAWRENCE PRESERVING CO., Reg'd, Quebec, P.Q.

Get Acquainted with

Laughing Vivian

the official Liquid Veneer Girl—and let her help you polish up your profits.

Dealers everywhere are cashing in on our big Fall Advertising Campaign in the Magazines and Newspapers—they have found that there's real money in selling

Liquid Veneer

and LIQUID VENEER Products—are YOU getting your share of it?

There is still time to get a good slice of this business.

Liquid Veneer, Liquid Veneer Mop Polish and Liquid Veneer Mops are profitable sellers—better place your orders with your jobber now—or write us about our big Special Deals and Free Offers in order to get your FULL share of Liquid Veneer Profits.

"Liquid Veneer Products are Made in Canada"

Buffalo Specialty Co.
Bridgeburg, Ont.

Buffalo, N.Y.
London, England





$220 F.O.B.

Less 5% for Cash—Or—Easy monthly payments—NO INTEREST

DAYTON No. 179



Embodying the celebrated Dayton features:

Overhead check, low platform, Turquoise Blue Enamel finish. Any chart desired.

$220 F.O.B.

your nearest freight station with the regular Dayton guarantee.

Enamelled metal cylinder ends. Stationary base.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON—Vice-President and General Manager.
HEAD OFFICE AND FACTORY—300 Campbell Avenue, Toronto.
Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Windsor, London, Hamilton, Toronto, Montreal, Quebec, Ottawa, St. John, N.B., Halifax, Sydney, N.S., St. John's, Nfld.

THE DAYTON IS MADE IN CANADA

The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., OCTOBER 20, 1922 No. 42

Welch's

"THE NATIONAL DRINK"

Juice of the grape, ripe choice Concords, selected for perfection—this is Welch's. The Welch plant is surrounded by the vineyards of the Niagara Fruit Belt where the choicest grapes are grown. The rich fragrant juice is pressed from fresh-picked fruit and sealed in new clean bottles. The most modern equipment throughout the plant insures cleanliness and quality of the product.



Welch's will appeal to all your customers. It can be used for many occasions and in a variety of ways. Make these uses for Welch's part of your selling plan and it will be a rapid and profitable seller in your store all the year 'round.

Also Makers of

Welch Quality Jams

Made from choice whole fruits. Ask your wholesaler for prices on Welch's in large, medium, and small bottles and on the whole line of Welch Quality Jams in 15-oz. jars and standard 4-lb. tins.

The Welch Co., Limited, St. Catharines, Ontario

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of Report will be sent on request to anyone interested.

Mincemeat Season is here



You just naturally think of

WETHEY'S

when you think of

MINCEMEAT

Here they are—

Wethey's

Condensed Mincemeat in cartons and

STANDARD MINCEMEAT
EXTRA STANDARD MINCEMEAT
READY-TO-USE MINCEMEAT
HOME-MADE MINCEMEAT

in pails, tubs, and tin containers.

Order from your jobber--if he can't supply you--write us . . . .

J. H. WETHEY LIMITED,

St. Catharines, Ont.

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK



R

EMIND your customers of *Borden's* milk by arranging a display on counters and in your windows.

YOU will be well repaid from extra sales.

NOW is the big season for *Borden's*

Order from your WHOLESALER







MONTREAL **The Borden Co. Limited** VANCOUVER



"The Biscuit With a Flavour"

Cooler Days

Sharpen the Appetite for Biscuits

AS THE temperature gets lower and the atmosphere more bracing, the desire for hot food and crisp, tempting Soda Biscuits, increases.

This is the season when progressive grocers anticipate the usual autumn revival of Biscuit sales and they lay in their supplies accordingly.

Are you prepared to meet the demand for McCormick's Biscuits? Your stock should be bigger at this time of the year.

McCormick Mfg. Co. Limited, London, Canada

MONTREAL CALGARY HAMILTON KINGSTON VANCOUVER OTTAWA
PORT ARTHUR ST. JOHN, N.B. WINNIPEG HALIFAX EDMONTON

MACDONALD'S



The Tobacco with a heart

Every Dealer Knows It!

Ask any dealer about Macdonald's and he will tell you it's the **name** that sells it.

More than 60 years ago "The Tobacco with a heart" first came into prominence. It has stood "since the fifties" as Canada's standard. For four generations they have called for MACDONALD'S.

There is only one Macdonald **standard,** but a range of types including cigarettes. Two Blends with but a single aim—to please the individual taste—the now famous MACDONALD'S CIGARETTES and the **new** BRITISH CONSOLS Cigarettes.

Are You Progressing in the West?

The population of Western Canada increased 44% during the ten years 1911-1921.

Obviously a market in which your sales should be growing as are those of all the BAIN accounts.

BAIN service is aggressive salesmanship based on an intimate knowledge of Canadian trade and assisted by the confidence of the trade.

Exceptional warehouse and shipping facilities are the physical features of this complete sales organization.

Let us help you grow in the West

DONALD H. BAIN CO.

"The National Brokers"

WINNIPEG, MAN.

BRANCHES: Fort William, Regina, Saskatoon, Edmonton, Calgary, Vancouver, Montreal.

Also Saracen's Head, Snowhill, LONDON, E. C. I., and Liverpool, England

CODES: A. B. C. 4th, 5th & 6th Editions, Armsby 1911, Western Union and Bentley's

CABLE ADDRESS: (all branches) "DONBAIN"

Quaker Talks

Moving Quaker Products More Quickly

Look into the homes these chilly mornings and you will see tempting Quaker Oats on the breakfast table.

Quaker Oats

In Sealed Cartons Only

Look into the homes during the day and you will see bread and cakes being baked with Quaker Flour.

Quaker Flour

Always the Same-Always the Best

Our big fall advertising campaigns are doing their work from coast to coast.

They are ***moving Quaker Products more quickly.***

The wise grocer is "cashing in" on our Fall advertising. He is pushing the goods the people are reading about in every large daily, and many weekly and farm papers throughout Canada. He is displaying Quaker Oats, Quaker Flour and the other products of the Quaker Mills in his windows, and on his counters and shelves. He is re-stocking promptly—he is seeing that every customer who asks for Quaker Oats or Quaker Flour gets these quality products. How about you? Are you getting your share of the increased business, quicker turnover and better profits?

Be sure your customers don't have to go elsewhere for Quaker Products.

Any wholesaler will gladly fill your order

THE QUAKER MILLS

PETERBOROUGH and SASKATOON

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouses and Distributing
275-77-79 King St. West, Toronto
Centrally located. Railway Siding.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited.
Portland St. and Queen St. West,
TORONTO.

This Space is Yours for $2.20 on Yearly Order

It's easy to make



Real Beer

--the kind that's good to drink--with
CREAM OF MALT & HOPS
--a profitable line to handle
The Inland Revenue Act permits brewing for home consumption.

CANADIAN MALT EXTRACT CO. LIMITED, 44-46 PEARL STREET, TORONTO
Telephone--Adelaide 3304

Wood Vinegar Measures and Pumps
WALTER WOODS LTD.
Hamilton - Winnipeg

Kolacafé REG'D
It's good and it's Scotch

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

When Writing To Advertisers Mention This Paper

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.
Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

This Space is Yours for $2.20 on Yearly Order

DO YOU APPRECIATE
The Saving of Freight Charges Gained Through Using Our Pool Car Service?
Security Cartage & Storage Co., Limited
Calgary ::: Canada

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg

Insurance 30c.

BANKERS OF MERCHANDISE — **Boulton's STORAGE** — DISTRIBUTION AND WAREHOUSING

Controlled by the City Dray Co., Limited.
230 PRINCESS STREET WINNIPEG

Trackage Team & Motor Delivery Service



Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.



OAKEY'S "Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143.
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs
Importers & Exporters
Pois et Feves
Peas and Beans
Produits Alimentaires
Food Products
17 ST. PAUL EAST MONTREAL.

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
GROCERY BROKERS
Manufacturers' Agents
11 St. Sacrament St., Montreal.

TIPPET & CO, LIMITED.
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581.

C. E. CREIGHTON & SON
Wholesale Grocery Brokers
Manufacturers' and Millers' Agents
57 Upper Water St., Halifax, N.S.
Storage space available.

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
116 St. Nicholas Bldg., Montreal.
OFFICES:
Vancouver Winnipeg St. John Toronto

Here is a Line of Standard Spices That are Profitable For You to Carry.

STICKNEY & POOR'S

PURE SPICES



Your Cooperating Servant "MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

ORDER YOUR "EUREKA" NOW

For you will be money ahead if you do, because by placing your order in advance you thereby insure yourself of having your refrigerator shipped at any time you desire, and as a result, when the first hot days of next season come around, you will not be caught unprepared for it.



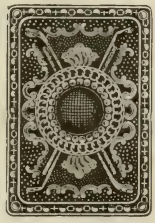
We have a new stock in all our attractive designs for grocers and will be glad to have our refrigeration experts call on you, at your request, to show you the superior qualities of Eureka Refrigerators

Eureka Refrigerator Co., Ltd.
Head Office and Factory: OWEN SOUND, Ont.

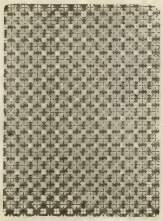
When Writing Advertisers Please Mention CANADIAN GROCER

Made in Canada **PLAYING CARDS** Made on Canadian Stock


Sports


Golfer


Colonial Bridge


Buffalo (Poker)


Pyramid

SPORTS DESIGNS

Good values at popular prices which will meet your customers' wants. Handled by jobbers throughout Canada.


Whippet


Good Luck


Royal Bridge


Oak Leaf


Steamship

CONSOLIDATED
LITHOGRAPHING & MANUFACTURING COMPANY,
LIMITED.
MONTREAL, CANADA.

Direct from "Sunny Italy"



EVERYBODY who is familiar with the healthy, nutritive properties of Olive Oil knows that for quality nothing equals the genuine Italian Olive Oil. So careful are we of its condition that we import it direct from Lucca in the original metal containers, which, being light-proof, ensure its arrival at the table in the same state of perfection as when packed.

A complete absence of deterioration due to sunlight and change of climate renders this the finest table oil obtainable.

For larger sales and better profits specify

"Vittoria Brand"

Pure Lucca Olive Oil

Present quotations are actually at the original pre-war level.

"VITTORIA" BRAND

12—1 gallon tins, per gallon	$3.50
24—½ gallon tins, per gallon	3.60
48—¼ gallon tins, per gallon	3.75
40—⅛ gallon tins, per gallon	4.25
80—1/16 gallon tins, per gallon	4.75

For those whose customers prefer it in bottles we recommend our

"VERITAS" BRAND

24—4 oz. bottles, per dozen	$2.50
24—8 oz. bottles, per dozen	5.00
12—12 oz. bottles, per dozen	6.00

Order direct or from your jobber

The Charles Ciceri Company, Ltd.

Established 1897

Specialists in Italian Products

84-86 St. Peter Street **Montreal**

Why Not a Keepsweet Window?



We are backing dealers handling Keepsweet Cream and Keepsweet Milk with the strongest kind of newspaper advertising. Through this powerful advertising campaign the name "Keepsweet" is now familiar to a great majority of the people of Canada.

"Keepsweet" is now recognized everywhere as a household necessity. People want it and are going to have it and it is up to the merchants to cash in on this situation by letting the people know they have it in stock.

Why not a Keepsweet window? It is the best means you could employ to link your store to our splendid campaign. A Keepsweet window would pull people into your store and would establish you as the Keepsweet man of your locality.

If you wish to take advantage of this suggestion drop us a card right away and we will supply you with highly attractive window trimming material, consisting of cards, cut-outs for individual cans, newspaper reprints, etc.

DOMINION MILK CORPORATION, LIMITED
Head Office: Toronto, Canada

BRANCHES: Halifax, St. John, Montreal, North Bay, Port Arthur, Winnipeg, Vancouver.

Keepsweet Table Cream

Sun-Maid Quality
Known Through Advertising

A standard in quality is any product's greatest selling point.

Sun-Maid's fame, founded on a standard of quality in raisins, has reached practically every corner of the globe. This fame was established through the same kind of advertising now appearing in your territory.

All merchants know of this quality-popularity, and how easy Sun-Maids are to handle and sell.

Each district office of the Sun-Maid Raisin Growers in Canada is constantly studying wholesale and retail trade conditions in each territory. You may depend upon the one nearest you for complete cooperation in moving your goods.

Write now—learn in detail the scope of this service.



SUN-MAID RAISINS

Seeded **Seedless** **Clusters**

Made from finest California table grapes

SUN-MAID RAISIN GROWERS OF CANADA, LIMITED.

400 McKinnon Bldg., Toronto, Ont.
137 McGill Street, Montreal, Que.
409 Standard Bank Bldg., Vancouver, B.C.
702 Confederation Life Bldg., Winnipeg, Man.
25 Tramway Bldg., Halifax, N.S.

CHRISTIE'S

BISCUITS for

OYSTER SEASON

OVAL OYSTERS

SQUARE OYSTERS
(PLAIN)

SQUARE OYSTERS
(SALTED)

OYSTER SEASON is now on and that means a ready demand for oyster biscuits. Christie's are just the kind of crisp, delicious biscuits that will make the simplest oyster feast a rare delight. They're made in three styles called "OVAL OYSTERS," "Square Oysters (Plain)," and "Square Oysters (Salted)."

Suggest a supply of these superior oyster biscuits to every customer who asks for oysters. You'll find this selling suggestion will seldom fail to net you big "double profits." Ask your wholesaler for a sample order of CHRISTIE'S OYSTER BISCUITS. Say, "Christie's," and you'll be sure of getting the "biscuits of Quality."

CHRISTIE, BROWN & CO.
LIMITED

TORONTO - CANADA

This Issue Features

"CASTE"

By W. A. Fraser

THIS is a story pulsating with the life, romance and adventure of India one hundred years ago. It is exotic, colorful, fast moving, and is the latest novel from the facile pen of that master story-teller, W. A. Fraser, whose "Three Sapphires," "Bull-Dog Carney" and "Mooswa," have made his name a household word in Canada. This long, book-length novel will be run complete in four issues.

Other Fact and Fiction Features of the

OCTOBER 15th ISSUE

Bumps in a Bumper Crop

—by Guy Morton

Some amazing reasons selected from real life, showing why the Western farmer may be more courageous than prosperous.

Merchantmen on the Seven Seas

—by Norman Reilly Raine

The concluding chapter of a fascinating, human-interest story of Canada's Merchant Marine.

Keeping the Well Child Well

—by Alan Brown, M.B.

Extraordinarily valuable hints as to what to feed your child during its first year.

Amazing Voyage of Capt. Choy

—by N. deBertrand Lugrin

For the first time in history a Chinese junk crosses the Pacific—and it is captained by a woman!

In His Own Coin

—by Morris Longstreth

A story of the primeval forest. The saving of a man's soul as well as of his life.

Myra

—by Beatrice Redpath

Illustrating the adage that What's one man's meat may be another man's poison—even when it is a woman.

Some Amiable Interludes

—by George H. Ham

The genial Colonel wanders all over the map and records some side-splitting experiences.

The Timber Pirate

—by C. Christopher Jenkins

The next to last instalment of this fast-moving story of pulp and paper intrigue in Newer Ontario.

Onoto Watanna by Elizabeth Bailey Price. Working and Starving in New York by Onoto Watanna. Easier Money Creates Dearth of Bonds. Review of Reviews—the cream of the world's literature.

20c MACLEAN'S 20c

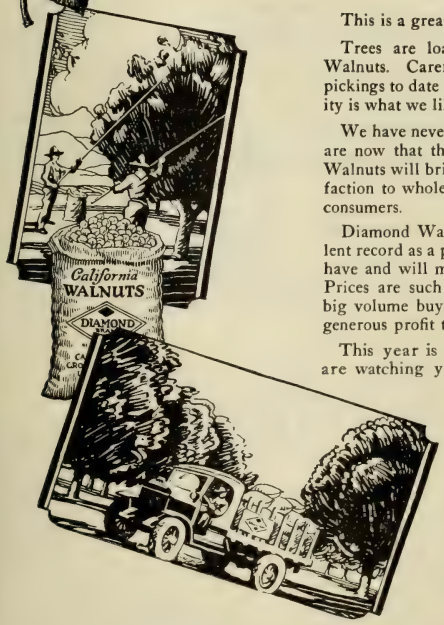
"CANADA'S NATIONAL MAGAZINE"

—At All News Stands—



A wonderful crop of excellent quality

Diamond Walnuts are Better Than Ever This Year



This is a great Walnut Year.

Trees are loaded with big, fine Walnuts. Careful inspection of the pickings to date tells us that the quality is what we like to ship.

We have never been surer than we are now that the crop of Diamond Walnuts will bring the greatest satisfaction to wholesalers, retailers, and consumers.

Diamond Walnuts have an excellent record as a profitable line. They have and will make money for you. Prices are such that they stimulate big volume buying with a fair and generous profit to all.

This year is no exception. We are watching your interests as we watch our own, for we realize that profit for you means profit for us.

Our advertising campaign this year is bigger than last. Following, as it does, the advertising of previous years, it will increase more than ever the sales of Diamond Walnuts. Women buyers now want *more* Walnuts and *better* Walnuts.

They find real satisfaction in Diamond Walnuts. They repeat on this quality brand.

Get your stocks of Diamond Walnuts in shape with a supply of hundred-pound sacks, and Diamond Shelled Walnuts in 8-ounce cans, and 3-ounce glass jars. Order from our brokerage representatives who are located in every market.

Make this *big* Diamond Walnut year pay you a *big* profit.

California Walnut Growers Association
A Purely Cooperative, Non-profit Organization of Over 4,000 Growers
Our Yearly Production More Than Forty Million Pounds
Los Angeles, California

SAINSBURY BROTHERS, LTD.
116 St. Nicholas Bldg., Montreal, Que.
59 Upper Water St., Halifax, N.S.
35 Front St. E., Toronto, Can.
Confederation Life Bldg., Winnipeg, Man.

DIAMOND

DIAMOND *California* WALNUTS

Crackin' Good Walnuts

ROSE BRAND

CPC

Is your business 100% successful?

The real test of business success is satisfied customers. ROSE BRAND PRODUCTS make satisfied customers.

Skilfully prepared under the most rigid Government Inspection these Pure Foods have the attractive flavors and high quality which appeal to consumers who buy carefully and with judgment.

ROSE BRAND is a mark of merit and distinction, favorably known and accepted the country over. ROSE BRAND PRODUCTS prominently displayed in your store mean that you are alive to opportunity—the opportunity of building up a successful trade by guarding your customers' interests as well as your own. In no other way can you make your business a big success.



Pleases Particular People









Canadian Packing Co.
Limited

Branches:	Packing Houses:
Fort William, Ont.	Brantford, Ont.
Sudbury, Ont.	Peterboro, Ont.
Sydney, N.S.	TORONTO, Ont.
Charlottetown, P.E.I.	MONTREAL, Que.
WINNIPEG, Man.	Hull, Que.

Everybody Knows Us!



Millions read about RED ROSE TEA in the newspapers, and out of doors—AND USE IT!

RED ROSE TEA is always the same distinctive quality, protected by the sealed package—familiar to everybody.

T. H. Estabrooks Co., Limited

St. John, N.B., Montreal, Toronto, Winnipeg, Calgary

—Our persistent advertising of Shirriff quality helps your sales.



Shirriff's

JELLY POWDERS

Write for Free Window Displays

IMPERIAL EXTRACT CO.

OURY, MILLAR & CO'S GELATINES

still maintain their High Reputation for Quality

PURITY, CLARITY,
STRENGTH and REGULARITY
Always CONSISTENT

Acknowledged to be the best productions by the most discerning buyers of gelatines throughout the world.

All grades of powder, sheet and fine leaf gelatines. Samples and prices may be had on application to our agents:—

F. S. JARVIS & Co.

18 Toronto Street - Toronto

TELEPHONE: MAIN 6376 CABLES: GELGAR TORONTO

OURY, MILLAR & CO.

9 Mincing Lane, London, England

CABLES: OLMENTH,- FEN., LONDON

254 MILES of "SALADA"

The INCREASE alone in the sales of "SALADA" Tea for nine months has been 1,354,406 lbs. These packets, if placed end to end, would stretch for 254 miles.

"SALADA"

SALES EXCEED 50 MILLION PACKETS ANNUALLY.

Are you sharing the profit in this tremendous business?

"Try This Quick Pudding, Madame!"

Most folks know Pure Gold Jelly, in fact, the name and quality are so well known that a great many buyers think of no other jelly than Pure Gold.

This makes it easy to sell Pure Gold Quick Pudding.

The next time a customer asks for Pure Gold Jelly just suggest a trial of this tasty pudding. Most housewives are glad to learn about this simple, inexpensive, yet delicious dessert.

Have you a plentiful stock of Pure Gold Products on hand?

PURE GOLD MANUFACTURING CO.

LIMITED

Toronto Winnipeg Halifax

CANADIAN GROCER

Vol. XXXVI TORONTO, OCTOBER 20, 1922 No. 42

Fixing Resale Prices in the Balance

Ontario Legislature Committee Hearing Views of Lawyers and Business Men—Government Board to Regulate the Spread Advocated by Some—This Would be Opposed by Ford Motor Co. Who Claim the Manufacturer Only Can Do This

Special Staff Correspondence

TORONTO, October 18. (Special). The special committee appointed during the spring session by the Ontario Legislature to consider the proposed new Provincial Bill with the purpose of preventing the fixing of resale prices, met on Tuesday morning to hear the pros and cons. The Bill was the outcome of the case brought by the Attorney General of Ontario against a number of wholesale grocers and manufacturers some months ago. That case was in itself an outcome of the Board of Commerce investigation into alleged combines existing among manufacturers, wholesalers and retailers which began in Hamilton in 1920 and ended in Toronto some time later. At that investigation A. W. Roebuck, representing the Attorney General of Ontario, discovered what he considered were combines in restraint of trade. The Board of Commerce, consisting of W. F. O'Connor and James Murdock, the present Canadian Minister of Labor, in their judgment decided that up to that time they had not heard any evidence to condemn the retailers, wholesalers or manufacturers for their resale price agreements, etc., but stated that they were making further investigation and a definite decision would be given later. However, the Board of Commerce ceased to function a short time afterwards and no further investigations were made.

Had No Jurisdiction

The Attorney-General through Mr. Roebuck then instituted suit against certain wholesale grocers of Ontario and a number of manufacturers. The judge decided that the Attorney-General had no right to bring such an action, but made no decision as to the rights or otherwise of a manufacturer to fix resale prices.

The Bill introduced into the last Ontario Legislature endeavored to give the Attorney-General this right, to prevent entirely the right of a manufacturer to fix by agreement his resale price from wholesaler to retailer or from retailer to consumer. Several objections were raised to the Bill at the time and it was decided to hold the matter over and in the meantime to secure opinions from the various parties interested. Hence the special committee and the session this week.

Similar U. S. Cases

Mr. Roebuck in support of the Bill reviewed several combine cases that had come before the court during the past twenty years. He also cited the Colgate and the Shrader cases in the United States. He claimed that the Shrader case came under the anti-combine Sherman Act of the United States and that the point in the judgment was that it was illegal to agree with a purchaser that he will not sell goods at a certain fixed price.

He then quoted from certain agreements between Canadian manufacturers and the Wholesale Grocers' Association. Among these was the agreement with the Bowes Company made in October, 1918, in which it was agreed that the manufacturer would sell only to the wholesale trade and that the wholesale trade must sell at list prices. Mr. Roebuck referred to the agreement with W. C. Macdonald Reg'd Inc., and stated that before this agreement went into effect wholesalers were making ½%, whereas afterwards they were allowed 9 to 10%. He was asked as to whether the agreement increased the price to the consumer but he was unable to say whether it did or not.

Some Willing To Take Less

He referred to the Wholesale Grocery Limited, and to Kenneth Knowles who operated this concern. Mr. Knowles had stated in the witness box that he was willing to sell certain products on a 10% basis whereas the regular discount to association wholesalers was 12½%. He had also been informed by Milton Cork of the Loblaw Groceteria Stores that he had purchased at times certain goods below the list price, and that this better price entered into the sale price to the consumer. He maintained that there should be free play in competition and that the best man should win. He thought that the most ironbound agreement of all was that between The E. W. Gillet Company and the wholesale houses. In this the wholesaler was bound to sell at a fixed price and had to make an affidavit whenever called upon that he had lived up to the agreement in every way. There was also a second form of agreement between the same manufacturer and the wholesale trade in which the wholesaler was entitled to a rebate each six months if the price had been maintained.

Not All Admitted

Hon. W. E. Raney asked if a wholesaler were to cut the price what would happen to him by the Association. Mr. Roebuck was unable to say what would happen him.

Mr. Raney—"Did any one ever apply for membership in the Association who did not get in?"

Mr. Roebuck—"Yes, Frank Morley for instance. I consider him a wholesaler but some of the others do not." "Why?" asked Mr. Raney.

Mr. Roebuck—"They say he has no warehouse, that he doesn't carry a complete stock, that he sells direct to the good houses and that he hasn't the overhead expenses of a wholesaler. Mr. Morley claims he has a warehouse and that he sells to the good houses but the others do the same."

"Do the railways fix their rates so that there won't be competition?" was asked by one member of the committee.

Mr. Roebuck—"The Dominion Railway Board arranges that."

Scope of the Bill

Mr Roebuck referred to the method of the E. B. Eddy Company in selling the trade. They notify, he said, their customers of the price at which goods are to be sold to the retailer only, but there is no agreement as I understand it. The

Bill as drafted would only touch re-sale agreements and would not for instance affect such an arrangement as the Eddy Company's.

"Is there any such legislation in any other province?" was asked. "No," was the answer.

E. M. Trowern—"Nor in the world."

Mr. Roebuck—"There are in several states of the United States."

Mr. Trowern—"But not in operation."

"Could the Dominion Government enact a similar law?" was asked.

"I don't think so," was the reply. "This is clearly a civil matter for the legislature."

Under this Bill, Mr. Roebuck stated, it would be impossible for a Montreal manufacturer for instance, to collect a bill in Ontario if he had a re-sale agreement with the Ontario firm.

Hugh Blain—"They would send it with a Bill of Lading attached."—(Laughter).

Hon. Mr. Raney thought the big point at issue was whether the consumer and the retailer should be bound by an agreement to which they are not a party.

Mr. Ellis of Barber Ellis, manufacturing stationers, stated that he had been fifty years in business. Fifty years ago the business slogan was, "Business is War." To-day, however, this has been changed and the motto is, "Co-operation." He maintained that business men should co-operate more and not try to cut each other's throat. He made the point that if such a law were to come into effect in Ontario it would not affect for instance Manitoba, where his firm has a plant in Winnipeg. If a representative of theirs were to do anything contrary to this Act in Winnipeg a competitor of ours would come into Ontario and find us guilty of a criminal offence. He thought that was one feature that undoubtedly should be considered carefully.

Mr. Raney—"Is it fair to the consumer that the price of any commodity should be fixed?"

Mr. Ellis—"We are all fair and honest business men and if we are honest and fair with others we will be to the consumer."

Mr. Raney—"Would the consumer not be adversely affected?"

Mr. Ellis—"It would undoubtedly be the exception if he were."

Advocates Trade Regulating Board

Hugh Blain, president of Eby-Blain, Limited, wholesale grocers, Toronto, referred to some of the statements made by Mr. Roebuck. The latter mentioned the case of one manufacturer who had increased the discount to the wholesale grocery trade. Mr. Blain said this firm felt that if the wholesale grocer could not make money, it could not do as much business and undoubtedly that was the reason why this discount was increased. He had always advocated the fixed price policy, and also that these prices should be regulated by some government official or board.

"This Bill does not affect the manufacturer selling to the retailer at a fixed price," said Mr. Blain, "then why should a manufacturer not be allowed to fix the re-sale price from wholesaler to retailer? This Bill would tend to wipe out the wholesale dealer on this account. If a manufacturer wanted to have a fixed price to the retail trade, he would sell direct if he could not sell through the wholesaler. If the wholesale dealer is not an economic necessity, then we should be wiped out."

The Attorney-General asked Mr. Blain about what percentage of his lines were sold on the fixed price basis. Mr. Blain replied that between 40 and 50% of their business was on proprietary articles and that perhaps 25% of the volume of business was done through price agreements.

Postage Stamps Could Be Cut

E. M. Trowern, Secretary of Dominion Board, Retail Merchants' Association, Ottawa, made one of his characteristic fighting addresses in defence of the retail merchant and against the meddling in business affairs by men whom he claimed knew little or nothing about them.

He asked the Committee if they appreciated the number of things that the Bill, if passed, would affect. For instance there were postage stamps. What would happen if every dealer in postage stamps was allowed to cut the price? Then there were automobiles, all of which were sold on the fixed price basis from dealer to consumer. There were sheriffs' and lawyers' fees, shoe polish, dry goods, furniture, different kinds of food products, implements, optical goods, pianos, sewing machines, typewriters, newspapers. There were also milk dealers. What would happen if the farmers were not allowed to fix the price of their milk to dealers?

Mr. Raney—"Are you in favor of the appointment of a board of some kind to regulate these prices?"

Mr. Trowern—"Yes, if the board is properly constituted and includes merchants." His suggestion was perhaps three manufacturers, three wholesalers and three retailers. Mr. Trowern maintained that in business there were perhaps three per cent. fakirs or pirates and ninety-seven per cent. endeavoring to make a fair and honest living. Included in the former were those who cut the price of one article and "soaked" the public on others.

"Without your merchants this country would not be worth a cent," he declared emphatically.

R.M.A. Has to Watch Legislators

R. R. Hall, M.P.—"What about co-operative societies? In the Old Country you will see streets without any merchants. The business there is operated by co-operative societies."

Mr. Trowern—"I don't want to enter into a discussion on co-operative societies but I will just say to Mr. Hall that they don't pay five cents of income tax."

Mr. Hall—"What are the objects of the Retail Merchants' Association?"

Mr. Trowern—"It would require at least three or four hours to tell you that, but I might briefly say, to watch governments to see that they do not put over improper legislation on us; to watch fake advertisers, to assist merchants in bettering their business, etc."

Mr. Trowern referred to the intimation by members of the Committee that the consumers should be called in in the matter of fixing rates. He asked if consumers were called in in connection with fixing prices on railway tickets, on the sale of theatre tickets. "It can't be done. It is absurd," he declared.

Hon. Mr. Drury, Prime Minister, asked if he was in favor of fixing the prices on all farm products.

Mr. Trowern replied that he was as far as it was possible. But there are cases where it would be impossible, for instance, if one farmer grew a better quality of apples than another, he would be entitled to a better price.

The Ford Co.'s Agreement

H. S. Pritchard of the Ford Motor Company read the agreement his company has with their dealers in regard to the re-sale of Ford cars and parts to the ultimate consumer. They sell outright to the dealer for cash and the dealer signs a contract preventing him from selling at a price less than the fixed re-sale figure. The agreement, he said, was air-tight and that for each violation the dealer was assessed $100.00 and the contract was also terminated. They had the same prices in every part of Canada from Halifax to Vancouver, apart from freight charges, and he believed this was the correct principle. He also considered that the ultimate buyer was benefited by such a principle. He showed that in 1914 the price of the Ford touring car was $495.00. He traced the advances during the war on account of higher costs but at the present time it was $445.00. The ultimate buyer was getting the benefit of lower costs.

His firm endeavored to fix the re-sale price at as low a figure as possible because the lower the figure the greater the turnover and the more money made by both company and dealer. The manufacturer, he said, was the one most interested in setting the price, not excepting the consumer, because of the desire on the part of the manufacturer to secure turnover. Their dealers are chosen carefully and have to subscribe to certain definite standards. They are allowed 20% margin to cover their net profits and overhead and their overhead includes a certain amount of service to their customers, as well as the usual other things. This percentage is low and a dealer must sell many cars to make any net profit.

Would Advance the Price

Mr. Pritchard said that the Bill would prevent his firm from agreeing with the dealer on the margin of profit he se-

(Continued on page 27)

Dressing the Window for Hallowe'en

The Festive Time of Hallowe'en Offers the Grocer a Special Opportunity to Boost the Sale of Certain Lines—Many Effective Ways of Dressing the Windows With a View to Stimulating Sales

WITH Hallowe'en just ten days away, the grocer should make the best of the next week and endeavor to push those lines that are particularly appropriate for the Hallowe'en party, and a proper celebration of this annual event. The Hallowe'en party is a popular occasion for the young people, and the grocer can do a great deal by suggesting lines to his customers, that are bound to please their guests at social gatherings of this kind.

A window display of course will do a great deal to help the sales of specialities for a fitting celebration of Hallowe'en. The window here reproduced was dressed for last Hallowe'en by Cudmore Bros. of Charlottetown, P. E. I., and it will be agreed that it is generally effective both from the standpoint of being particularly fitting as an observance of Hallowe'en, and also of selling value. It features apples and grapes, and Mr. Cudmore reports the sales of both these articles greatly increased as a result of the window. Apples, grapes, nuts, pop corn, preparations for sandwich making, brown sugar for the toffee pull, are all good lines to boost at this time, and the grocer who makes an effort to increase his turnover by taking advantage of such an opportunity as an occasion like Hallowe'en provides, will undoubtedly be well repaid.

Another effective Hallowe'en trim is done in orange and black crepe paper in these two colors covering the background. Orange crepe predominates, with narrow ribbons of black crepe hung down the orange background. Suitable articles were attached to this appropriate background. The central exhibit was a boy's automobile, seated at the steering wheel of which was a boyish wax figure. The boy was dressed up in a Hallowe'en costume and was masked.

Another merchant curtained off the rear with alternate black and orange crepe paper ribbons. These ribbons, suspended from the ceiling, were covered with orange and black crepe paper, with here and there a pumpkin cut-out serving as a mat. More orange and black crepe paper ribbons were festooned from the ceiling.

The Hallowe'en atmosphere might be injected into a window by means of a unique broom. The straws of the broom were simulated by strips of orange tissue paper, caught in at the proper place. There was a handle on the broom, the whole being suspended in the middle of the trim by a thin wire. Orange and black tissue paper ribbons ran from this central feature to the different articles comprising the display.

A Toronto merchant took particular pains to make his Hallowe'en window central exhibit an unusual one. This assumed shape in the dummy figure of a tramp—posed in the attitude of sitting on an upturned packing case in front of a fire. The fire was made of charred twigs with red tissue paper underneath, through which an electric light gleamed. The fire certainly was most realistic. Corn on the stalk formed the background, with cardboard pumpkins, lit up by electric lights, placed here and there among the corn. Down in front an effective display of suitable merchandise was made.

For the Hallowe'en Party

An unusual effect was produced in a Toronto window by starting a number of black ribbon chains from the middle of the window pane. The chains radiated outwards just like the rays of the sun. Black cut-outs of witches, bats and cats were pasted on the spaces in between each ribbon chain. The centre of the window background was adorned with a round cut-out of bright blue with golden stars. Against this was the silhouette of a witch riding on a broomstick. The floor space across the rear was occupied by a row of corn-husks, beautifully gilded. Black velvet served as the floor covering, with timely merchandising suggestions contained on the same.

The background was composed of

(Continued on page 23)



An effective Hallowe'en window, dressed by Cudmore Bros., Charlottetown, P.E.I.—sales of grapes and apples were considerably increased as a result of this window.

This Store Has Some Unusual Problems

Question of How to Bill Goods to Branch Stores From the Main One Again Comes Up, and is Discussed Here—Readjustment Brought About Conditions Hard to Cope With

By HENRY JOHNSON, JR.

OFTEN it is very difficult to give an adequate picture of a business without danger of revealing identity. That is the case this week. Yet I must keep confidence at all hazards, so certain figures will be disguised though the essential facts will be truly reflected. All of this so that some unusual problems may be touched upon—if only to show that none of us had a monopoly on hard nuts to crack.

This is the continuation of correspondence dating back to last Spring at which time I indicated that the management of a branch store was not an easy task. This letter reveals that much of the trouble was the, at present, very common one due to the rapid slump in values in 1920. On that point my correspondent now writes:

"We marked down pretty heavily certain lines, especially dry goods. After stock taking, the party who assumed the business took the stock at an all around discount of 15 per cent. This added largely to our loss during the first eight months of the year but after taking stock, even at new values, there would be a corresponding profit for balance of the year.

"The unusual marking down of all dry goods was due to stock bought at high prices. On account of the serious financial depression in this section, this stock was largely carried until Spring when prices dropped. Farmers here depend almost entirely on tobacco crops. When they could not sell, they were practically without cash. Groceries they must have but could do without dry goods.

"Another difficulty: Though we are apparently within easy reach of wholesale markets, this is only true really eight months. Navigation closes December 1st and re-opens April 1st. We must carry supplies in all lines sufficient for the interval."

Readjustment Hard to Cope With

"In these circumstances, much of our dry goods, bought for winter, was carried into the second winter and appeared again in our inventory. Some lines, intended to be well marked down for September 30th inventory, might have been missed in changing cost marks on the goods themselves and so been taken in again at too high a figure.

"The isolation accounts for our heavy stock. We must carry many unusual lines, such as caskets. These sell slowly and run into money—perhaps only two or three sales a year, but as there is no other store here, we must carry them."

This shows that all merchants have not the same kind of troubles, but that some have such as we should not like to face. The readjustment difficulty seems to have been practically universal. Only those who pushed the knife in to the hilt succeeded in getting out with little or no loss. Harvard's last investigations seem to show that department stores were the only stores that, as a class, profited in 1921. Practically, all of this merchant's troubles hinge on the readjustment proposition.

He gives more details of his branch store management and accounting. Those details are not of general interest, and I think I have done all I can hope to do to help him through suggesting certain factors. He must work out the details himself, and I feel rather sure he will do that.

The chief difficulty and the one which may result in the discontinuance of the branch as unprofitable, is indicated in the following:

"Now, as you state, to add a wholesale percentage to branch store goods, to cover handling, billing, etc., in main store, probably would prohibit any showing of profit in the branch, yet we must arrive at some method of ascertaining the cost of doing business with the branch and charge that against it to give the main store a fair deal. Goods delivered to branch increase the volume of our business, but bring us no profit, nor even pay for the handling, and from your suggestions and explanations, this would decrease turnover and add to expense.

"One advantage we must remember: so long as we maintain this store, we keep competitors from opening up. If we were to drop it, another store would be apt to start, and the business and population would not support two stores with profit to either."

Now, have we not hit on the real solution? There is not business for two stores with profit for either. And if that is true of two stores owned separately, it is equally true of two stores owned jointly. The figures all have indicated that when all proper handling charges are included, when rent is charged, salary allowed and all other items fairly included, the branch does not pay. Therefore, **it does not pay**—and that is all there is to it.

Branches Often Suckers, not Feeders

Such a condition is more prevalent than you may think. In many businesses branches are a delusion. On paper, they look fine. In practice, they sap blood from the parent instead of contributing to its support. I know how hard it is to face such facts and act on their teachings. It seems about the last thing anybody wants to do—abandon a going business. Yet if a thing, after demonstration and trial, is found not to be self-supporting, it seems to be folly to continue it.

I have been through that kind of experience. I have felt reluctant to "disturb" my business by dropping things apparently convenient to customers but quite plainly unprofitable to the business. But the discontinuance did not hurt a bit! The time and attention they had absorbed were devoted to profitable things. Those flourished better and the business was as much strengthened by the pruning as a tree usually is.

Again, it may be that two separate stores each run by a man who devotes all his energy to its success, may prove profitable where two owned by one man, one managed at arm's length, fail to produce profits.

The man on the spot must make the final decision. I can only suggest things to think over. I can understand that if the business as a whole is profitable, one will hesitate to cut any of it off. But if plainly it is not profitable, we must do something.

I often wonder, in such cases, whether the merchant is getting enough for his goods. So often businesses are starved for the lack of two or three per cent. extra added to their prices. All over the continent I find men who have had no courage to advance price ratios on the basis, say, of one cent in fifteen, marking 15c. items 16c., 30c. items 32c., and so on over a big preponderance of the stock. The difference has been around three per cent. average. The result has been to turn apparent failure into assured success.

Without Competition, This Can Be Tried

Nowhere that I know of has such a thing been done where the merchant enjoyed virtual monopoly, yet it has been successful. Surely, where a man operates without competition and is such a necessary factor in the life of his community, it should be easy to do. Are you forgetting the eternal, economic truth that the laborer is worthy of his hire? Don't. He is and he should get it. Moreover, he must get it or he will starve. If he starves, another who is not foolish enough to work for nothing will come to fill his place—and the last state of that

community may be worse than it would have been had the first man got what was coming to him.

And again: Don't say "Can't" too suddenly or conclusively! More I do not feel that I should try to suggest.

From a New Brunswick town comes this:

"Dear Sir:—What would you consider a fair salary for husband and wife running a small grocery and delicatessen store for wife's parents? Mother also helps in store at times, owns building and pays all insurance on store and stock. The clean profit for one year runs as high as $2,700 to $3,000, out of which we receive third part of profit. Is that enough?"

What kind of trouble shall I get into in this family circle if I answer at all? Here is one of those intimate, close-corporation, family affairs where it is so difficult correctly to appraise what each contributes to the entire business and where, whatever we assume to decide, we are sure not to please all parties. Things seem to be going fairly well as they are.

Yet I must answer. And it seems to me that the share of this husband and wife should be half the net profits. That is simply my judgment, given equitably, with no knowledge of the circumstances other than the few words above quoted.

Toronto Grocers Give $100 to Fire Sufferers in North

Toronto, Oct. 17.—At a recent meeting of the grocers' section of the Toronto Retail Merchants' Association, the sum of one hundred dollars was voted towards the relief of the fire sufferers in Northern Ontario. The chair on this occasion was taken by the president, Jerry Burns. Business in connection with the picnic of Toronto grocers held early in the summer was disposed of. It was also decided to hold the first euchre party of the season on November 20th, at McConkey's. The success that attended these social gatherings last season, should be duplicated this year.

DISPLAYS FOR HALLOWE'EN

(Continued from page 21)

long rolls of crepe paper shading from orange to white through all shades of yellow, with rolls of red and green at the end. Above it was a frieze of crepe paper showing silhouettes of witches on broomsticks on an orange ground. A table in the foreground was covered with a crepe paper cloth showing the rosiest of apples, grapes, small pumpkins and tempting looking candy. A card in the midst announced "Everything for your Hallowe'en Party."

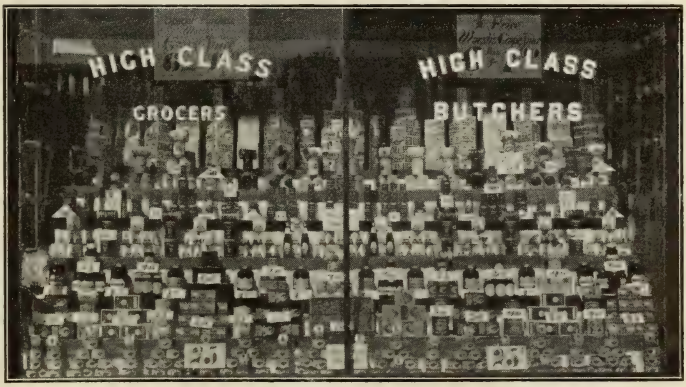
A Second Nations' Food Show at Olympia in 1924

London, Eng., (Special).—A meeting of the principals of British and foreign firms now exhibiting at the Nations' Food Exhibition was held at Olympia when it was unanimously decided to support a second Nations' Food Exhibition to be held in September 1924 also at Olympia. Several speakers stated that this year's Exhibition was the most successful they had ever been associated with and hearty congratulations were offered to the management. Both for magnitude of displays and attendance of the public the existing Nations' Food Exhibition has created records but the next one will be half as large again as it will occupy not only the main building, the annex and the wide galleries but also the vast extension to Olympia now in course of construction.

Two Factors in Success of Window Displays

MONTREAL, Sept. 11. — A few weeks ago Canadian Grocer published an article in which it was claimed that the best "selling" windows in the grocery trade were those dressed with only one or two different lines and that these were impressed upon the passers-by by the lay-out of the display and the fact that attention was centered upon the products themselves.

A local retail grocer, J. A. Hewson, of 871 St. Catherines St. west, read that article but held a different opinion and promptly endeavored to prove that he could dress an attractive and selling window with a great variety of lines. This window contained bulk shelled walnuts, package teas, canned fruit and vegetables, raisins, figs and cereals, all arranged on tiers of narrow shelves built up in the window. Each shelf had a different color combination yet all the colors blended with a pleasing effect upon the eye. Blue and white and red and white combinations were used.



Illustrating how J. A. Hewson, 871 St. Catherine Street, Montreal, recently dressed his window. A number of lines are used and the price tickets, it will be seen, are very prominent.

Mr. Hewson claims that the success of a window display as a selling force depends upon two things. First, the arrangement and colors must be attractive and yet pleasing, and secondly, well printed price tickets must be placed on the goods. His idea in dressing the window with such a wide variety of lines at this season of the year is that people are now returning to the city after a summer in the country and their pantry shelves are bare by necessity. Therefore the grocer has a splendid opportunity to restock those shelves with a variety of articles that not even the people realize they need. The energetic grocer therefore can make extra sales by the power of suggestion and a good window can be a great help in getting this business.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI OCTOBER 20, 1922 No. 42

The Northern Ontario Fire

THE devastation, destruction of property and the terrible suffering that followed as a result of the fire that swept Northern Ontario, wiping out the town of Haileybury, as well as many smaller municipalities, has awakened the heartfelt sympathy of thousands of people throughout the length and breadth of the land. Many merchants lost heavily in the disaster, and to them is extended the sympathy of Canadian Grocer, as well as their fellow-retailers in all parts of the country, coupled with the hope that soon from the ashes of their former stores may rise bigger and better ones, with many years of prosperity and success ahead for them.

Parcel Post Shows Big Deficit

IN CONNECTION with the introduction of the new C.O.D. Parcel Post service in Canada, as outlined in recent issues of Canadian Grocer, it is interesting to note that postal officials in the United States are finding it necessary to increase rates on Parcel Post in view of deficits which have followed its operation. Rates in that country on such mail matter are being advanced to cover an annual deficit of nearly seventy million dollars. The increase will mean an average of $3 a year to every family. The U. S. Postmaster-General makes it plain that the Parcel Post service has not been paying its way. Steps have been taken to establish responsibility for the deficit and it has been found that first class mail is paying a profit; that second and third class are at least making expenses; that special services cost the country two to three million dollars a year and that Parcel Post is carried at a considerable loss. It is not known yet exactly what the increase will be but it has been estimated that increased rates of three cents a parcel will be necessary to cover the deficit.

The situation in Canada is similar in some respects, notably the fact that the Parcel Post branch of our mail carrying service has also been operated at a loss. Yet despite this fact the new C.O.D. service has been introduced since October 1, bringing with it increased accommodation for mail order houses and large city department stores who seek business throughout the country in direct competition with local retail stores. This accommodation brings with it a responsibility to the government which did not exist under the former plan, and it leaves the strong likelihood that the government may be unable to secure 100 per cent. collections. If the attempt is being made to put the parcel post service on a paying basis by endeavoring to increase the volume of material carried, it is questionable if this can be accomplished at rates which have so far shown a deficit, to say nothing of the increased liability to the carriers under the new plan.

Inferior Product Loses Customer

A FRIEND was telling one of our representatives the other day about how his grocer lost him as a customer for a certain kind of canned fish. This man is very fond of this particular fish and has been in the habit of eating a great deal of it. Some weeks ago he was leaving on a camping trip and ordered a supply of the brand he had been getting for some time back. The fish packed under this brand were of a very fine quality and he always enjoyed them.

When his daughter called at the grocery store to order the supply she was informed by the merchant that he did not have any of the same brand in stock but he had a line that was easily as good, if not better. Moreover, the price was considerably lower. This brand was purchased and taken on the trip.

The first tin opened actually made him ill. That was the only tin that was opened and since that time he has not tasted his favorite fish. He claims that the quality was not nearly as good as the former brand he had been purchasing and as a result of the merchant getting him to accept the cheaper line, he has taken a dislike to this fish and it may be a long time before he will purchase any again.

The moral of this incident is plain to every merchant. Some dealers have got into the habit of thinking that people want to buy cheap goods at the present time. This is not the case. Nine-tenths of the purchasing public want quality regardless of price. Price is forgotten if the article is one that pleases and gives full satisfaction.

Undoubtedly there are too many retailers to-day who are buying on a price basis and paying little or no attention to quality. This is a mistaken idea and is the means of losing a great many customers. It is particularly true in some of the large centers where perhaps competition from chain stores is more keen than in the smaller towns and country districts.

Canadian Grocer has always maintained that quality in purchasing foodstuffs should come first. This is as true to-day as it ever was in the past.

Editorials in Brief

When you have made the customer want the goods by what you have said about them, you have used the kind of salesmanship that produces results.

Don't be afraid to emphasize the quality of your goods unless they lack that quality you know people want to find in them. If they do lack quality, get some better goods.

In order to get your advertising message across, avoid the use of technical language or of fancy phrases and flowery descriptions. Talk plain common sense in an understandable way.

There are two kinds of discontent in this world—the discontent that works and the discontent that wrings its hands. The first gets what it wants and the second loses what it has. There's no cure for the first but success; and there's no cure at all for the second.—Lorimer.

The approaching festival of Hallowe'en should not be overlooked by the enterprising grocer. It is a good time to boost the sale of a number of lines that should have a ready appeal. An article dealing with appropriate window displays for this occasion in this week's issue should be found interesting and helpful.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

William B. McKay, one of the oldest merchants in Sussex, N. B., passed away last week. He had been in business for over half a century. He was in his 70th year, and was born in Bridgetown, N. S. He was the first mayor of Sussex. He is survived by his wife, one son and two daughters.

Frank Rankine, former president of T. Rankine and Sons, biscuit manufacturers in St. John, N. B., passed away last week, at the age of 66 years. He retired from business two years ago. He is survived by his widow, one son and one daughter, also four brothers and two sisters. Mrs. W. S. Fielding, wife of the Minister of Finance, is one of the sisters.

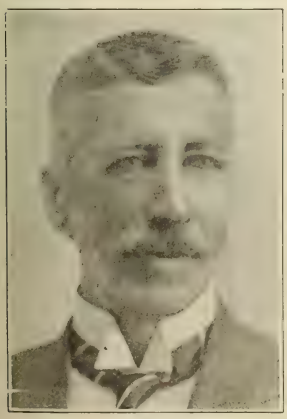
Ontario

A. Monro Grier, K. C., was the special speaker at a dinner the other evening of the Parkdale Business Men's Association, Toronto.

The Commercial Travelers' Association will resume its monthly luncheons on Saturday of this week, at the King Edward Hotel, Toronto.

The Border Cities' third annual Pure Food and Electric show, under the auspices of the Border Cities' Retail Merchants' Association, is being held this week, at Windsor.

Robert Dowson, grocer, vice-president of the Monarch Park Business Men's Association, Toronto, presided at a banquet of the association the other evening. There were more than 100 merchants in attendance.



J. T. SHIRREFF

Ontario

While attending a lacrosse match at Orangeville, the other day, R. H. Robinson a business man of that town had a heart seizure and died in his car just outside the playing enclosure. He was 55 years of age.

W. G. Webb, who has been in the grocery business at Blenheim, for a number of years, has sold out to W. Addinall, Erieau. Mr. Addinall has been in the general store business, and he has disposed of it to Norman Cumming of South Harwich.

It has been officially announced that the Kanada Biscuit Co., has decided to locate in Brantford. Four acres of land have been purchased at St. Paul's avenue and St. George Street, Terrace Hill. It is stated that work on the new factory will be started within a month.

WILL MANAGE ENGLISH BUSINESS

W. H. Wright, for the past four years secretary and treasurer of McCaskey Systems Limited, Galt, Ontario, has been selected as general manager for the English factory of the McCaskey Register Co., at Watford, England. The plant in England has been in operation for the past fourteen years under the management of Rutherford Lumley, whom Mr. Wright succeeds November 15th.

Eddy Co. Officials Are Pleased With the Outlook

Ottawa.—That Canada is about to enter a new era of prosperity in the immediate future is the opinion of J. T. Shirreff, vice-president and assistant manager of the E. B. Eddy Co., Limited, Hull, Canada.

Mr. Shirreff's optimism is based upon first hand knowledge gleaned during his recent tour of Western Canada. Accompanied by Mr. J. F. Taylor, secretary and sales manager of the Eddy Company, Mr. Shirreff visited every important centre west of the Great Lakes, calling upon their many selling agencies throughout this vast territory. Both executives were impressed with the spirit of optimism apparent in every quarter of the West and report that, consequent upon the excellent crops now harvested, there is every indication of a real boom in fall and winter business throughout the entire Dominion.

Business Changes

C. A. Klingensmith, Elko, Alta., has sold to Kilburn K. Lunn, of Waldo.

J. Brown has opened a grocery store at 195 Lottridge Street, Hamilton, Ont.

E. Hope has opened a grocery store at 182 Main Street, Niagara Falls, South, Ont.

D. W. Grant, Cornwall, Ont., has purchased the business of A. Toohey on Pitt St.

R. Pierson, St. Catharines, Ont., has purchased the business of J. A. Armour, Owen Sound, Ont.

N. J. Appleton has opened in the grocery business at 1802 Danforth avenue, Toronto.

Grocer is Fined $25 for Selling Adulterated Butter

Montreal, Oct. 17.—Twenty-five dollars fine or one month in jail for selling adulterated butter was the sentence meted out by Judge Enright to Jos. Lamothe, grocer, of 1004 Orleans street, when found guilty of a charge preferred by the Federal Health Department.

Lamothe conducts his business under "Lamothe, Enregistre." G. St. Onge, health inspector, gave evidence to the effect that he visited the premises of the proprietor and indiscriminately took a pound print of butter labelled as creamery. He cut it in two, retaining one



J. F. TAYLOR

half for analysis, leaving the other piece with the grocer.

The sample was analysed and found to contain 25 per cent. adulteration in the form of cocoanut oil.

N. K. Laflamme, K. C., M. P., defended Lamothe, and sought to discredit the value of the analysis. Then Leonce Plante, prosecuting for the Government, called Dr. Aime Valin, Government analyst, to the stand to corroborate his own finding.

A heated argument ensued, Mr. Laflamme contending that the cocoanut oil complained of was not injurious.

True, Mr. Plante replied, this was not harmful, but it was an adulteration. People were paying for butter, which is supposed to be composed of butter fat, while they were getting a high percentage of a foreign substance. Butter fat was selling for 30 cents a pound while cocoanut oil could be purchased for 9 cents.

The court found Lamothe guilty and imposed the sentence provided by the Pure Food and Drugs Act. There are 29 other similar prosecutions which will be heard soon.

Want to Have Street Peddling Done Away With

Ottawa, Oct. 17. (Special).—The grocers of Ottawa are attempting to have peddling on the streets abolished. The matter was dealt with at a regular semi-monthly meeting a few days ago, when it was decided to give full support to the efforts of Alderman Walter Cunningham to have the city council pass the necessary legislation. Alderman Cunningham, who is a member of the association, has given the question a good deal of consideration lately, and is prepared to offer his fellow associates on the city council some sound economic reasons why the peddler should no longer be allowed to sell his wares on the street.

It was stated by J. Basil Bambrick that some peddlers had succeeded in evading the payment of the necessary yearly license by using their market license which they only paid five cents a day for. Others complained that the peddlers were becoming altogether too numerous and were interfering seriously with their business. It was finally arranged to have the market committee of the association work in co-operation with Alderman Cunningham.

Aid Fire Sufferers

The Ottawa grocers are anxious to do their bit in aiding the fire sufferers of Northern Ontario. Ways and means of doing this were discussed at the meeting. After various suggestions had been made it was decided to notify the central committee in charge of the relief work in Ottawa that the members of the association were prepared to offer the use of their trucks for the collection and transportation of parcels and packages to and from any points in the city. To the suggestion of one member that a committee be appointed to secure money donations from the grocers, the chairman pointed out that it was likely each and every grocer would be canvassed for this purpose by the city relief workers.

Are Canvassing Restaurants

There was some discussion concerning the relations between the wholesale and retail grocer, which arose through the announcement by one member that a certain alleged wholesale grocery firm in the city was conducting itself in a manner contrary to recognized business ethics, which were destined to work considerable injury to retail grocers in the immediate vicinity. This brought the statement from another member that he knew it to be a fact that several wholesale firms in the city were making it a business of canvassing the restaurants, boarding houses and drug stores and thus taking considerable business from the retailers, which should rightfully be theirs.

The majority of the members expressed the opinion that there should be closer co-operation and better understanding between the wholesale and retail grocers.

Alex. Phillips, who has had considerable to do with devising ways and means of dealing with the street peddler, was added to the membership of the market committee at the suggestion of T. W. Collins.

In the absence of President A. E. Kelly, the chair was occupied by Vice President T. A. C. Kennedy, and the other members in attendance were Messrs Duncan Bell, treasurer; J. C. Allan, secretary; Alex. Phillips, J. Basil Bambrick, A. S. Moreland, P. G. Allan, R. W. Porteous, J. Patterson, J. Gladstone, T. W. Collins, P. Lamoureux and J. W. Regan.

Western Canada News

E. G. Parker, manager of the Royal Crown Soaps Limited, Winnipeg, is on a business trip to the Old Country.

L. P. Corbeau, sales manager of the C. H. Catelli Company Limited, Montreal, was a recent business visitor to Winnipeg.

Paul Bienvenu, treasurer of the C. H. Catelli Company Limited, Montreal, spent a few days in Winnipeg on a business trip.

J. J. Stevens who for some time past has managed a branch store for McBride's Ltd., Moosejaw, Sask., has resigned to go into business for himself.

G. H. Robertson, sales manager of the Carnation Milk Company, Toronto, spent a few days in Winnipeg with their Western representatives, Tees & Persse. Mr. Robertson is going as far West as Edmonton.

The post office at Oyen, Sask., was broken into in the early hours of last Tuesday morning after the arrival of the train.

The mail sacks were cut open and the registered mail stolen, also some cash, but the intruders did not tamper with the safe. The bandits are still at large.

NEW SIGN BY-LAW IS PASSED IN WINNIPEG

Winnipeg, Oct. 17—Amendment of the new signs by-law has been approved by the health committee of the city council. As soon as the change goes through it will be unlawful for anyone to affix a sign, poster, etc., to any occupied house, store or other building without having first obtained a general bill-posting license from the city and without having also the consent of the owner of the property.

As regards vacant property, no person can post any sign without the consent of the owner or the owner's agent. The by-law reads "on or in" vacant property. This means when read in conjunction with another clause of the by-law, that travelling shows that paste their announcements inside the windows of stores would have to remove them within forty-eight hours of the show leaving the city. At present scores of windows are still announcing a carnival which visited Winnipeg on Aug. 7.

Manager of Milling Co. is Killed in an Automobile Accident

Regina, Sask., Oct. 17.—Norman McAllister, manager of the Glenavon Milling Company, at Glenavon, Sask., was killed instantly, and Frank Millard, manager of the Bank of Toronto, was injured painfully last week in an automobile smash just north of the town.

With John Harris, hotelkeeper, they were driving to Grenfell. On a steep hill the brakes failed to work and the car got out of control. On the bridge at the foot of the hill was a heavy farm wagon loaded with lumber. The auto smashed into the load at a great speed smashing the cart into atoms and throwing the occupants from their seats. McAllister struck the load head-on and never regained consciousness. Millard was taken to his home. His injuries, it is stated, are not serious. Harris was unhurt. McAllister was 35 years old and came from Ontario.

Retail Merchants Want Municipalities to License Transients

Winnipeg, Man., Oct. 16.—Neglect of municipalities to pass bylaws requiring licensing of transient traders while at the same time the municipalities are assessing the stocks of local merchants, was strongly protested by the provincial executive of the Retail Merchants' Association, which was in session in the city last week under the chairmanship of T. A. Connell, Winnipeg. It was decided to insist that municipalities require temporary dealers to take out licenses if they wanted to trade in the same area as the established merchants. This, it was claimed, would only be fair to both classes.

It was reported that the taxation recommendations of the association had been submitted to the United Farmers' organization and discussed with the executive of that body with a view to getting its co-operation in having the distribution of taxation in the province placed on an equitable basis.

Approval was given the convention of automotive dealers to be held in the city during the time of the automobile equipment show, which will take place some time in March.

Manitoba Leads in Butter Quality

Winnipeg, Oct. 17.—Production of high-class butter in Manitoba has now reached such a stage that the standings of the various competitions held throughout Canada at the provincial fairs this province ranks in front of others in the number of awards with the possible exception of Alberta. Competition between Manitoba and Alberta is so keen that the average of the awards makes it look like a dead heat.

With the completion of the exhibition season a total of the awards for creamery butter has been compiled by L. A. Gibson, provincial dairy commissioner, the result giving the province one first in all Canada at the Winnipeg exhibition, a championship cup for the highest average score at the Toronto exhibition and 32 first prizes in addition to numerous seconds, thirds, fourths, fifths and sixths, numerous gold and silver medals and diplomas.

The latest results are from the London exhibition, where Manitoba Creameries took two first prizes, three seconds and a fourth.

BRANDON POTATO CROP HEAVY—PRICES DOWN

Brandon, Man., Oct. 17—Fifteen degrees of frost Thursday night put the final touches on the glory of the flower gardens and damaged any vegetables above ground. However, local gardeners have made great headway during the last few days in getting in their crops and another week should see the balance of the root crop harvested. As most of the grain has been garnered no damage by frost was reported in this immediate district. This was the most severe frost this season.

A bumper potato crop is being harvested in this district and the supply is likely to greatly surpass the demand. The bottom has fallen out of the market and consequently prices have dropped to pre-war levels. Potatoes are selling for from 40 to 50 cents a bushel.

FIXING RESALE PRICES

(Continued from page 24)

cured and putting him under a penalty for infraction of the contract. He maintained that if the price of the Ford car was not controlled, that it would be higher to the buyer. Their dealers must sell a certain number of cars in order to make any profit. If the dealer's price was not controlled he would take advantage of it and would at times charge more for the car and more for the parts than he should. This would cut down sales and the business would devolve on a lesser number of dealers at wider distances. This would be a disadvantage to the purchaser. The localized effort would be gone and there would be less volume. While his firm did not receive many complaints, most of them were from overcharging. This was what would happen if there was an open price. The dealer would then charge the "price of opportunity." The firm would lose the confidence of the buyer and the discredit would certainly work back to them. His firm also fixed the price of labor on a certain job on a car. He did not believe that the same principles that made his firm a success should brand it as a criminal as this Act would do.

Effect of Competition

There were also certain laws of business that could not be changed. One of them was competition. If they fixed their price too high someone else would step in and get the business. They would be the only sufferers.

Strength of Raw Market Will Depend on Volume of Demand for Refined Sugars

An American Refiner Says Prices Are Too High and Closes Plant—Bigger Production is Reported But There is Also a Bigger Demand—Turn in Market is Predicted for January But May Come Sooner

MONTREAL, Oct. 18 (Special).—According to the Journal of Commerce, New York, what the immediate future may have in store for raw sugar is generally conceded to depend upon whether or not the demand for refined sugar continues in volume large enough to compel the refiners to make additional purchases, some believing that having provided for their requirements for two or three weeks to come jobbers will wait for a while before taking on more refined. In that event the refiners who have acquired supplies sufficient for the balance of this month are expected to withhold interest from the offerings of raws with the result that a quiet period may be seen with the possibility of some recession from the recently established levels of 3¾ cents c. & f., New York. Various attitudes towards the sugar market have been taken by prominent refiners in the United States and Canadian refiners refuse to make any statement. The majority seem to be unable to forecast anything for the future. Most of the refiners profess to be working chiefly on present levels and discredit the "bearish" reports. C. A. Spreckels of the Federal Sugar Refining Co. of New York, made a statement last week to the effect that he was closing his Yonkers refineries as a protest against excessive and speculative high prices of raw sugar. A few of the leading refiners in the United States agree with Mr. Spreckels' explanation but are disposed to attribute to his early closing a slightly different logic as to the market. Some assert that they are not finding any difficulty in running their refineries on sugars bought at lower prices and selling their output. They are amused that Mr. Spreckels finds himself in an "awkward predicament" because of his persistent adherence to a different idea of values for raws from those held by others for a long time past.

One American refiner is reported to have said that it is quite true that sugar prices are high and that when the new crop comes in it will probably be at lower prices, but that most refiners are not afraid to buy raws for their requirements during the next five or six weeks, and that in the majority of cases they are working on a basis of two weeks ahead.

Canadian Situation Uncertain

There is much difference of opinion in the wholesale trade with regard to the refined sugar market. Some refiners are buying as usual, but others claim that they are taking no interest in the market and are refusing to buy in any quantity at the present time.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE strength of the sugar market is the feature of the grocery markets in Canada this week. All Canadian refiners have advanced their prices 25c per cwt., making the quotation, Montreal basis, $7.50 per cwt. The whole situation is stronger. Refiners' stocks are said to be low, and second hand sugars too have been pretty well cleaned up. According to Willett & Gray, exports of raws to the Atlantic ports are in small volume. Stocks of sugar in Cuba have decreased, and the total quantity in all parts of Cuba, both at the ports and in the interior, is now 398,175 tons. One Central continues to grind. The weather continues favorable for the new crop.

A decline is noted in the price of flour this week, some millers quoting a reduction of 30 cents per bbl. Millfeeds on the other hand are now very firm. There is a very active export inquiry, and this fact is responsible for the new strength in the market. Cereals rule at fairly easy levels. There is a moderate inquiry for most lines. Canned goods are moving in better volume, present quotations appearing to be sufficiently attractive to induce freer buying. The situation in dried fruits continues much the same. Strong prices prevail for most lines. Raisins and currants while unchanged as compared with a week ago, are holding at firm levels, with a fairly good demand for the same. The new pack California prunes should be available on this market very soon. Indications from primary markets point to strong quotations on this dried fruit. New rice to arrive is quoted lower. Spices continue to move freely, and quotations on the same are strong and unchanged.

The potato market at the present time is strong, and while supplies are moving to market in heavy volume, the prices are firm. All dealers are not quoting them according to grades as yet, but will do so as soon as the necessary supplies such as tags, etc., are ready, so that the bags may be properly designated. Apples are arriving freely, and are lower in price than a year ago. Other domestic fruits such as plums and peaches are still coming forward, but offerings of course show marked falling off.

QUEBEC MARKETS

MONTREAL, October 18.—There is a marked improvement in the grocery trade. Buying is freer and more interest is manifest on all sides. Some price cutting is still in evidence. Sugar is demanding most attention and varied views of the situation are taken by the wholesale and refining trade. The price advanced last week and raws are strong, yet some read weakness in the near future. Teas are strong and on the point of another advance. The coffee market shows no change. Syrups are steady with an improved demand. Spot rices are firm and there is firmness in cereals. Buying is active in canned goods and prices in general are firm. Soaps and package cereals are the main points of price cutting. Evaporated apples are lower in price as are also dates. Raisins are strong and the California market is taxed to meet export demand. Prunes are advancing and deliveries are late with the probability that full deliveries will not be made. There are some advances in the spice market. The transportation situation in the southern States has hindered deliveries of oranges. There is a good demand for Canadian apples and the market is firm. Potato prices are easy. Marbot walnuts, almonds and filberts are reduced but peanuts are advanced.

CORN PRODUCTS STRONG

Montreal.

CEREALS.—There is a firm tone throughout the cereal market and a particularly strong note in corn products. In the United States deliveries are slow. Pearl hominy has been advanced by some of the wholesalers to $2.40 a bag, which is a result of the gradual advance that has come in that market. There is no change in rolled oats prices but a firmer feeling is noted.

CEREALS—		
Rolled oats, bag	3 10	3 25
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

SOME CHANGES IN PACKAGE GOODS

Montreal.

PACKAGE GOODS.—Cutting in some cereals in the local market has lent an unsteady tone locally. Some package dates are reduced in price. Dromedary dates are quoted at 3.60 a case and at the same time Excelsior packages have been advanced. Some wholesalers are making cuts in toasted corn flakes. Kraft-Maclaren cheese is advanced in price.

PACKAGE GOODS—		
Aluminum package, 20s	....	6 00
Rolled oats, large	....	4 80
Do., small	....	2 00
Oatmeal, fine cut, 20 pkgs	....	5 50
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	2 5[illegible]
Hominy, pearl or gran., 2 doz.	....	2 59
Scotch Health Bran (20 pkgs.)	case	3 5[illegible]
Pancake Flour, case	....	7 1[illegible]
Pancake Flour, self-raising, do.	....	2 25
Wheat Food, 18-1½s	....	3 25
Porridge wheat, 36s, case	....	[illegible]
Do., 20s case	....	[illegible]
Self-raising flour, (3-lb. bags,) doz.	....	2 00
Do., (6-lb. pkg). doz.	....	3 90
Corn starch (prepared)	....	0 09
Corn starch, 1 lb. pkgs.	....	0 07½
Potato flour	....	0 14½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour	....	2 90
Shredded Krumbles, 36s	....	4 85
Shredded wheat	....	4 [illegible]
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pkgs. case	....	3 00
Celluloid starch, 45 pkgs. case	....	3 80
Malt Breakfast Food, (36 pkgs.)	....	9 60
Macaroni	....	2 75
Spaghetti	....	2 75
Egg noodles, Quaker	....	2 25
Canadian Cheese loaf, lb.	....	0 32½
Pimento loaf	....	0 34½
Swiss cheese loaf	....	0 44
Package dates, 48-10	....	3 60
Excelsior dates	....	4 10

CANNED GOODS FIRM

Montreal.

CANNED GOODS.—There is a firm feeling in canned goods with improved buying and more confidence on the part of the trade. On account of some small stocks being offered by independent packers some prices are quoted on corn and tomatoes that are a little below the general list prices. In one case $1.30 a doz. is quoted on standard 2½'s tomatoes by a local wholesale grocer. Although the pack of tomatoes is larger than last year the wholesale trade is confident that the pack will be easily cleaned up this season. The favorable feature in this market is that there is nothing to worry about in carry overs and the retail trade is carrying a very small stock at the present time.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	**180**	....
Corn, 2s	1 20	1 40
Corn, extra quality	....	1 40
Corn (on cob) 2½	....	2 40
Carrots (sliced), 2s	**1 45**	**1 75**
Spinach, 3s	**2 85**	**2 90**
Squash, 3s	**2 85**	**2 90**
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	**1 80**
Do., California, 2s	**3 15**	**3 50**
Do., (wine gals.)	**8 00**	**10 00**
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s standard	0 95	1 00
Do., 2s	....	1 05
Do., 2½s	1 42½	1 45
Do., gallons, standard	....	5 25
Parsnips, Simcoe, 2's	**1 80**	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	**4 50**
Do., early June	1 85	2 00
Do., extra fine, 2s	....	**3 25**
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30
Canned chicken haddies, 48, lb.	....	9 00

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 35
Do., 3s, doz.	**1 60**	**1 70**
Do., gallons, doz.	**4 80**	**5 40**
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	**12 50**
Blueberries, 2s	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	**3 50**
Do., 2	**3 20**	**3 30**
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
California Peaches—		
1s	....	**2 90**
2s	....	**3 25**
2½s	....	**4 20**
Pears, 1s, Keiffer	....	4 30
Do., 2-lb.	**2 45**	**3 10**
Yellow cling, halves	....	**2 60**
Yellow cling, sliced	....	**2 60**
2's	....	**2 80**
2½s	....	4 40
Strawberries, 2's	....	3 30
Peaches, heavy syrup—		
2's	2 35 2 40	2 65
Bartlett Pears, H.S.	2 35	2 60
Greengage Plums, heavy syrup.	**2 20**	**2 90**
Lombard plums, heavy syrup, 2-lb.	....	**2 40**

STRONGER TONE FOR PRUNES

Montreal.

DRIED FRUITS.—A stronger tone in the prune market is noted and some of the local wholesale grocers are withdrawing their prices and awaiting developments. It is claimed that the deliveries of the Santa Clara prunes will not be complete and that some prices quoted locally are below present market values. Dates are easier in price and are quoted as low as 10c. per lb. Dromedary dates in packages have been reduced to $3.60 per case. Smyrna sultana raisins, which have slipped through the trouble zone and reached this market are quoted at 24c. per lb. for four crown, 26c. for five crown and 28c. for six crown. The new season's muscatel raisins are now on their way to Montreal. The crop has been splendid and the price for the 3 crown is 15c. per lb. Evaporated apples are much reduced in price.

DRIED FRUITS—

Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 15
Do., 50 lbs.	....	0 14
Peaches (fancy)	....	**0 28**
Do., (choice)	....	**0 25**
Pears (choice)	....	**0 22**
Do., fancy	**0 27**	**0 28**
Peels—		
Cut mixed	....	**0 31**
Lemon	....	**0 25**
Orange	....	**0 25**
Citron	....	0 55
Raisins		
Valencies	....	0 16
Muscatels, 2 Crown, spot	....	0 14
Do., 3 Crown, spot	....	0 15
Do., 4 Crown, spot	....	0 16
Turkish Sultana, 5 Crown	**0 25**	**0 27**
Fancy seeded (Bulk)	**0 18**	**0 19**
Do., 16-oz.	**0 20**	**0 21**
Cal. seedless, cartons, 12 doz.	....	0 12
Do., 16 oz.	....	0 16
Cluster, 20 1-lb. pack	4 00	....
California Seedless, in bulk	....	0 14
Currants, loose	....	0 17½
Dates, excelsior, (36 10s), pkg.	....	**4 50**
Dromedary, (3-10 oz.)	....	7 00
Loose	**0 10**	0 12
Figs, 4 crown	....	0 21
5 crown	....	**0 22**
6 crown	....	**0 23**
7 crown	....	**0 25**
Mats, Portuguese	....	**0 08**
Smyrna cooking, bags	....	**0 13**
Prunes (25-lb. boxes)—20-30s	....	0 20
40-50s	....	0 17
50-60s	....	0 17½
60-70s	....	0 15½
70-80s	....	0 13½
80-90s	....	0 13
90-100s	....	0 12½

Lack of English Buying Responsible for Easier Salmon

Writing from Vancouver, B. C., a prominent salmon broker and shipper refers to the salmon situation as mentioned in Canadian Grocer of Oct. 6, in part as follows: "There has been very little speculation by brokers in Sockeye and the only houses that have speculated to any extent are branches of English firms who have already shipped their Sockeye to England. The reason Sockeye is weak is because the English buyers have not yet come into the market. Several of our principals who are reliable packers and give special attention to this pack as their managers are financially interested in the canneries, have authorized us to quote less than the opening prices on all qualities of 1922 pack B. C. salmon."

This broker does not think the reason for the weaker situation is due to some speculative brokers being forced by the banks to turn their stocks into cash as stated in the item in Oct. 6 issue.

SPOT RICE FIRM

Montreal.

RICE.—Spot rice showed a firm undertone during the past week, the direct result of a shortage of fresh receipts in primary markets, and a better trading volume at the source of supplies. Another thing which contributes to the situation is the moderate local holdings of all grades, as distributors have reduced their supplies almost to the point of bare floors. Buying for the domestic trade is good for the season. The future however, shows an easier tone since good supplies are expected from India.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

NUTMEG HIGHER

Montreal.

SPICES.—In primary markets there is little change. Peppers are low and the market shows no particular activity. Locally, however, there are some changes which are the result of developments in primary markets for months back. Cayenne pepper is advanced to 38c. a lb. Ground nutmeg in 5, 10, and 25 lb. boxes is advanced to 35c. a lb. Package cinnamon is advanced 20c. a doz., the small size now quoted at 90c. per doz.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	....	0 20
Coconut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64, lb.	....	**0 30**
Do., 80 lb.	....	**0 28**
Do., 100 lb.	....	**0 30**
Do., ground, 5, 10, 25 lb.	....	0 35
Pepper, black	....	0 24
Cayenne pepper	....	0 38

TEA MARKET STRONG

Montreal.

TEAS.—A strong tone features the tea market with some minor advances in prices. Buying shows improvement and Indian and Ceylon teas are on the point of another advance. In the London market the advance was most pronounced in common and lower grade teas which amounted to 1½d to 2d per lb. The trade demand has been unusually heavy since spot stocks have been cut down to a minimum. Taking the tea market as a whole its aspect has been stronger than for some considerable time past, the comparatively high rates ruling for fine teas and the more restricted supply of the same having eventually diverted more attention to the common and cheap grades.

TEAS—

Pekoes	0 40	0 46
Broken Pekoes	0 49	0 60
Orange Pekoes	0 53	0 75
Broken Orange Pekoes	0 46	0 59
China—		
Common	0 24	0 35
Medium	0 40	0 50
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 90

EASIER TONE TO NUTS

Montreal.

NUTS.—There is an easier tone to the nut market and prices in many cases have been reduced. Marbot walnuts have been reduced to 20c. per lb. and Three Crown Valencia shelled almonds have been reduced to 40c. per lb. by the wholesale trade. Sicily filberts in bag lots are quoted at 12c., but the better grades of large peanuts have been advanced ½c. per lb. this week.

NUTS—		
Almonds, Tarragona, per lb.		**0 19**
Valencia shelled almonds 3 crown	0 39	0 40
Pecans, new Jumbo, per lb.		**0 60**
Do., large, No. 2, polished		**0 29**
Cocoanut (shredded, bulk)		**0 26**
Brazils, shelled		**0 50**
Peanuts, Jumbo		**0 15½**
Filberts (Sicily), per lb.		0 12
Walnuts, Grenoble in shell		**0 30**
Walnuts, Marbot	0 20	0 22
Do., new Naples		**0 28**
Do., Bordeaux, shelled	0 52	0 60
Jumbo, roasted		0 10½
Do., shelled, No. 1 Virginia		0 11½
Peanuts (salted)—		
Fancy wholes, per lb.		0 33
Fancy wholes, 10 lb. tins		2 10
Do., 10 lb. boxes		1 80
Do., 25 lb. boxes, per lb.		0 17

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

OPINION DIFFERS ON SUGAR

Montreal.

SUGAR.—There is much difference of opinion on the future of the sugar market. Last week there was another advance of 25c bringing the price of refined sugar to $7.50 per cwt. Some local wholesale grocers have taken the attitude that the price is only temporarily high. Others feel that the market will hold up fairly well until the first of January and are buying as usual. In the U. S. market there is the same difference of opinion and the situation is now practically a gamble. Cuban raws are firm at 3¾c. c. & f., New York, and reports state that Cuban sugars have all been cleaned up. On the other hand there is an increase of about 600,000 tons of sugar produced in Europe and this combined with the increased production of beet sugar in this country will likely have some effect upon the market. The retail trade would be wise to watch the sugar market carefully.

SUGAR—	
Granulated, per cwt.	7 50
Do., barrels	7 55
Granulated, gunnies, 5-20	7 70
Do., cartons	7 90
Do., gunnies, 10-10	7 85
Do., cases, 50 2-lb. cartons	8 00

SYRUP MARKET STEADY

Montreal.

SYRUP.—There is no change in the syrup market. The buying shows some improvement and a steady tone is evident throughout. Molasses is also unchanged and firm.

MOLASSES—	
Puncheons, Island of Montreal	0 70
Barrels	0 73
Half Barrels	0 75
Puncheons, outside of Montreal	0 67
Fancy molasses in tins—	
No. 2, 2-doz. per case	7 75
No. 3, 2-doz. per case	10 75
5-lb. tins, per doz.	8 95
10-lb. tins, per case	8 60

Case goods subject to 10 per cent. discount.

CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5-lb. tins, per case	4 20

COFFEE MARKET STEADY

Montreal.

COFFEE.—The spot demand for coffee is not active. Prices are steady and unchanged. Local dealers are satisfied with the present basis and do not look for a material change. The visible supplies of Brazil coffee are the best for months past. Much coffee is held as collateral by American bankers on the Brazilian loan and the situation hinges on the plans of the bankers for disposing of these stocks.

COFFEE—		
Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound		0 35

PRICE CUTTING IN SOAPS

Montreal.

SOAPS.—Laundry soaps are again the field of conflict among the wholesale grocers and prices are being cut. During the past week no less than seven instances of cut prices on laundry soaps have come to the attention of Canadian Grocer. These cuts are not warranted by market conditions and the retail trade may find the situation advantageous for buying for the future.

BIG BUSINESS IN APPLES

Montreal.

FRUIT.—Apples feature the local fruit market and a big export trade is being done. From all appearances although the crop has been heavy this year the price will be strong this winter since the U. S. has furnished an eager market and Europe is open for all the winter apples that Canada can ship. Florida grape fruit is expected on the market this week. Oranges are hurt by the car shortage in California and supplies are likely to be late in arrival with a consequent strong market. Grapes are plentiful but the peak of the supply has been reached and the price is on the upward trend. The whole crop, which was a large one, has been marketed in a remarkably good fashion and the price remained firm. There has been an excellent export demand as well as a good domestic consumption.

APPLES—		
Wealthys, per barrel	5 00	6 00
Alexanders		4 00
McIntosh, No. 1	8 00	9 00
Rameuse	7 00	8 00
Lemons, California	**7 00**	**8 00**
Malaga lemons	4 20	8 50
Lemons, 300s-360s, Verdillis		4 50
Limes, per 100		1 00
Grapes, Tokay, per case		4 50
Grapes, Emperor, per keg		6 50
Grapes, Canadian, per basket	0 40	0 45
Pears, Keiffer, bushel		2 25
Oranges, California Valencias		11 00
Grapefruit, Isle of Pines	4 50	5 00

VEGETABLE PRICES STEADY

Montreal.

VEGETABLES.—There is little or no change in the vegetable market. Prices are steady, except for an advance on red tomatoes which are about over. Green tomatoes are in good supply. There are large offerings of potatoes and in one case a retail firm is offering Green Mountain potatoes at 1c. a lb. Onions are unchanged and cabbages, carrots, and cauliflower are in good supply. Cranberries are quoted at $14 a barrel whereas a year ago they were listed at $21 and $22 a barrel and later went as high as $30.

VEGETABLES—		
Cabbages, per doz.	0 40	0 50
Boston lettuce box 2 doz.	0 50	0 75
Celery, washed, doz.		2 40
Parsnips, bag	2 00	2 50
Peppers, green, per crate	3 50	4 00
New potatoes, local, per bag	0 90	1 00
Yellow onions, per bag		1 50
Onions, per crate, No. 2		1 90
Spinach, box		0 75
Cucumbers, pickling, per pail		1 25
New Turnips, per doz.	1 25	1 50
Tomatoes, per box	1 00	1 25
Green Beans, hamper	3 50	4 00
Wax Beans, hamper	3 50	4 00
Onions, pickling, 11 qt.		1 75
Sweet Potatoes, basket	1 75	2 00
Horseradish, barrel		18 00
Cranberries, barrel	14 00	15 00

ONTARIO MARKETS

TORONTO, October 18.—The feature of the grocery markets this week is another advance in the price of sugar. All Canadian refiners announce a jump of 25c per cwt. and the sugar situation generally shows improvement. Flour, on the other hand, is easier, millers quoting prices 30 cents per bbl. lower. Dried fruits are ruling at strong levels. Raisins are ruling at firm prices. as are currants, although no changes are reported in quotations this week. New pack of prunes should be available on this market in the next week or so. Canned goods are moving in better volume, and present prices appear to be attracting buying. Cereals are selling at fairly easy levels, and package goods are in good demand at unchanged figures. Teas continue to advance and spot prices are lower than quotations on new stocks. Spices are steady, and new rice to arrive is quoted lower. Fruits and vegetables are at steady levels. Potatoes are quoted at from 80 to 90c per bag. Supplies are arriving freely, as are also shipments of apples. The latter are ranging in price from $4 to $6.50.

BEANS ARE UNCHANGED

Toronto.

BEANS.—The market for beans shows no change as compared with a week ago. There is a very good demand, and offerings at country points are fairly plentiful. Dealers are quoting Canadian hand-picked and 1 lb. pickers at from $3 to $3.25 per bushel. Cal. limas are 11½c. per lb.

BEANS—		
Canadian hand picked and 1 lb. pickers, per bushel	3 00	3 25
Cal. Limas, per lb.	0 11	0 11½

PRIMARY COFFEES STRONGER

Toronto.

COFFEES.—The demand for coffees on primary markets showed renewed strength last week, and higher prices for futures were reported. However the situation on spot is unchanged and dealers are not quoting any changes in prices. There is a very good inquiry for spot coffees at present quotations.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 42
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 42	0 55

PACKAGE GOODS STEADY

Toronto.

PACKAGE GOODS.—No change is reported in quotations on package goods. There is a very good inquiry for the same.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	....	4 80
Do., 18s, case	....	2 90
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 00
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb.	....	0 09¼
Do., No. 2, lb. cartons	....	0 07¾
Laundry Starch	....	0 07¼
Do., in 1-lb. cartons	....	0 08
Do., in 6-lb. wood boxes	....	0 11
Do., in 6 lb. tin cannisters	....	0 11¾
Celluloid starch, case	....	3 00
Potato flour, 1-lb.	....	0 14½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	3 40
F. S. Hominy, grain, case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

SHELLED NUTS IN GOOD DEMAND

Toronto.

NUTS.—Some dealers are quoting shelled almonds at slightly easier levels this week, at 45c. per lb. Bordeaux shelled walnuts, halves, are offered at from 55 to 60c. per lb., and the Manchurian shelled walnuts are quoted at from 53 to 57c. per lb. Broken walnuts range anywhere from 40 to 45c. per lb. Filberts, shelled, are said to be rather scarce, and some dealers are without supplies. Peanuts in bags, unroasted, are somewhat easier at from 12 to 12¼c. per lb.

NUTS—		
Almonds, Tarragonas, lb.	0 22	0 24
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	....	0 26
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted, lb.	0 19	0 21
Brazil nuts, large, lb.	....	0 18
Mixed nuts, bags 50 lbs	0 20	0 25
Pecans	....	0 27
Shelled —		
Almonds, lb.	....	0 45
Filberts, lb.	0 27	0 37
Walnuts, Bordeaux, lb.	0 55	0 60
Do., Manchurian, lb.	0 53	0 57
Do., broken	0 40	0 45
Jordan Almonds	0 70	0 75
Brazils, lb.	....	0 35
Peanuts, in bags, unroasted	0 12	0 12¼

CANNED GOODS SELLING WELL

Toronto.

CANNED GOODS.—Demand for canned goods is showing steady improvement. Price changes are few, but the market appears to be strong at present levels. Wholesalers are quoting the ¼ lb. tins of lobsters at from $2.80 to $2.90 per doz., and the halves at from $5.40 to $5.75 per doz. Canned beets are quoted this week all the way from $1.90 to $2.85 per doz., and golden wax beans are easier at $1.92½ per doz. New canned pumpkin is now available, and is quoted at lower levels at $1.45 per doz. for 2½s. New canned peaches in heavy syrup are quoted lower this year at $2.85 per doz. for twos. Black currant jam is quoted at from 80c. to 91c. for the 4 lb. tins.

CANNED GOODS—		
Shrimps	2 85	....
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	2 70	2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	1 45
Pinks, 1s doz.	1 60	1 65
Lobster, ½-lb. doz.	5 40	5 75
Do., ¼-lb. tins	2 80	2 90
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 76	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, extra sifted, doz.		3 00
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.	....	1 42½
Beets, 2s, doz.	1 90	2 85
Beans, golden wax, doz.	....	1 92½
Do., Golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	....	1 25
Tomatoes, 2½s, doz.	....	1 47½
Pumpkins, 2½s	....	1 45
Spinach, 2½s, doz.	....	2 90
Do., 2s	....	2 25
Pineapples, sliced, 2½s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack, doz.	....	6 80
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	....	2 90
Peaches, 2s, doz. H. S.	....	2 85
Plums, Lombard, 2s, doz.	1 40	1 45
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s each	0 80	0 91
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 83	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90

DRIED FRUITS STEADY AND STRONG

Toronto

DRIED FRUITS.—The dried fruit situation shows little change, the market being generally strong. The new raisins are not yet available on this market but should be shortly. Prices of spot stocks are very firm. Buying is very good. Some dealers are quoting table raisins this week, 4 Crown at $6.75 per box, and 5 Crown at $7 per box. Currants are very firm on spot and cables from Greece indicate a strong market in all grades with very active buying by foreign countries. The market in prunes is reported very strong at the Coast, and an apparent shortage in some sizes is said to be the cause of the firmer situation. New prunes have not yet arrived on this market, but importers state shipments should come forward very shortly now. Recent consignments of figs from the Far East although in limited supply, have been in very good demand, and quotations on the same are steady at last week's figures.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	0 49
Lemon caps, 12-lb. boxes, lb.	....	0 23
Orange caps, 12-lb. boxes, lb.	....	0 23½
Mixed containing 4½ lb. lemon per lb.	....	0 34
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	3 55
Currants—		
Grek Filliatras cases	0 17½	0 18
Do., Patras	0 18½	0 19
Dates—		
Excelsior, pkgs., 3 doz. in case	....	4 10
Dromedary, 3 doz. to case	....	6 95
Do., 4 doz. to case	....	3 75
Fard, per lb.	....	0 25
Hallowee dates, per lb.	....	0 12½
Do., Sair	....	0 07½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	....	0 17
60-70s, 25s	....	0 16
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California Sultanas, lb.	0 13½	0 14
Seeded, 15-oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.	....	0 14½
Seedless, 15-oz. pkts.	....	0 16
Do., 8 oz. pkt.	0 10	0 10½
Do., 11 oz.	....	0 14½
Thompson's seedless, 25s	....	0 14½
Valencia, Spanish	0 19½	0 20½
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Table Raisins—		
4 Crown, box	....	6 75
5 Crown, box	....	7 00
Evaporated apples	0 16	0 17
Figs—		
Layer, 4 Crown, 10 lb. boxes	....	2 75
Layer, 5 Crown, 10 lb. boxes	....	3 00
Layer, 6 Crown, 6-lb. boxes	....	3 25
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Standard	....	0 30

HONEY IS STEADY

Toronto.

HONEY.—No change is reported in the market for honey this week. There is a very good inquiry for the same, and prices to the trade are holding at present levels.

HONEY—		
5-pound tins, per lb.	....	0 14
10-pound tins, per lb	....	0 13½
60-pound tins, per lb.	....	13
Comb., per doz.	....	3 00

CEREALS IN BETTER DEMAND

Toronto.

CEREALS.—The market for cereals is more active, and prices show few changes as compared with previous quotations. Wholesalers are quoting rolled oats in bags of 90 lbs. at from $3.10 to $3.25, and oatmeal in 98s, is offered at from $3.75 to $4. Cornmeal is quoted higher by some dealers this week, at $2.65 for 98s.

CEREALS—		
Barley, pot, 98s	3 45	4 00
Cornmeal, golden, 98s	....	2 65
Oatmeal, 98s	3 75	4 00
Corn flour, 98s	....	2 80
Rye flour	....	4 40
Rolled oats, 90s	3 10	3 15
Rolled wheat, barrels	5 25	5 75
Cracked wheat, bag	....	5 00
Breakfast food, 98s	....	4 45
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Peas, split, per bag	....	6 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	4 00
Whole Wheat Flour	....	4 00
Wheat Kernels	....	5 25

RICE TO ARRIVE IS LOWER

Toronto.

RICE.—Some wholesalers are quoting fancy blue rose rice to arrive at $6.25 per bag. Spot prices on this quality are quoted at from $7 to $7.50 per cwt. According to information from primary markets, the situation in New York is strong, and an improved tone in all grades is reported. Demand for rice on spot is quiet, and buying just at present is in limited volume. No changes are reported in tapioca, and dealers here are quoting it at from 7½ to 8c. per lb.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	0 7½	0 08
White Sago	0 08	0 08½
Do., fancy	0 09½	0 10

SYRUPS ARE STEADY

Toronto.

SYRUPS.—No change is reported in the market for syrups. There is a moderate inquiry at levels steady with a week ago.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow	....	0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bbls		
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	....	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case	....	4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case	....	14 50
2½ lb. tins, 24 to case, per case	....	13 25
10 lb. tins, 6 to case, per case	....	11 50
5 gal. cans	....	10 25
1½ lb. tins, 24 to case, per case	....	7 50
5 lb. tins, 12 to case, per case	....	12 25
1 gal. tins, 6 to case, per case	....	13 20
Maple Sugar, 1 lb. blocks, per lb.	....	0 25
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails—No. 2	....	1 70
West India, gal.	....	0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35

SUGAR IS AGAIN HIGHER

Toronto.

SUGAR.—The sugar situation is again very strong, and all Canadian refiners report higher prices. An advance of 25c. per cwt. is announced, making the price delivered Toronto, $7.84 per cwt. The market generally is on a much firmer basis. Supplies of raws in refiners' hands are said to be very limited. The refineries have not been working to capacity, and there is now a very much improved demand for the refined article. Stocks of second hand sugars have been pretty well cleaned up, it is stated, and there is a better inquiry all round for sugar. Sales of raws were made to Canadian refiners last week on the basis of $4.25 c. & f. Halifax. American refiners have also advanced their prices, quotations in New York ranging from $6.60 to $6.75 per cwt.

SUGAR—	
Acadia Sugar Refinery, ex. gran.	7 84
Dom. Sugar Refinery, ex. gran.	7 53
Canada Refinery, gran.	7 84
St. Lawrence Refinery gran.	7 84
Atlantic Refinery, gran.	7 84

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-2v 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons,

SPICES ARE AT FIRM LEVELS

Toronto.

SPICES.—Prices ruling on spices are at firm levels. There is still a very active inquiry on spot, with practically no changes in quotations as compared with a week ago. Indications from primary markets point to lower prices on white peppers, according to information received in New York from shipping positions. Cassia looks stronger, and cloves too continue to show a strong market for new supplies. Nutmegs too, are firm.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spice	0 17	0 20
Mace	0 55	0 65
Peppers, black	0 18	0 20
Do., white	0 28	0 30
Paprika, lb.	....	0 45
Chillies, lb.	0 55	0 58
Nutmegs, selects, whole	0 30	0 40
Do., ground	....	0 30
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 45
Coriander seed	....	0 18
Carraway seed, whole	0 20	0 25
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75

TEAS HOLD STRONG POSITION

Toronto.

TEAS.—All new buying of teas is at higher levels than present spot quotations. The Indian crop which is the best indication of the real situation in teas, is reported to be twenty-five million pounds short of the world's requirements. In fact all tea markets at primary positions are exceeding strong, and gradually climbing to higher levels. With the exhaustion of low-priced stocks, spot quotations are bound to be very much higher.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	0 42	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

ANOTHER DECLINE IN FLOUR

Toronto.

FLOUR.—A decline of 30 cents per bbl. is reported in flour quotations this week. Millers are quoting first patents in cotton bags, at $6 60 per bbl. and second patents in jute bags, at $6 per bbl.

FLOUR—	
First Patents, in cotton bags, bbl.	6 60
Second Patents, in jute bags, bbl.	6 00

MILLFEEDS VERY FIRM

Toronto.

MILLFEEDS.—The market in millfeeds is very strong, on account of a big export inquiry at the present time. Dealers state that they would not be surprised at an advance in values shortly. Bran is now quoted at $20.25 per ton and shorts at $22.25 per ton.

MILLFEEDS—	
Bran, per ton	20 25
Shorts, per ton	22 25

FRUITS HAVE ACTIVE DEMAND

Toronto.

FRUITS.—The market for fruits is much the same as last week. Shipments of domestic supplies are of course in smaller volume, and the imported varieties are coming forward plentifully. Apples in bbls., number ones, range from $4.50 to $6.50, and number twos at from $4 to $6. B. C. McIntosh reds, number ones, are quoted at from $2.50 to $2.75 per box. Grapefruit is more plentiful at from $5.50 to $6.50 per case. There are still some Canadian peaches coming forward. They are quoted at from 50 to 75c. per large basket. Cranberries in half barrels are offered at $7.

FRUITS—		
Oranges, Cal. box	4 50	9 50
Lemons, Verdellis, 300s, per box	6 00	6 50
Bananas, per lb.	....	0 07½
Grapefruits, 64s, 80s, 100s, and 126s	5 50	6 50
Grapes, Cal. Tokays, per box	4 25	4 50
Grapes, Spanish Malaga, per keg	....	8 50
Do., Canadian 6 qt. basket	0 35	0 40
Apples in bbls.—		
No. 1s	4 50	6 50
No. 2s	4 00	6 00
Do., B. C. McIntosh, No. 1s, per box	2 50	2 75
Do., 11 qt. basket, each	030	0 50
Peaches, Canadian 11 qt. baskets	0 50	0 75
Do., 6 qt. basket	0 40	0 50
Apples, barrel	3 50	6 50
Pears, 11 qt. baskets, ea.	0 40	0 50
Plums, local, 11 qt.	0 30	0 50
Do., 6 qts.	0 25	0 35
Cranberries, ½ bbl.	....	7 00

VEGETABLES ARE STEADY

Toronto

VEGETABLES.—Few changes are noted in prices of vegetables this week. There is a very good demand for all kinds. Potatoes are plentiful and range in price from 80 to 90c. per bag. Dealers are not quoting them in grades as yet, as required by government regulation, awaiting supplies of tags, etc., in order to comply. Sweet potatoes are offered at $1.75 per hamper. Onions are unchanged, and selling well at present quotations. Other vegetables are steady.

VEGETABLES—		
Potatoes, bag	0 80	0 90
Onions, per bag, 100 lbs.	1 75	1 85
Do., Spanish, large cases	....	5 00
Do., Spanish, half cases	....	2 50
Pickling onions, 11 qt. basket	1 00	1 50
Beets, bag	....	0 25
Carrots, bag	....	0 75
Cabbage, per doz.	0 40	0 50
Green peppers, 11 qt.	0 30	0 40
Sweet peppers, basket	....	0 50
Red peppers, basket	0 40	0 50
Wax beans, basket	0 60	0 75
Cauliflower, doz.	1 00	1 25
Parsley, 11 qt. basket	0 50	0 75
Vegetable marrow, doz.	0 90	1 00
Celery, doz.	0 30	0 40
Corn, doz.	0 10	0 15
Tomatoes, 11 qt. baskets	0 40	0 60
Gherkins, 11 qt. basket	1 00	1 25
Egg Plant, 11 qt.	0 40	0 50
Sweet potatoes, hampers, ea.	1 75	1 85
Turnips, per bag	0 65	0 75

MANITOBA MARKETS

WINNIPEG, October 18.—The grocery market continues to show more activity. The feature has been the advance in quotations on sugar. New prices on canned tomatoes and corn have been announced and at the lower levels a good volume of business is being done. The dried fruit situation is strong and higher levels are quoted on practically all lines. The tea and coffee market continues in a strong condition. Rices are steady with an improved demand. Cereals are inclined to be easier and lower prices are named on package rolled oats. New Ontario beans have arrived on the market and are quoted at lower figures. Due to unfavourable weather conditions olives are reported scarce and price tendencies are upward. The flour market is steady under an active demand. Large quantities of grapes have arrived and are selling freely.

COFFEE MARKET STRONG

Winnipeg.

COFFEE.—The primary coffee market is showing a firmer tone and uncertainty prevails regarding futures, with the result that buying is only for immediate requirements. The demand locally is improving although purchases are made only in sufficient quantities to meet the retailers' needs.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb...	0 40	0 43
Mocha (types), best grade, lb....	0 51	0 53
Bourbon, best grade, per lb.....	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED GOODS IN DEMAND

Winnipeg.

CANNED GOODS.—Canned goods are moving in better volume. New pack corn and tomatoes are now on the market. Many retailers throughout the country are selling canned goods at a price which compares with wholesale values in order that they may clean up all old stock before the new pack arrives.

CANNED FISH—	
Shrimps, 1s, 4 doz. case, doz.	**2 75**
Finnan Haddie, ½s, 8 doz. case	7 25
Herring (Can.) 1s, 4 doz. case per case	**6 50**
Lobsters, ¼s, 8 doz. case, doz.	3 10
Do., ½s, 4 doz. case, case...	5 10
Oysters, 1s, 4 oz. 4 doz. case, case....	8 40
Do., 2s, 8 oz. 2 doz. case, case.	**7 60**
Pilchards, 1s, tall, 4 doz. case, per case	**6 25**
Do., ½s, flat, 8 doz. case, case	8 50
Salmons— Per case	
Sockeye, 1s, tall, 4 doz. case..	19 50
Do., ½s, flat, 8 doz. case..	20 50
Red Spring, 1s, tall, 4 doz. case	14 00
Do., ½s, flat, 8 doz. case.....	15 00
Cohoe, 1s, tall, 4 doz. case.....	11 00
Do., ½s, flat, 8 doz. case.....	12 00
Pink, 1s, tall, 4 doz. case.....	6 75
Do., ½s, flat, 8 doz. case.....	**8 00**
CANNED FRUITS (Canadian)— Per case	
Apples, 6 tins, in case	3 25
Blueberries, 2s, 2 doz. case	**6 75**
Cherries, 2s, 2 doz. case	**6 70**
Gooseberries, 2s, 2 doz. case	**7 50**
Lawtonberries, 2s, 2 doz. case .. .	**8 00**
Peaches, 2s, 2 doz. case	**6 60 7 10**
Pears, 2s, 2 doz. case	**6 45 7 00**
Plums, Green Gage, H. S. 2s, 2 doz. case	6 00
Plums, Lombard, H.S. 2s, doz. case	5 95
Plums, Lomdard, L. S., 2s, 2 doz. case	4 65
Raspberries, 2s, 2 doz. case 8 00	**8 60**
Strawberries, 2s, 2 doz. case .. 8 00	**8 60**
CANNED FRUIT (American)— Per case	
Apricots, 1s, 4 doz. case	**10 60**
Peaches, 2½s, 2 doz. case	**9 15**
Peaches, sliced, 1s, 4 doz. case.. .	**10 85**
Do., Halves, 1s, 4 doz. case .	10
Do., 2s, 2 doz. case	**6 50**
Pears, 1s, 4 doz. case	**13 25**
Pineapple, sliced, 2s, 2 doz. case	7 50

CANNED VEGETABLES—

Asparagus tips, 1s, tins, 4 doz. case, per doz.	**4 40**
Beans, Golden Wax, 2s, 2 doz. case, per case	**4 70**
Beans, Refugee, 2s, 2 doz. case .	**4 75**
Corns, 2s, 2 doz. case	**3 85 4 10**
Peas, standard, 2s, 2 doz. case..	3 25 4 10
Peas, Early June, 2s, 2 doz. case	**4 65 4 80**
Sweet Potatoes, 2½s, 2 doz. case	5 60
Pumpkin, 2½s, 2 doz. case.....	3 80 4 85
Sauer Kraut, 2½s, 2 doz. case.. 3 80	**3 90**
Tomatoes, 2½s, 2 doz case..... 4 05	**4 35**

DRIED FRUITS FIRM

Winnipeg.

DRIED FRUITS.—The dried fruit market generally is showing more strength. The raisin market is strong and dealers look for even higher levels. Limited quantities of prunes have arrived and sales are reported good. Prunes on primary markets have advanced about 2c. per lb. Apricots and peaches are ruling firm. Seedless raisins are expected to arrive within a few weeks.

DRIED FRUITS—	
Evaporated apples, per lb.	0 18½
Currants, 90 lb., per lb.	0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.....	0 12
Dates, Hallowee, bulk, lb.	0 13
Jamaica, roasted, best grade, lb. 0 23	0 30
Do., pkgs., 3 doz. case, lb.	**0 09**
Loganberries, 8 oz., 4 doz. case, pk...	**0 27¼**
Peaches, standard, per lb.	0 21
Do., choice, per lb.....	0 23
Do., fancy, per lb.	0 25
Do., Cal., in cartons, per carton 1 00	**1 20**
Pears, extra choice, per lb.	**0 20**
Do., Cal., cartons, per carton	**1 30**
Prunes—	
30-40s, 25s, per lb.....	0 21
40-50s, 25s, per lb.	0 17½
50-60s, 25s, per lb.....	0 16
60-70s, 25s, per lb.	0 14½
70-80s, 25s, per lb.....	0 13½
80-90s, 25s, per lb.....	0 12½
In 5-lb. cartons, carton.....	0 75
Raisins—Seeded—	
Cal., pkg., 16 oz., fancy, per pkg. ...	**0 21½**
Do., pkg., 12 oz., fancy, per pkg.....	**0 17½**
Do., 16 oz., choice, per pkg.	**0 21**
Do., 12 oz., choice, per pkg.	**0 16**
Cal., 5 lb. cartons, per carton .	**1 15**
Do., bulk, 25-lb. boxes, per lb..	**0 20**
Raisins—Seedless—	
Cal., pkg., 11 oz., per pkg.	**0 20**
Do., bulk, 25-lb. boxes, per lb.	**0 22**
Do., bulk, 5-lb. cartons, per carton..	**1 15**
Do., Cal. Muscatels, 5 lb. carton, per carton	**1 35**
Apricots—	
Do., Standard, 10s, per lb.	**0 32**
Do., 25s, per lb.	**0 30**
Do., Choice, 10s, per lb.	0 38
Do., 25s, per lb.	0 36
Do., Fancy, 10s, per lb.....	0 43

PACKAGE OATS ARE LOWER

Winnipeg.

CEREALS.—Lower prices are quoted on package rolled oats. Round cartons of 20s are quoted at $4 per case. Bulk oats are slightly firmer. Split peas are easier. Whole green peas show a reduction, now quoted at $4.50 per bushel. New Ontario white beans are on the market and are quoted at $3.25 per bushel. Lima beans are reported firmer.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct. ...	3 85	4 00
Do., 36s, case, square pkts...		4 00
Do., 18s, case.		1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case		2 85
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case, per case.....		5 70
Cream of Wheat, 3 doz. case per case...		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 65
Do., 40s, per bag		1 40
Do., 20s, per bag		0 75
Do., 10-8s, per bale		3 40
Oatmeal, 98s, gran. for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bush.		4 50
Peas, split, yellow, 98s, per bag		8 00
Do., split, yellow, 49s, per bag.....		4 10
Beans, fancy, hand picked, 100 lb. bag per bushel		3 25
Barley, pot, 98s, per bag		3 15
Do., pot, 49s per bag		1 60
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 35
Do., pearl, 24s, per bag		1 15
Cornmeal, 98s per bag		2 75
Do., 49s, per bag		1 45
Do., 24s, per bag		0 75
Do., 10-lbs. per bal. .....e.....		3 35

RICE MARKET UNCHANGED

Winnipeg.

RICE.—There is a moderate enquiry for rice on spot, but advices from primary markets indicate a quiet demand. Siam is quoted at 6¼c. per lb. and Blue Rose at 8¾c. per lb.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	**0 08½**
Do., 50-lb. sacks, lb.	**0 08¾**
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

JAMS UNCHANGED

Winnipeg.

JAMS.—There is no change in the jam situation. Quality lines remain firm. An improvement is expected in the demand for jams as the fresh fruit season draws to a close.

JAMS—		
Black Currant, 4s, per tin ...	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80

SHELLED ALMONDS LOWER

Winnipeg.

NUTS.—The shelled nut market is in an unsettled condition, and although new cracked Bordeaux walnuts continue firm for prompt shipments lower prices may be looked for after Christmas. New crop almonds are practically back to pre-war prices and are considered good buying at to-day's quotations. Shelled pecans continue to advance and Brazils have an upward tendency. No old crop peanuts are offered and new crop will not be ready until after the first of the year.

NUTS, SHELLED—	
Almonds, per lb.	0 44
Spanish Peanuts, No. 1, lb.	0 13½
Pecans, per lb.	1 00
Walnuts, per lb.	0 60
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb. .. .	**0 20**
Walnuts, per lb.	**0 23**
Almonds, per lb.	**0 25**
Brazils, per lb.	**0 18**
Pecans, per lb.	**0 25**
Filberts, per lb.	**0 22**

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Oct. 17.—Sugar advanced 25c. per cwt. making standard granulated $8.84. Cheese is very firm and advancing. Ontario large cheese is quoted at 23c. per lb.: Royal Crown, 5s, 33c. and Kraft Cheddar cheese, 5s, 34½c. per lb. Kotenash beans are quoted at $5.90 to $6 per cwt. Canned milk is very firm and higher prices are expected. Blue Ribbon and Red Rose tea have both advanced four cents per pound.

Rolled oats, 80s	....	2 70
Tomatoes, 2½s	3 35	3 50
Sugar, pure cane, gran., cwt.	....	8 84
Cheese, No. 1, Ont., large	....	0 22
Ontario, large cheese	....	0 23
Butter, Creamery, lb.	0 41	0 45
Do., dairy, lb.	0 [illegible]	[illegible]
Lard, pure, 3s	....	11 70
Eggs, new laid, local, case	....	7 00
Beans, Kotenash, per cwt.	5 90	6 00
Rolled oats 80s	....	3 00
Rice, Siam	5 90	6 50
Japan, No. 1	7 15	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00

British Columbia Markets

FROM VANCOUVER BY WIRE

Vancouver, B. C., Oct. 17.—Local fresh eggs are quoted at 62c. per doz. Best grades butter, 44c. Local cheese, 21c. beef, 8c. to 8½c. per lb.: veal 12c.: mutton 24c; and hogs 16c. per lb. Pure lard is quoted at 18c. and compound 13½c. Sacked vegetables $1.25 to $1.50. Cabbage $1.50 per cwt. Head lettuce $1.25. California onions, $1.25 and Okanagan $1.85. The potato market is weak, quotations ranging from $24 to $30 per ton. Field tomatoes are $1 and hothouse, $1.50. McIntosh red apples, $1.75 and Jonathans $2. California grapefruit $9.50 per case. Lemons $11 and Valencia oranges $7 to $7.50. Rhubarb 2½c. per lb.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Oct. 17.—All grocery commodities hold steady, with quotations remaining the same as a week ago.

Rolled oats, bag	....	3 75
Do., bbls.	....	8 50
Cornmeal, gran., bags	....	2 75
Eggs	....	0 38
Rice, Siam, per cwt.	....	6 60
Tapioca, per 100 lbs.	....	9 50
Sugar, gran., cwt.	....	7 50
Do., No. 1, yellow	....	6 85
Molasses, gal.	....	0 65
Tomatoes, cans, doz.	....	1 90
Raisins, Valencia layers	0 24	0 30
Currants, cleaned	....	0 20
Prunes, 90-100, 25-lb. boxes	....	0 13
Lemon peel	....	0 34
Orange peel	....	0 34
Citron peel	....	0 60
Walnuts	....	0 28
Almonds	....	0 22
Brazils	....	0 20
Peanuts	....	0 13
Filberts	....	0 16
Cocoanuts, bag	....	6 00
Potatoes, per bushel	....	0 85
Onions, 100 lbs.	....	2 50
Pork, clear, bbls.	....	35 00
Oranges, per case	10 00	12 00
Bananas, per lb.	....	0 08
Lemons, case	....	7 00
Grapefruit, case	8 50	....
Pigs' feet, per 20-lb. pail	....	2 25
Hams, shoulder, per lb.	....	0 22
Bacon, side per lb.	....	0 33
Bacon roll, per lb.	....	0 62
Lard, pure, in pails, lb.	....	0 20
Lard, pure, in tubs, lb.	....	0 19½
Oleomargarine, lb.	....	0 22
Shortening, in pails, lb.	....	0 16
Shortening, in tubs, lb.	....	0 15
Butter, creamery, prints, lb.	....	0 40
Butter, creamery, solids, lb.	....	0 38
Eggs, per doz.	....	0 40

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Oct. 17.—Sugar shows another increase in price. Standard granulated is quoted at $7.75 and yellow at $7.50 per cwt. Dairy butter is off the market; creamery prints are slightly higher at 40c. and solids at 38c. per lb. The last shipment of Gravenstein apples will arrive this week; No. 1s, quoted at $3.25 and No. 3s, at $2.50 per barrel. Kings will follow Gravensteins. Jamaica grapefruit are quoted at $5.50 and Porto Rico at $7.50 per case. Potatoes are a shade lower at $1.25 per bag.

Onions, Canadian, 100 lbs.	....	2 25
Oranges, case	....	8 50
Grapefruit, Porto Rico	....	7 50
Do., Jamaica	....	5 50
Standard Hard wheat flour, bbl.	....	8 50
Halifax, Blended, per bbl.	....	7 50
Flour, Lemons, case	....	12 00
Cornmeal, bags	....	2 10
Rolled oats, per bag	....	3 75
Rice, Siam, per 100 lbs.	0 08½	....
Tapioca, 100 lbs.	0 08½	....
Sugar, standard, gran.	....	7 75
Do., No. 1, yellow	....	6 85
Molasses, gal.	....	0 65
Cheese, Ont., twins	....	0 21
Eggs, fresh, doz.	....	0 48
Lard, compound	....	0 16½
Do., pure, lb.	....	0 19
American clear pork, bbl.	....	31 00
Tomatoes, 2½s., stan., doz.	....	1 80
Hams, average, 25-35 lbs.	....	0 25
Do., aver., 18-25 lbs.	....	0 27
Hams, aver., 12-18 lbs.	....	0 25
Roll Bacon	....	0 25
Breakfast bacon	....	0 33
Butter, creamery, prints, lb.	....	0 40
Do., creamery, solids	....	0 38
Raspberries, 2s Ont., doz.	....	4 00
Peaches, 2s, standard, doz.	....	0 27
Corn, 2s, standard, doz.	....	1 80
Peas, standard, doz.	....	1 75
Potatoes, per bag	....	1 25

WINNIPEG MARKETS

(Continued from page 33)

SYRUPS ARE UNCHANGED

Winnipeg.

SYRUPS.—No change is reported in the market for syrups and molasses. Buying is reported slightly more active.

TEAS CONTINUE UPWARD

Winnipeg.

TEAS.—All advices point to a continuation of strong markets at primary points, and the general upward trend is bound to be reflected in spot stocks at an early date. Spot stocks of teas are reported in narrow volume.

FLOUR IN ACTIVE DEMAND

Winnipeg.

FLOUR.—There is an active demand for flour and millers report that they are kept busy filling orders. Quotations are unchanged.

SUGAR ADVANCES

Winnipeg.

SUGAR.—Refiners announce an advance on sugar, making standard granulated $8.50 per cent. The raw market continues strong with some advances recorded.

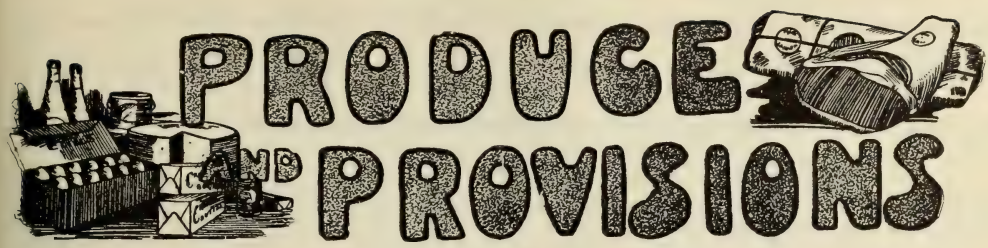
SUGAR	
Extra gran., bags, 100 lbs.	8 50
Do., gunnies, 5-10 lbs.	8 90
Do., cartons, 20-5 lbs.	9 10
Do., gunnies, 10-10 lbs.	9 00
Yellow, No. 1 lt., bags, 100 lbs.	8 10
Do., golden, bags, 100 lbs.	8 00
Powdered sugar, bbls.	8 90
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 30
Icing, barrels,	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	8 35
Soft lumps, boxes, 10 0lbs.	9 10
Do., boxes, 50 lbs.	9 60
Do., cases, 20 cartons	10 30
Do., cases, 40½ lbs	11 10
Small lump boxes, 100 lbs.	10 20
Do., boxes, 50 lbs.	10 20
Do., cartons, 50 2-lb.	9 50
Do., boxes, 25 lbs.	9 30
Hard lump boxes, 10 lbs.	9 10
Do., boxes, 50 lbs.	9 60

OLIVES REPORTED SCARCE

Winnipeg

SPICES.—Due to unfavorable weather conditions the crop of olives this year will be much smaller than last year and indications point to an advance of 25 to 30 per cent. Manzanillas are practically unobtainable. Cream of tartar is showing a firmer tone.

SPICES—	
Allspice, Jamaica, best qual., lb.	0 18
Cassia, Batavia, per lb.	0 35
Do., China, per lb.	0 25
Chillies, per lb.	0 55
Do., No. 1 per lb.	0 55
Cinnamon, Ceylon, per lb.	0 50
Do., No. 10, carton, doz.	0 75
Do., Zanzibar, per lb.	0 60
Ginger, washed, Jamaica, No. 1	0 55
Do., Jamaica, No. 2	0 50
Do., Japan or Africa, lb.	0 20
Mace, extra bright Penang, lb. per lb.	0 65
Do., Amboyna, per lb.	0 37
	0 90
NUTMEGS—	
Nutmegs, extra large brown, 70 lb., per lb.	0 55
Do., large brown, 85 lb., per lb.	0 40
Do., med. brown, 110 to lb., per lb.	0 35
Do., carton of six, per doz.	0 80
Do., carton of six, per doz.	0 80
Pepper, blk., Singapore, ex. lb.	0 22
Do., white, per lb.	0 35
Pickling, ¼-lb. pkg., per doz.	0 90
Do., bulk, No. 1, per lb.	0 22
Do., No. 2, per lb.	0 20
GROUND SPICE—	
Allspice, bulk, per lb.	0 18



Apple and Potato Production in Most Provinces is Lower Than Last Year

Quebec is the Exception to the Rule, However, as the Apple Crop is Reported to be 75 Per Cent. in Excess of 1921, While the Potato Crop is Equal to a Year Ago

OTTAWA, Oct. 16 (Special).—The most recent estimate of the fruit and vegetable crop prospects in Canada, compiled from reports received at the Fruit Branch of the Department of Agriculture, at Ottawa, indicate decreases in apple and potato production in most provinces.

The exception to the rule, however, is the province of Quebec, where the apple crop is reported to be 75 per cent. in excess of 1921 or 61,600 barrels. The early varieties are particular heavy. The potato crop throughout Quebec will average about equal to that of last year. The quality is, however, expected to be considerably better.

Onion Crop 100 Per Cent. Larger

The most encouraging feature of the report of conditions in Ontario is that the onion crop is 100 per cent. larger than 1921, and the quality excellent. The apple production is 90 per cent. of last year, or 796,500 barrels. Baldwins are very light, as also are Greenings and Spies. The potato acreage throughout Ontario is considerably larger than that of last year but the yield per acre will be somewhat less due to rot in many districts. The total estimated production will be 18,480,000 bushels.

B. C. Apples 80 Per Cent. Crop

In British Columbia it is estimated there will be 2,538,000 boxes of apples, which is 80 per cent. of last year's production. Delicious and Jonathan are heavy but Wagners are light. The potato crop in that province will be about 90 per cent. of last year, or 2,646,000 bushels.

The potato production in the other western provinces will be as follows: Alberta, 85 per cent. of 1921, or 6,861,000 bushels; Saskatchewan, 70 per cent. of 1921, or 7,240,800 bushels; Manitoba, 95 per cent. of 1921, or 969,000 bushels.

The apple crop in New Brunswick is sizing and coloring particularly well and is expected to be 25 per cent. in excess of 1921 with a total production of 41,250 barrels. Dudleys have been picked and Wealthies are now being picked, under most favorable weather conditions. The potato crop in this province is expected to be about 50 per cent. of normal and 60 per cent. of last year's production.

Potatoes Off in P. E. I.

In Prince Edward Island the potato crop will not be more than 75 per cent. of that of 1921. Late blight is chiefly responsible for the decreased yield. Early varieties such as Irish Cobblers have suffered less than later varieties as they have come to full growth before the tops blighted. Last year the growth was very rapid from Sept. 1st, but this year there has been very little growth.

1,628,800 Bbls. of Apples in N. S.

The weather conditions throughout Nova Scotia have been satisfactory during the past month and picking, packing and exporting of apples is in full swing. The crop will be about 80 per cent. of 1921, or 1,628,800 barrels. The fruit is of large size, of good color and on the whole remarkably clean and free from scab and insect marks. The potato crop of this province is approximately 10 per cent. larger than that of last year in spite of the fact that the tops died early due largely to blight. The production will be about 7,055,400 bushels.

Canadian Entries in the Imperial Fruit Show 1922

Ottawa, Oct. 16 (Special).—Entries for the Imperial Fruit Show, 1922, closed at the office of the Fruit Commissioner, Ottawa, Sepetmber 25th. There are practically the same number of entries as for the 1921 show, in spite of the fact that the date upon which it is held—October 27th to November 4th—is most unfavorable to the Canadian grower.

Arrangements have been made for practically all exhibits from Quebec, Ontario and British Columbia to leave Montreal October 11th on the S. S. "Melita," which will ensure their arrival at the Crystal Palace, London, England, in good time. It is expected also that P. J. Carey, packing specialist, Dominion Fruit Branch, who is to be the Canadian representative on the board of three judges at the show, will sail on the same boat and so be in a position to give his personal supervision to the transporting of exhibits.

Grinding Pepper at the Table as Required

Montreal, Oct. 5.—There is a new fashion in vogue in the grocery trade. It is something more than mere fashion that is now calling for table ground pepper. People are just realizing that there is a distinct flavor to fresh ground pepper.

At the present time, jewelers, departmental stores and novelty stores are featuring pepper casters that grind the whole peppers just as it is required. According to the managers of some of these stores, they are selling a large number of these table grinders and the fashion is spreading. Those who have used them tell others and so on and the demand is rapidly spreading. As it spreads, it is creating a demand for whole white and black peppers. Wholesalers state that they have already felt the new demand and they expect it to grow. Spice merchants claim that whole peppers should sell a little lower than the ground for several reasons. In the first place because there is a grinding charge on the ground pepper and in the second place because most of the ground pepper is now sold in packages and tins and that costs money.

It was his wedding-day.

Radiant in the newest of outfits he started for the church, accompanied by his best man.

But his shoes hurt his pet corn, and it looked as though he would have to hobble up the aisle.

The best man had a brain-wave, and stopped at a boot-shop where a larger pair of shoes were purchased.

When the happy bride and bridegroom knelt at the altar rail a general titter passed through the ranks of the guests; for on each sole of the new shoes, turned up for all to see, was the following intimation:

"Reduced to $5.25."

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, October 18.—A weak feeling features the hog and fresh pork market that has a marked effect upon bacon and smoked meats. The weakness, however, is reactionary and responsible for the reduced figure quoted on hogs by the packers. Local bacon prices do not show a change but there is a reduction in smoked hams. There is no change in the cooked meat market. Lard prices are maintained with smaller stocks being carried in the wholesale trade. The butter market is quiet but there is an improvement in demand since many dealers are stocking up for the winter. Cheese shows strength with a firm market abroad and smaller stocks on hand than a year ago. Eggs show another advance with a steady falling off in production and a good demand in the domestic trade. Easier prices are quoted on poultry. Salmon prices are higher but halibut is easier.

BUTTER MARKET QUIET

Montreal.

BUTTER.—After a flurry of strength which occurred last week, due to an improved foreign demand, the butter market is quiet with prices unchanged. The local receipts are showing a decrease, both over the previous week and that of last year and since many dealers are laying up supplies for the winter months, storage supplies are being absorbed.

BUTTER—

Creamery prints, finest	0 36	0 37
Creamery solids	0 35	0 36
Dairy solids		0 28
Dairy Prints		0 30

CHEESE MARKET FIRM

Montreal.

CHEESE.—A stronger feeling is evident throughout the whole cheese market. The total receipts since May of this year are 356,395 below that of last year but during the past week the receipts have shown some increase. The export market shows an improvement and the general feeling in the trade is that higher prices will be quoted on cheese within the next month.

CHEESE—

Old colored, twins		0 23
Old white		0 23
New Large, per lb.	0 17	0 18
New Twins, per lb.	0 18	0 19
Triplets, per lb.	0 19	
Stilton, per lb.		0 28
Quebec	0 18	

COOKED MEATS STEADY

Montreal.

COOKED MEATS.—There is no change in the quotations on cooked meats. The demand is limited but prices are steady after the recent reductions made in cooked hams.

COOKED MEATS—

Hams, cooked		0 40
Sandwich		0 47
Square hams		0 42
Smoked shoulders		0 22
Bologna	0 10	0 21
Corned Beef 1's, per doz.		3 25
Per doz. 2's		5 75

POULTRY MARKET EASIER

Montreal.

POULTRY.—Easier prices are quoted on poultry with large offerings on the market and a general weakness all around. There is a wide margin in the prices quoted, both wholesale and retail. Milk fed roasting chickens are quoted at from 33c. to 38c. and selected chicks from 28c. to 32c. per lb. This difference in grading is responsible for the big difference in retail prices.

ROASTING CHICKENS—		Per lb.
3 to 3½ lbs., per lb.	0 28	0 33
3½ to 4 per lb.	0 31	0 35
4½ up per lb.	0 33	0 38
FOWL—		
3 to 3½ pounds, per lb.		0 24
3½ to 4 per lb.		0 26
4½ up		0 28
Broilers, per lb.		0 36
Turkeys, per lb.		0 50
Geese, per lb.		0 24

SALMON PRICES HIGHER

Montreal

FISH.—The continued warm weather has made the shipping of fish more difficult and more costly. Salmon prices are all advanced but halibut is reduced one cent. The demand for fish continues good and in fact shows some improvement. Haddock and cod prices are unchanged.

FRESH FISH—		
Herring		0 06
Market cod, fresh		0 05½
Steak cod		0 08
Haddock		0 06
Halibut, chicken		0 20
Do., medium		0 24
Lake Trout		0 16
Flounders		0 09
Mackerl		0 12
Cohoe salmon		0 22
Gaspe Salmon		0 25
Dressed Pike		0 12
FROZEN FISH—		
Halibut		0 20
Chicken halibut		0 16
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon		0 25
SALTED FISH—		
Labrador Herring, per barrel		10 50
Labrador Salt Salmon, per barrel		20 00
White Nape Green cod, large		7 50
White Nape Green cod, medium		6 50
White Nape Green cod, small		6 00
OYSTERS—		
Standards, No. 1, can		2 40
No. 3, can		7 15

HOG MARKET WEAK

Montreal.

HOGS.—A weak tone is evident in hogs with prices in many centres reduced. Local prices remain about the same, light weights quoted at from $11,-50 to $12.00 per cwt. weighed off cars. Packers state that the present values are unprofitable due to the low bacon prices in England. Prices on dressed hogs and pork show no change. There has been a firmer feeling of late in the beef market and although wholesale prices show no marked change there is a stronger tone.

FRESH MEATS—		
Hogs, Selected, weighed off cars)	11 50	12 00
Fresh killed		18 50
Legs of pork, (foot on)	0 22	0 23
Loins (trimmed)	0 27	0 28
Trimmed shoulders	0 20	0 21
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front Quarters	0 04½ 0 06	0 06 0 08
Loins	0 18	0 21
Chucks	0 06	0 08

WEAKNESS IN BACON

Montreal.

SMOKED MEATS.—There is weakness in smoked meats, principally in bacon on account of the lower prices quoted in England on Canadian bacon. Wholesale prices are as yet unchanged. Smoked hams are easier being quoted at from 24c to 27c a lb., according to weight.

BACON—		
Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls	0 26	0 30
Picnic smoked hams		0 19
Wiltshire	0 30	0 32
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 26	0 27
Do., 12-14	0 25	0 26
Do., 20-25	0 24	0 25

EGG PRICES ADVANCE

Montreal.

EGGS.—The stronger tendency in the egg market has developed into an advance in some cases. The most marked change is in new laid eggs which were advanced to 48c. a doz. No. 1 storage are firm at 36c. The strength is due to the falling off in production, while the domestic and export market shows more activity.

EGGS—		
New laid	0 48	0 45
Selects		0 40
No. 1		0 36
Storage		0 28

LARD PRICES STEADY

Montreal.

LARD.—Lard prices are fully maintained after the recent advance. The demand is steady and stocks on hand are smaller than they have been. Shortening prices are also firm and a fair demand is noted in both lines.

LARD—		
Tierces, 350 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
1 lb. bricks	0 19	0 20

ONTARIO MARKETS

TORONTO, October 18.—Changes in the markets for produce are few this week. The market for live hogs is still inclined to easy levels, and this is reflected in quotations on pork products. Butter is steady and cheese shows slightly higher prices. Domestic demand for butter is good, but export inquiry is inclined to be quiet. Supplies of fresh eggs are small in volume and receipts coming forward are very light. Prices on storage offerings are very strong. Poultry receipts show increase but prices are steady. There is a better demand for fish, with prices steady and unchanged.

BUTTER IS UNCHANGED

Toronto.

BUTTER.—No change is reported in the market for butter this week. Wholesalers report prices steady, with a very good inquiry for the same for domestic account. Creamery prints No. 1 are offered at from 38 to 40c, and No. 2 prints at from 35 to 37c.

BUTTER—		
Creamery prints, No. 1	0 38	0 40
Creamery prints, No. 2	0 35	0 37

CHEESE IS FIRMER

Toronto.

CHEESE.—The market for cheese is slightly firmer this week, wholesalers quoting large new cheese at from 20 to 20½c per lb., September cheese being offered at from 23 to 24c per lb. New cheese in stiltons is offered at 22c per lb.

CHEESE—		
Large new	0 19	0 20½
Do., Sept.	0 23	0 24
Stilton, new	0 22	....

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGGS HOLD STEADY

Toronto.

EGGS.—The supply of eggs on the market is in very small volume, and, of course, storage eggs are largely supplying the demand. Dealers are offering No. ones at from 37 to 38c per doz.; selects at from 39 to 41c per doz. and new-laids in cartons at from 52 to 55c per doz.

EGGS—		
No. 1s	0 37	0 38
Select	0 39	0 41
New laid, cartons	0 52	0 55

LARD SLIGHTLY HIGHER

Toronto.

LARD.—The market for lard is slightly higher this week. There is a good inquiry for the same, the 1 lb. prints being offered at from 19½ to 20c, and on the tierce basis at from 16½ to 17c per lb.

LARD—	
1-lb. prints	0 20
Tierces, 400 lbs.	0 17

Tubs are ½c higher than tierces and pails one cent higher than tierces.

COOKED MEATS ARE QUIET

Toronto.

COOKED MEATS.—There is no change in the market for cooked meats this week. Dealers report a quiet demand at present prices. Boiled ham is selling at 40c per lb., with the square pressed quoted at 43c per lb.

COOKED MEATS—		
Boiled ham, lb.	....	0 40
Do. square pressed	....	0 43
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.	....	0 60
Jellied pork tongue	....	0 33

Above prices subject to daily fluctuations of the market.

SHORTENING IS FIRM

Toronto.

SHORTENING. — The market for shortening is steady, with prices firm at present levels. 1 lb. prints are quoted at 16c and on the tierce basis the quotation is from 12¾ to 13c per lb.

SHORTENING—		
1-lb. prints	....	0 16
Tierces, 400 lbs.	0 12¾	13

Tubs are ½c higher than tierces and pails one cent higher than tierces.

POULTRY RECEIPTS INCREASE

Toronto.

POULTRY.—Receipts of poultry are in fairly heavy volume at the present time. Dealers report a good inquiry, and prices are holding at steady levels. Wholesalers quote spring chickens at 30c per lb. for both live and dressed chickens.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 25	0 30
Chickens, spring, over 2 lbs.	0 16	0 25
Chickens, 4 lbs. and over	0 21	0 28
Roosters	0 12	0 18
Fowl, 4 to 5 lbs.	0 16	0 22
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 10	0 17
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 20	0 25
Prices to retail trade—		
Turkeys, dressed	....	0 35
Chickens, spring	0 30	0 30
Ducklings	....	0 35
Fowl, 4 to 5 lbs.	....	0 30

PROVISIONS IN GOOD DEMAND

Toronto.

PROVISIONS.—Dealers report a very brisk inquiry for provisions. Prices show few changes as compared with a week ago. Small hams, 6 to 12 lbs., are selling at 26 and 27c per lb., and the boneless backs are quoted at 45 and 47c per lb. Other lines are steady.

PROVISIONS—		
Hams—		
Small 6 to 12 lbs.	0 26	0 27
Medium, 12 to 20 lbs.	0 27	0 28
Large, 20 to 35 lbs., lb.	0 22	0 23
Heavy, 35 lbs. and upward	0 20	0 21
Backs—		
Boneless, per lb.	....	0 47
Rolled, per lb.	....	0 51
Peameal	0 42	0 43
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 34
Do., special trim	....	0 37
Cottage rolls in casing	....	0 35
Cotage rolls	....	0 33
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.	....	0 30½
Do., three-quarter cut	....	0 33
Do., middle	....	0 34½
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.	....	0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 16-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.	....	0 19
Out of pickle prices range about 2 cents per pound below corresponding cuts above.		
Mess pork		36 00
Short cut backs, 200 lbs.		41 00
Pickled Rolls—		
Lightweight		47 00
Heavy		36 00

Above prices subject to daily fluctuations of the market.

MARGARINE IS UNCHANGED

Toronto

MARGARINE.—The market for margarine shows no change as compared with a week ago. Number one is quoted at from 20 to 21c per lb. and number two is offered at 16c per lb.

MARGARINE—		
Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

FRESH MEATS AT EASY LEVELS

Toronto.

FRESH MEATS.—The market for live hogs continues at easy levels, and the lower quotations now ruling are reflected in the prices of fresh pork. Legs of pork up to 35 lbs. are offered at 19c per lb. Loins are offered at 21c per lb. Tenderloins are quoted at 45c and 46c per lb. Fresh cuts of beef are steady with a moderate demand. Small meats are also steady.

FRESH MEATS—		
Hogs—		
Live, fed and watered, cwt.	11 00	11 25
Live, f.o.b.	10 25	11 50
Live, off cars	10 75	11 00
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 35 lbs.	....	0 19
Loins	0 31½	0 32
Fresh hams, lb.	....	0 21
Tenderloins, lb.	0 45	0 46
Picnics, lb.	....	0 17
Montreal shoulders	....	0 20
Boston butts, lb.	....	0 23
New York shoulders	....	0 18
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 16	0 19
Ribs, lb.	0 16	0 20
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 25	0 28
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Sheep, whole, lb.	0 08	0 15
Do., medium	0 09	0 10

FISH IS SELLING FREELY

Toronto.

FISH.—No change is reported in the market for fish this week. There is a very good inquiry for the same. Wholesalers quote halibut moving in good volume, the medium being quoted at 22 and 23c per lb., and the chicken at 20 and 21c per lb. Oysters are selling freely at unchanged levels.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Haddock, lb.	....	0 08
Flounders, lb.	....	0 10
Halibut, Med.	0 22	0 23
Do., Chick., lb.	0 20	0 21
Whitefish, lb.	0 14	....
Trout, lb.	....	0 12½
Pike, lb.	0 12	0 14
Perch, lb.	0 08	0 10
Salmon Red Spring	0 24	0 25
Herring, large, lb.	....	0 08
Salmon Cohoe, lb.	....	0 18
FROZEN FISH—		
Halibut, medium	....	0 22
Do., chicken	....	0 20
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	0 12	0 13
Do., Qualla	0 09	....
OYSTERS—		
No. 1, pkg.		3 50
No. 3, pkg.		9 90
No. 5, pkg.		16 00
Glass Jars, per doz.		4 75
Shell oysters, per bbl. 1,000		17 50
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH—		
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....

MANITOBA MARKETS

WINNIPEG, October 18.—There are few changes in the produce and provision market. Butter is in good demand at unchanged quotations. There is a firmer tone to the cheese market and prices have advanced. Eggs are higher and with light offerings storage supplies are moving into consumption in good volume. Lard has advanced one cent per pound. Receipts of poultry continue to show an increase and prices are unchanged. Due to the colder weather the demand for cooked meats has eased off. There is an easier tone to smoked ham but bacon is showing a firmer tendency. Fish prices are steady with a good demand. Hog prices are holding at unchanged quotations.

BUTTER HOLDS STEADY

Winnipeg.

BUTTER.—Produce dealers report no change in butter. The market is steady at present levels with wholesalers quoting best creamery prints at from 38c. to 40c. per lb. and No. 2 from 36 to 38c.

CHEESE MARKET FIRM

Winnipeg.

CHEESE.—There is a firmer tone to the cheese market, with prices advanced. Large cheese is quoted at 20½c. with twins at 21c. and triplets at 23½c. per lb. The demand locally has shown a decided improvement. A strong tone is evident in the cheese market and further advances are expected.

CHEESE—

Stilton cheese, large, lb.	0 20½
Ont., large, lb.	0 20
Ont., twins, lb.	0 21
Ont., triplets, lb.	0 23½

EGG PRICES HIGHER

Winnipeg.

EGGS.—Eggs have again advanced and new laids are quoted at 40c. per doz. Select eggs are ranging around 34c. per dozen and number one candled at 28c. Very few are arriving from the country. The demand continues good.

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS.—The demand for cooked meats has eased somewhat. The market as far as prices are concerned is unchanged. Best quality cooked ham is quoted at 44c. to 46c. per lb. Jellied ox tongues are quoted at 50c. and pork tongues at 34c.

COOKED MEATS—

Hams, best quality, skinned, 8-14 lbs.	0 46
Do., 18-1 lbs.	0 44
Roast ham, lb.	0 44
Roast shoulders, lb.	0 40
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 34
Head cheese in 6 lb. tins, lib.	0 13

POULTRY IN GOOD SUPPLY

Winnipeg.

POULTRY.—Supplies are now coming forward in fairly heavy volume and the demand from the trade is showing an improvement. Broilers weighing from 1½ to 2½ lbs. are selling at 30c. Choice ducks and geese are quoted at 33c. Young turkeys are arriving in small quantities with prices ranging from 40 to 45c.

POULTRY—

Broilers, ½ to 2 lbs., per lb. 0 30	0 32
Chickens, 2½ to 3½ lbs., per lb.	0 28
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 22 0 20
Roosters, per lb.	0 20
Turkeys, young, per lb. 0 40	0 45

LARD ADVANCES

Winnipeg.

LARD.—The lard market is showing a stronger tone under an advance of one cent per pound. On the tierce basis best quality lard is quoted at 19c. per lb. with 20-lb. wooden pails at $4.20.

LARD—

Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 19
Do., wooden pails, 20-lb. pails	4 20
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

GOOD DEMAND FOR FISH

Winnipeg.

Fish.—The demand for fresh fish shows a marked improvement. Fresh oysters are quoted at $3.50 per gallon. Halibut is quoted at 16c. per lb and salmon at 18c. White fish is reported scarce. There is a fair demand for crabs at 25c. per piece.

FISH—

Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 100 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Kippers, East, Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Labrador Herring, 100 lb. bbls., per bbl.	8 50
Do., 02 lb. pails, pail	2 50
Haddies, in 30-lb. cases, per lb.	0 12

HOG MARKET UNCHANGED

Winnipeg.

FRESH MEATS.—The market for live hogs holds steady at $10.50 per cwt. for selected live. Fresh pork continues easy with loins offered at 25 to 30c. and legs at 19 to 24c. Hind quarters of beef are from 11 to 16c. per lb. Choice mutton is quoted from 12 to 17c. Spring lamb is selling freely at 23 to 25c. per lb. Hind quarters of veal are quoted at 19 to 23c.

HOGS—

Selected, live cwt.	10 50
Heavier	5 50 7 50
Light	9 00 10 00
Sows	5 00 7 00
Fresh Pork—	
Legs of pork, lb.	0 19 0 24
Spare ribs	0 14
Loins of pork, lb.	0 26 0 31
Fresh Hams, lb.	0 25 0 30
Shoulders	0 16 0 20
Fresh beef—from steers and heifers—	
Hind quarters	0 11 0 15
Front quarters	0 05 0 08
Whole carcass, good grade, lb.	0 07 0 12
Choice, lb.	0 12 0 17
Lambs—	
Choice	0 25

SMOKED HAMS EASY

Winnipeg.

PROVISIONS.—In sympathy with the easier tendency that is ruling in the market for live hogs the market is inclined to lower levels. Smoked hams are quoted from 20c. to 32c. per lb. according to grade and quality. Bacon prices however continue firm and best quality back bacon is quoted at 46c.

SMOKED MEATS—

8 to 16 lbs., per lb.	0 32
16 to 20 lbs., per lb.	0 32
Boneless, 8-1 lbs., per lb.	0 36
Skinned, 18 to 22 lbs., per lb.	0 36
Bacon, to 10 lbs., per lb.	0 46
Cottage rolls, boneless	0 26
Bellies, 6 to 10 lb., per lb.	0 33

Many Inquiries for Canadian Goods on Foreign Markets

Canadian manufacturers and packers interested in the export trade of any of the following will be sent names of the foreign enquirers on request. Send the number of the enquiry to Canadian Grocer, 153 University Ave., Toronto, or to the Department of Trade and Commerce, Ottawa, mentioning our paper:

469. **Flour and Wheat.**—A firm in Johannesburg are desirous of securing a Canadian agency for flour and wheat.

470. **Flour, fish, oats and bran.**—A firm in Port of Spain, Trinidad, wish to be put in touch with reliable houses desiring to export the following commodities: flour, fish, oats, bran, cocoa, cocoanuts, coffee, sugar, molasses and pitch.

471. **Codfish, potatoes and flour (wheat).**—A reliable Havana firm wish to do business as commission merchants and wholesale distributors of codfish, potatoes and flour (wheat).

472. **Foodstuffs and chemicals.**— A firm in Cape Town are desirous of securing a Canadian agency for foodstuffs and chemicals.

473. **Hay, oats, beans, etc.**—A reliable commission merchant in Havana wishes to get in touch with Canadian exporters and dealers of hay, oats, beans, potatoes and codfish; also wheat flour.

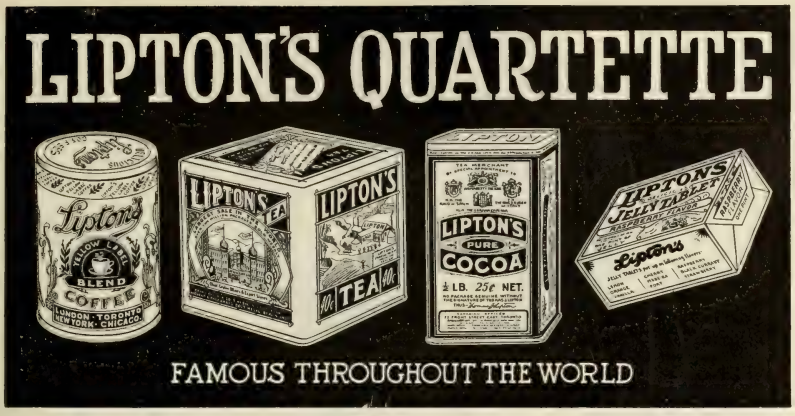
474. **Potatoes and whiskey.**—A firm of commission merchants in Havana are desirous of securing the representation and agency of good Canadian firms for potatoes and whiskey.

475. **Sugar.**—A Rotterdam commission agent desires to represent a Canadian manufacturer of granulated and pulverized sugar in Holland.

476. **Syrup.**—A firm of commission agents in Rotterdam wish to hear from Canadian exporters of the cheaper grades of syrup, the by-products of sugar refineries, of light color and also brown.

477. **Canned Lobster.** — Commission agents in Holland wish to represent a good reliable Canadian exporter of canned lobster.

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We make direct shipments from our Producing Branches.

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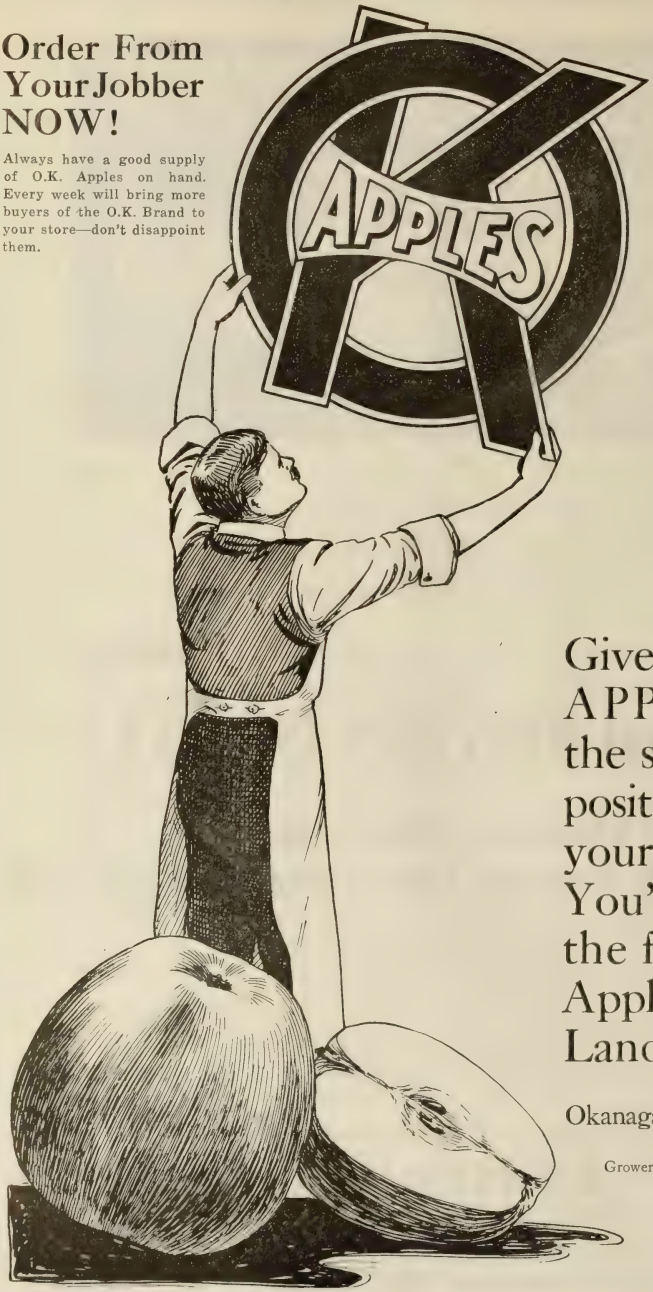
PRODUCERS, PACKERS, CURERS AND DISTRIBUTORS
4 Long Distance Telephones
Head Office--
Youville Square, MONTREAL

Branches:
Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.

Branches:
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

Order From Your Jobber NOW!

Always have a good supply of O.K. Apples on hand. Every week will bring more buyers of the O.K. Brand to your store—don't disappoint them.



"O. K. means quality fruit"

Give O. K. APPLES the selling position in your store! You'll have the finest Apples in the Land behind you.

Okanagan United Growers Ltd.
Vernon, B. C.
Growers of the famous "O. K." Apples and "O. U. G." Soft fruits

An Appreciation of Cooperation and Friendly Interest

NO one knows better than the manufacturer of food products how much of the success of his business is dependent upon the good will and cooperation of the Grocery Clerk.

For after all is said and done, after the housewife is finally persuaded through advertising to try a package of Post Toasties, Grape-Nuts, Instant Postum or Postum Cereal, the Grocery Clerk has it in his power, by a word, to recommend the product, and thereby increase the prospective customer's immediate, and possibly, her future interest in the purchase.

We feel, therefore, that we have been singularly fortunate in having enjoyed the valued assistance and whole-hearted support of practically every Grocery Clerk in Canada in promoting the distribution and sale of Post Toasties, Grape-Nuts, Instant Postum and Postum Cereal.

And we wish to express here, our sincere thanks for your cooperation, and for the friendly interest you have always exhibited. We hope that this interest may continue, bringing increased sales and an ever-increasing number of satisfied customers to the store, and increasing salaries or commissions to our friends—the Grocery Clerks.

Canadian Postum Cereal Company, Limited
45 Front St. E., Toronto
Factory: Windsor, Ontario



This "Fancy" Quality will build business for you by creating pleased customers.

A 15c seller which pays a highly satisfactory profit.

Fair Profit

Satisfied Customers

Quality Merchandise

The Canadian Match Co., Limited

Pembroke Toronto Montreal
Winnipeg Calgary Vancouver

MATHIEU'S

Syrup of Tar and Cod Liver Oil Leads the field for Quality

"Mathieu's" is free from injurious or habit-forming drugs.

It is a sure relief for colds and an excellent tonic.

It's nationally established reputation is a sufficient recommendation in itself.

It will pay you to feature this line.

J. L. MATHIEU COMPANY

SHERBROOKE, P. Q.

For All Bulk Foods Use the

BUTTER
LARD
DRIPPING
SAUSAGE
HAMBURG

"Riteshape"

FRUIT
VEGETABLES
PICKLES
FISH
MEATS



All sizes, from ½-lb. to 10 lb. All Riteshape containers warranted perfect. Each shipment carefully inspected, accurately counted, then assembled into sealed packages suitable for an average day's supply and your whole order packed in strong wooden crates. The Riteshape will save you time and money, and make a splendid impression of quality on your customers.

Write for sample and prices.

Victoria Paper & Twine Co., Limited

439-441 Wellington St. W. TORONTO — **382 Notre Dame St. W. MONTREAL**

Sole Canadian distributors for the OVAL WOOD DISH CORPORATION, NEW YORK

The Perfect Wood Container

Odorless, non-absorbent, clean, handy, economical, neat and compact. No waste of the food product. Requires less paper and string to wrap. Makes unusually attractive display on counter or in window.



7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits"—***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son **Box No. 266** **Stratford, Ont.**

$5 May Save You $500 or $5,000!

You work hard for the dollars you save. Properly invested they can be made to work hard for you. But they must be properly invested.

If you feel the need of a guide to show you how to invest your money to bring you the biggest return consistent with safety; to show you how to avoid the pitfalls of investment; you need THE FINANCIAL POST.

It will give you a personalized investment service. Its articles every week will tell you what you want to know about investing. Its discussion of current business and national problems will give you a new angle on economic and political questions. You will have too all the privileges of the Investors Inquiries Department. You may ask as many questions as you like about your own investment and financial problems—the standing of your broker, and the analysis of particular securities, insurance problems, etc. This service is free to all readers.

Stop losing money on bad investments. Invest $5 now where it may save you $500 or $5,000. Pin a $5 bill to this ad. (or your letterhead), write your name and address and we will send you THE POST for one year (52 issues).

THE FINANCIAL POST 143 University Ave. Toronto

ESTABLISHED 1870

Henri Jonas & Co.

MONTREAL

Specialists in Fancy Groceries

FRENCH CASTILLE SOAP
GRAPPE D'OR Brand 72%

Delory's French Peas and Vegetables

in glass and tins
SARDINES IN OIL
all size tins
with bones and boneless

Bertrand's French Macaroni

Vermicelli, Spaghetti, Noodles, etc., etc.

Ls. Henry (Strasbourg)

PATES DE FOIES GRAS
in tins and terrines

Mayeur & Vauquelin's

GENUINE BAR-LE-DUC JELLY
(Red and White Currant)
small and large size

Durand's

Crystallized and Glazed FRUITS

A. Bosc & Cie

ANCHOVIES IN OIL AND IN BRINE
FRENCH CAPERS
HORS D'OEUVRES (Assorted)
MUSTARDS

Foucard-Cresp's

FINEST VIRGIN OLIVE OIL
in Litres, ½ Litres and ¼ Litres
also
Tins of 1 and 5 gallons

ARLATTE'S FRENCH CHICOREE
in ¼ and ½ lb. packets
also
bulk, cases of 55 lbs. nett

Hermant's Mushrooms

tins and bottles

MARASCHINO CHERRIES
⅛, ¼, ½ and bottles

ARTICHOKES BOTTOMS
in tins and glass

R. BAYLE FILS, Bordeaux

57

Testing and Tasting

Heinz Food Products are as good as skill and knowledge can make them.

In the Heinz experimental kitchen a chef dedicates his ability to the task of improving the 57 Varieties. Continuous research and experiment serve ever to advance their quality. Any new product considered for manufacture is thoroughly tried by experiment and by tasting committees. It must pass severe tests before it is considered worthy of being added to the list of Heinz Products, and not until we are sure that it is the best in its line is it put on the market.

This quality will serve you by making the 57 Varieties increasingly popular with your patrons.

H. J. Heinz Company

57 Varieties

CANNON'S GELATINES

Have you tested the product of the new plant?
They are justly acclaimed

THE WORLD'S PREMIER GELATINES

Samples gladly sent on request.

CANNON CANADIAN CO. LTD.

Toronto Montreal

NEW SMYRNA FIGS
first of new Season's crop

Cape Cod Cranberries
Honey Dew Melons
Isle of Pines Grapefruit
Sweet Potatoes
Spanish Onions

White & Company
Church and Front Sts.
TORONTO
Phone : : M. 6565

"GEORGIAN"
BRAND
BUTTER AND EGGS.

Foreign and Domestic Fruit and Vegetables

LEMON BROS.
OWEN SOUND, ONT.

The best way to get KLIM on your customers' shelves is to display it prominently on your own



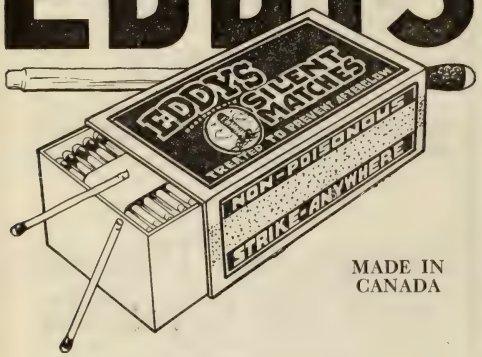
THE most effective individual advertising medium is a thoroughly satisfied customer. People like to tell their relatives, friends and neighbors about the commodities they like. They like to brag about them a bit—and that bragging means sales for whoever sells the merchandise.

Display your stock of KLIM Powdered Milk prominently and talk about it to your customers—it has a lot of good points and no bad ones. Before you know it, you'll have all the Joneses, the Smiths and the Browns bragging about it. And they'll be transferring it from your shelves to theirs.

Your jobber can supply you with KLIM in one-half, one and ten pound containers.

CANADIAN MILK PRODUCTS LIMITED
10-12 St. Patrick Street, Toronto, Ont.
319 Craig St., W. Montreal, Que.
428 Main St. Winnipeg, Man.
British Columbia Distributors: Kirkland & Rose, 130 Water St., Vancouver

EDDY'S



MADE IN CANADA

Safer and Better Matches

EDDY'S Matches are safer and better. On that count alone they are the logical matches for you to sell.

Your customers know "Eddy's." Since 1851 "EDDY'S" and good matches have been inseparably linked in the minds of Canadian match buyers.

Bear in mind that there are no better Matches than Eddy's. There are no Matches better known, no Matches better liked, no Matches that pay as handsome profits to the dealer.

You're entitled to the bigger profits that go with Eddy's Match sales. Why be satisfied with less?

The E. B. Eddy Company
Limited

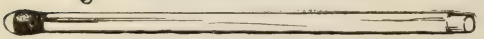
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BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, 259 Kingswood Road, Toronto, Ontario. Phone Beach 2170.
J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

This Space is Yours for $2.20 on Yearly Order

READER'S NOTICE
Regarding
CHANGE OF ADDRESS
A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

CROP OF OLIVES IS NOT PROMISING

The Spanish olive crop, grown in the Seville district, has shown no improvement during the past few weeks and all of the best sources of information unite in confirming the scarcity as compared with last year. The yield will be about 50 per cent. of 1921, but half of it will be defective. There have been some rains of late, but they are too late to do much good. The latest cargo was cleaned up quickly by the filling of jobbing orders which exhausted nearly all of the supplies while the vessel was still at the dock. The Villano sailed on October 8 with 1,838 barrels and 1,013 hogsheads, a small offering. Holdings of olives in the United States are very much reduced, and this is true of Seville, so that the new crop will come on a bare market after the turn of the year. Curers are paying high prices to farmers, and the consensus of opinion of reliable shippers is that there will be 10,000 to 15,000 hogshead of first quality Queens and 8,000 to 10,000 hogsheads of Manzanillas. Stuffed Manzanillas promise to rule at high prices, because the crop is short and because Latin peoples in Cuba, South America and along the Mediterranean are users of Manzanillas with pits. This will reduce the available supplies for stuffing, added to which is the similar shortage of pimentos in Spain.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

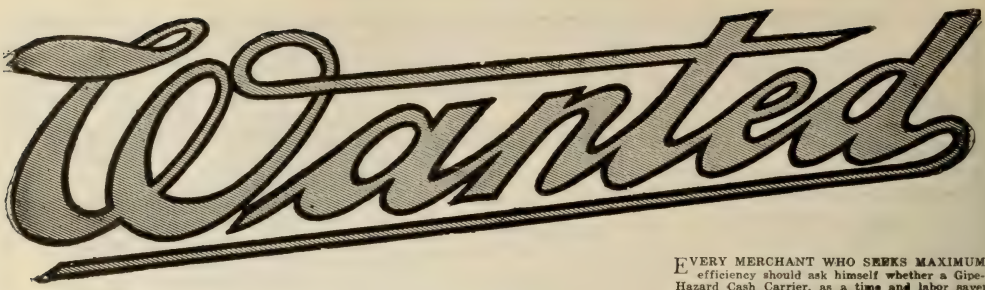
Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 874 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

When Answering Advertisements Mention Canadian Grocer

Good papers furnish A.B.C. reports to their advertisers.

Canadian Grocer is a member of the Audit Bureau of Circulation.



Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

FOR SALE

TO THE PROVISION TRADE — MANUFACture your delicatessen products. Money-makers and money savers. Use your meat trimmings, pork, beef, veal, lamb, etc. I will tell you how to make 18 specialties, 100 and 200 per cent. profit is often made. Send your address for information. E. B. Mayhew, Box 917, Worcester, Mass, U. S. A.

ADDRESSING MACHINE FOR SALE — WE have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We will sell it at attractive prices and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ont.

FOR SALE — GROCERY STORE AND POST office. Freehold with land and 4 flats, situated at East St. John, where a great Dry Dock is being built. Price 5000 dollars. Apply W. Parkinson, 113 Adelaide St., St. John, N.B.

FOR SALE—AN OLD ESTABLISHED GROcery business, in a city of twenty thousand. Central location, best family trade. Five thousand. Owner has other interest. Apply Box 260, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE

FOR SALE—SMALL HAND "SWIFT" COFFEE mill and Enterprise, dried beef slicer; Burrows, Stewart & Milne Butcher's "Easy balance" scale. Nickel finish cream marble pan, 40 pound capacity. John E. Smith's "Buffalo" Sausage chopper, Hand or Power. All in good repair. Sold Separate or all together. Bargain for quick sale. C. A. Robins, Dunnville, Ont.

TAYLOR SAFES FOR SALE—RARE OPPORtunity to secure a safe at small cost. They are in splendid condition. INSIDE dimensions and prices are as follows: 15" deep, 2ft. 6" wide, 3 ft. 11½" high, fitted with built-in compartment. Price $250.00. 18" deep, 2 ft. 8" wide, 4 ft. 5" high, fitted with steel compartment. Price $200.00. Apply Box No. 274, Canadian Grocer, 153 University Avenue, Toronto.

FOR SALE—A GOOD GOING GROCERY BUSiness in one of the largest cities in Ontario. Doing a large business; reason for selling, ill health. Same store for 22 years. Dwelling attached if desired. Apply Box 270, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—CLOVER HONEY, 1922 CROP; in 5 and 10 lb. pails, 2040 pounds (34 crates) 13c. a lb. Less than 120 pounds (2 crates), 16c. a lb. Freight on 2 crates is same as for 1 crate. Also lumber and buckwheat honey. Quality guaranteed. Apply Box 272, Canadian Grocer, 153 University Ave., Toronto, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, Sumach St., Toronto.

WANTED

WANTED—COFFEE ROASTER—25 TO 50 LBS. capacity. State price when replying. Box 266, Canadian Grocer, 153 University Ave., Toronto.

POSITION AS MANAGER, LARGE GROCERY department or sales manager, wholesale Grocery concern. Sixteen years' experience, 37 years old. Executive organizing ability. Box 252, Canadian Grocer, 153 University Avenue, Toronto, Ontario.

WANTED—A USED DAYTON CHEESE CUTter. W. M. Ross, Creemore, Ontario.

OPPORTUNITY

A Wholesale Grocer, established 20 years, offers a partnership in his business to person who can invest $30,000 cash. Ample assets, a good business, with a proposition that will stand investigation will be submitted to interested person. Apply for full information to Box 276, Canadian Grocer, 153 University Ave., Toronto.

When writing to advertisers kindly mention this paper.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to 153 University Ave., Toronto.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Money Order for $4 (four dollars) for 52 copies, one each week.

Cheque

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.



None better!

You may pay more, but you cannot get better. Modern up-to-date manufacturing methods and scrupulous care make these the matches of satisfaction for dealer and user.

No complaints — no come backs — Full count of Sturdy Matches Non-poisonous.

DOMINION MATCHES



CONNECTICUT OYSTER CO., LTD.

"Canada's Exclusive Oyster House"

50 JARVIS STREET - TORONTO

The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., OCTOBER 27, 1922 No. 43

QUALITY WINS





"Sealshipt Oysters"

In Glass Jars

Obtain your oysters from people who will be in a position to supply you. Oysters are most in demand in severe weather when they are hardest to obtain. *We devote our entire time and attention to the one thing we know best.*

CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET, TORONTO, ONT.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of Report will be sent on request to anyone interested.



The dealer smiles!

He stocks Dominion Matches!
They are safe in his store
and his customers like them.
Strong Sticks—non-poisonous—
heads tight on—Full count.
Ask your wholesaler.

THE DOMINION MATCH CO., LIMITED, DESERONTO, ONT.

DOMINION MATCHES

Wethey's Condensed MINCEMEAT

(*Sold in Cartons*)

is the biggest value in mincemeat on the market to-day.

Here is the point:—

The consumer price is now 18c per package from which by following directions 1½ lbs. of mincemeat ready for the pie is obtained. In other words—the consumer gets mincemeat for 12c per lb.

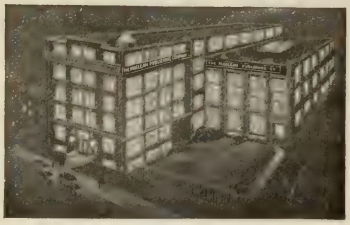
ARE YOU FEATURING IT?

Sold by all Jobbers

J. H. WETHEY LIMITED

St. Catharines, Ont.

Part of a Big Organization



The Largest Organization of its Kind in the British Empire.

WE HAVE often been asked why it is that prompt service is always given to enquiries received from any part of Canada;

Also why we are able to present to our readers every week such widespread market reports and other information about business methods of merchants, food regulations, etc.

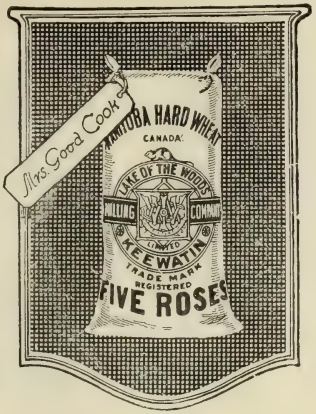
Only a business paper that is a big national institution can do this. We find that the aggressive druggists, those with the bigger ideas, who want to extend their knowledge beyond their own small locality and beyond their own province, want and demand this service.

CANADIAN GROCER is one of the principal parts of the MacLean organization—the largest publishers of business and technical papers in the British Empire. Its connection with the other business and technical papers of The MacLean Publishing Co., all leaders in their respective fields, is an important reason why we give our readers this invaluable, national service.

CANADIAN GROCER

Other publications issued by The MacLean Publishing Co.:

FINANCIAL POST
HARDWARE AND METAL
DRY GOODS REVIEW
MEN'S WEAR REVIEW
DRUGGISTS' WEEKLY
BOOKSELLER AND STATIONER
SANITARY ENGINEER
MACLEAN'S MAGAZINE
CANADIAN PRINTER AND PUBLISHER
CANADIAN MACHINERY
THE POWER HOUSE
CANADIAN FOUNDRYMAN
CANADIAN SHIPPING AND MARINE ENGINEERING NEWS
CANADIAN AUTOMOTIVE TRADE



Let the Users Speak for Themselves!

These two letters came in the same day—unsolicited. We quote them not because they are unusual (we receive similar recommendations every day) but because the success was scored in open competition in a spectacular way at Canada's two greatest exhibitions.

FROM A HOUSEWIFE

Sept. 12th, 1922.

"I thought you would be pleased to know that through using FIVE ROSES flour it enabled me to take 1st prize for whitebread at the Canadian National Exhibition. I have used other flours for bread but I have proved the best and the most perfect is the FIVE ROSES. Therefore I can and will recommend it to anyone."

Mrs. J. Fordham, 44 Lambton Ave.,
Mount Dennis. Ont.

FROM A PROFESSIONAL BAKER

"You will be pleased to learn that James Walker (Ottawa), baking FIVE ROSES exclusively, won the first prize for bakers' bread at the Central Canada Exhibition."

Not only the advertising done by this company, but every good word spoken of FIVE ROSES can be turned to your advantage—**if you also stock the best-selling flour in Canada.**

LAKE OF THE WOODS MILLING COMPANY, LIMITED

"The House of Character"

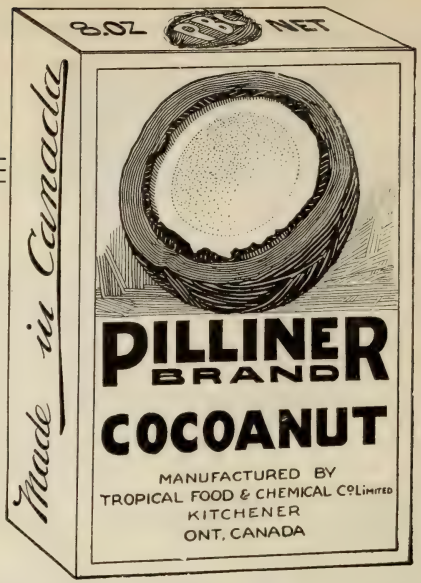
Offices in 16 Canadian Cities

Head Office
Montreal

Western Office
Winnipeg

FIVE ROSES FLOUR

for Breads—Cakes—Puddings—Pastries



Pilliner Brand Cocoanut

is Superior in Quality and Flavor

Our air-tight cartons retain all the original flavor of carefully selected, well ripened Jamaica nuts.

Pilliner Brand Cocoanut

is absolutely pure, snowy white and it retains its freshness until it reaches your customer's table.

Pilliner Brand Cocoanut

because of its quality, flavor, purity and freshness will build this department of your business and hold it.

Your Jobber can supply you or write direct.

Messrs. Cruikshank & Guild
32 FRONT STREET, TORONTO
"Distributors for Eastern Canada"

Messrs. Mason & Hickey
WINNIPEG, MANITOBA
"Distributors for Western Canada"

TROPICAL FOOD & CHEMICAL CO., Limited

476 King Street West, KITCHENER, ONTARIO

MACDONALD'S



The Tobacco with a heart

Every Dealer Knows It!

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5

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Mr. Manufacturer

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Your jobber carries them.
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STICKNEY & POOR SPICE COMPANY

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HALIFAX

Mustard Spices Seasonings

A New Stock of EUREKA *Grocers' Refrigerators*

are now on hand ready for immediate shipment

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Phone 286 **WATERLOO, ONT.**



"Arm & Hammer" Brand

--the handy way to sell

Sal Soda

Put up in cartons of 2½ pounds each

Your customers will appreciate this handy method of buying this well-known brand of Sal Soda just as much as you will appreciate the big saving in time over the old way of weighing, wrapping and tying. Ask your wholesaler to send "Arm and Hammer" Brand then you'll be sure of satisfaction.

Church & Dwight, Ltd.

Montreal

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

LUXURA TEA

Will you kindly tell us who packs the Luxura Tea?

Reader.

Answer.—This is packed by the Armstrong Company, tea importers, Queen St. E., Toronto, Ontario.

PASCALLS LIMITED

Please give me the address of Pascalls Limited.

Geo. A. Cox,
Shelburne, N. S.

Answer.—101 Nassau Street, Montreal.

AGENTS FOR PURNELL & PANTER'S VINEGAR.

Will you please tell us who are agents for Purnell & Panter's vinegar?

Subscriber, Toronto.

Answer.—Lind Brokerage Co., Ltd., 49 Wellington St. E., Toronto.

BUYERS OF OLD POTATO SACKS

Would you kindly give us the address of the firm in Toronto that buys old potato sacks? We have about a thousand to sell.

A. Beattie & Co.,
Stratford, Ont.

Answer.—E. Pullan & Co., Maud Street, Toronto, Ont.

SOUVENIR SPOONS AND PATRIOTIC EMBLEMS

Will you kindly give us names of manufacturers of souvenir spoons and patriotic emblems?

John Bullied,
Lumsden, Sask.

Answer.—Roden Bros., 345 Carlaw Ave., Toronto.

PEANUT BUTTER

Will you kindly advise names of a few makers of peanut butter in Ontario?

Regina Subscriber.

Answer.—Canadian Maple Products Co., Toronto; White Swan Spices & Cereals Co., Toronto; I. X. L. Spice & Coffee Co., London, Ont.; McLarens Ltd., Hamilton, Ont.; H. J. Heinz Co., Toronto; The Bowes Co., Toronto.

GLASS JARS

Where could we purchase 20 display glass jars, butter crock style, 10 inches across and 12 inches high with or without covers?

Ben Shnitka,
Innisfail, Alta.

Answer.—Gowan Kent Co., Toronto, Ont., Toronto Pottery Co., Toronto, Roden Bros., Toronto, Ont.; Belleville Pottery Co., Belleville, Ont.; The Medalta Stoneware Co., Medicine Hat, Alta., The Gas City Pottery Co., Medicine Hat, Alta.

BERTHOLDI OLIVE OIL

Would you please give me address nearest Sherbrooke, Que.. of wholesale firm selling Bertholdi brand olive oil?

D. W. Stenson,
Sherbrooke, Que.

Answer.—We do not know of any wholesale firm selling Bertholdi brand olive oil direct, but would refer you to the following firms in Montreal who are importers of olive oil: Aboosamra Kouri, 41 Bonsecours St.; Amoroso and Malagodi, 119 St. Henry St.; The Charles Ciceri Co., 84 St. Peter Street.

ESSENCES, COLORINGS AND ACID PHOSPHATE

Will you kindly send me the names of the manufacturers of essences, colorings and makers of acid phosphates?

Subscriber.

Answer—List has been mailed direct.

POTATOES

Will you kindly inform me from whom I could get good potatoes by the carload?

D. Verdone,
Shawinigan Falls, Ont.

Answer.—White & Co., Toronto; James Culnan, 2778 Dundas St., West, Toronto; McWilliam & Everist, Toronto; Stronach & Sons, Toronto; A. A. McKinnon, 74 Colborne St., Toronto; Peters, Duncan Co., 88 Front St., Toronto.

VENDING MACHINES

Where can we procure small vending machines for gum, peanuts and confectionery?

J. T. Irwin,
Port Morien, N. S.

Answer.—Harry Horne Co., 1297 Queen St., W., Toronto; National Sales Co, 88 Woolfray St., Toronto.

COFFEE IMPORTERS

As you are in touch with some of the larger importers of coffee through "Canadian Grocer" I will be very much obliged if you will furnish me with a few such names.

Robert Clark,
260 Third Ave.,
Niagara Falls, Ont.

Answer.—T. B. Greening & Co., Toronto; Chase & Sanborn, Montreal; R. B. Hayhoe & Co., Toronto; Gorman Eckert & Co., London, Ont.; Todhunter & Mitchell, Toronto; White Swan Spices & Cereals Co., Toronto.

WHERE TO BUY EMPTY CANS

Will you tell us where we can buy empty cans same as issued by syrup companies for 5 lb. cans of syrup? Cans with a push top?

Messrs. Hickling Bros.,
Delhi, Ont.

Answer.—A. R. Whittal Can Co., Montreal, Quebec.

GLASS VINEGAR MEASURES AND FUNNELS

Can you advise us where we can secure a couple of glass half gallon vinegar measures? Also glass funnels for use in vinegar? Thanking you for the service that your valuable paper affords us at all times, we are,

Messrs. A. M. McCormick & Son,
Pelee Island, Ontario.

Answer.—Fletcher Mfg. Co., Hayter St., Toronto.

For Subscribers

CANADIAN GROCER,
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Address .....

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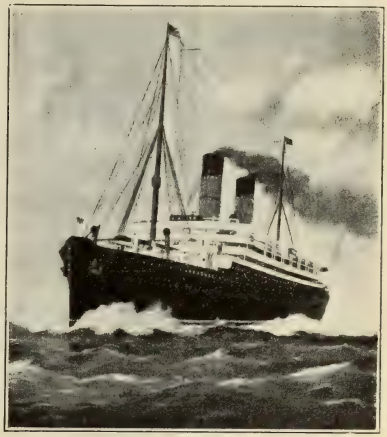
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If, when these Teas arrive, they prove to be as good quality as the samples which have just been received, RED ROSE TEA will be not only "good tea," but **better tea** than it has ever been.



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To give your customers the best mixed cut peels is to sell them

Saxonia Brand

sealed in air-tight half and one-pound cartons that all the delicious flavor and moisture of the fruit is retained. The peel is finely cut ready for use.

Feature Saxonia Brand and get bigger sales in peels and preserved fruits.

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If you want the very best Candied, Glace, Crystalized and Drained Citron, Lemon and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc., ask for Saxonia Brand. Every wholesaler has them in stock.

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MAPLE LEAF MATCHES

For "Quality"

A 15c. SELLER THAT PAYS HIGHLY SATISFACTORY PROFITS

This "fancy" quality pleases your customers—
the quick turn-over will please YOU.
Big business is built on pleased Customers.

THE CANADIAN MATCH CO., LIMITED,
MONTREAL.

CANADIAN GROCER

Vol. XXXVI TORONTO, OCTOBER 27, 1922 No. 43

Price Agreements and Cost of Living

Are They Cause and Effect, and if so, is Cost of Living Lowered or Enhanced by Fixed Prices?—This is Problem to be Decided by Special Anti-Combine Committee—Or is Spread Due to High Cost and Inefficiency of Labor?

Special Staff Correspondence

TORONTO, October 25.—In last week's issue reference was made to the investigation of the special Anti-Combine Committee of the Ontario Legislature into the question of fixing of resale price by the manufacturer. Altogether three days and a half were taken up hearing those who wanted to appear before the committee to present their views, and several more classes of industry are still to be heard.

Apart from A. W. Roebuck, Toronto lawyer, who introduced the matter on Tuesday of last week, there was no one who spoke against the principle of fixing the resale price. All were in favor of it.

Think C. of L. Still Too High

During the last day and a half several members of the committee intimated that what they wanted to get at was a reduction in the high cost of living. It was plain, they said, that the cost of living was still mounting and that there did not appear to be any let-up. This statement was questioned by E. M. Trowern, secretary Dominion Board, Retail Merchants' Association, who claimed that cost had gone down and that living was cheaper. The big point at issue so far as the committee of the Legislature was concerned was as to whether fixing the resale price of an article from the wholesaler to the retailer and from the retailer to the consumer enhanced or otherwise the cost to the ultimate consumer or user.

Several automobile manufacturers were heard, also representatives of the retail, wholesale and manufacturing druggists. Hon. W. E. Raney intimated that apparently there was some justification in the automobile and drug manufacturers fixing the resale price.

Would Withdraw Opposition

Hugh Blain, wholesale grocer, Toronto, interjected that if the committee felt that their cases were properly made out, that the wholesale grocers would not desire to enter any further objections to the bill. "If it does not include agreements for the automobile manufacturers and the druggists it does not include us," he said.

The attorney-general, however, said he did not want to give the impression that the case of the patent medicine manufacturers and automobile manufacturers had actually been decided by the committee. He simply wanted to state that they had presented their case in an apparently logical manner.

Statement of Policy Versus Agreement

The point also came up as to the difference between the Colgate and Shraeder cases in the United States. Mr. Roebuck stated that in connection with the former it was decided that the manufacturer could state his policy to the trade in regard to his resale price as long as there was no agreement between the two. There was an announcement as to what the resale price should be. In such a case the Colgate people could decline to sell any firm that cut the price. In the Shraeder case there was an agreement between the parties and this was considered illegal.

Mr. Blain again intimated that if a manufacturer of a food product could state his resale price and maintain it as the Colgate people had done, he would then withdraw his opposition to the bill. If that was the purport of the bill, as far as he was concerned he would be quite satisfied, but, he said, if the automobile manufacturers are excused then the grocery trade should also be excused. He considered that a proper understanding should be arrived at because it was cheaper to straighten out the whole question at such a conference than to go before the courts later on. Former proceedings against the wholesale grocers had cost them several thousand dollars.

J. W. Curry, K.C., M.P.P., said that the committee was there to get at the facts of the entire case and it was not their purpose to interfere with trade getting a fair profit and with the manufacturer retaining some interest in his proprietary line.

Effect of Cut Prices

In his statement of the case, Dr. R. B. Stanbury, of the Manufacturing Druggists' Corporation, made the point that if a merchant cuts a price on a well-known line to cost or below he must make up on other lines about which the public has no idea as to their value.

Dr. Stanbury claimed that there was no argument to the point that if a manufacturer fixed his resale price he would gouge the public. "For instance, take the cough mixtures. There are plenty of other cough mixtures on the market besides ours so that people do not have to buy any particular one. Competition naturally brings the price to the proper level. There is a big difference in a few manufacturers getting together and controlling a specific article and one manufacturer arranging his resale price."

Mr. Curry.—Is there any understanding between any of the drug manufacturers in regard to price?

Dr. Stanbury.—There is no agreement and no understanding whatever between manufacturers.

If Jobbers Were Eliminated

Further arguments were heard from Mr. Berliner of the Berliner Gramophone Company, Montreal, and by a representative of the Piano and Organ Manufacturers' Association in favor of fixing the resale price.

Answering Mr Roebuck, Mr. Berliner stated that in the United States manufacturers sold to jobbers who were at liberty to sell at any price they liked. This, he said, had created a great deal of evil in the trade which was driving jobbers out of it because they were not making any money. If there are no jobbers the retail trade and the public will not get the service, and if they do not, the public will not buy. This re-

duces production and lower production inevitably raises prices. He did not believe in the appointment of a board to fix the resale price. The manufacturer who knows his production costs and who keeps them down as low as possible would be at a disadvantage compared with the one whose production expenses were higher. The manufacturer realizes that to increase turnover costs must be low and the sale price as low as possible.

Mr. Curry.—As long as manufacturers do not combine you can keep your prices at the lowest point and the public will get the benefit?

Mr. Berliner.—Yes, that is the case.

Method of the Eddy Company

J. F. Taylor, secretary and sales manager of the E. B. Eddy Company, Hull, Quebec, explained that his company distributed their output to the legitimate wholesale grocery trade through the retailer. "We think," he said, "that is the proper method. If someone writes to us asking the privilege of buying our goods we investigate their case fully. We write them a confidential letter asking for full information and if that letter is acknowledged they secure our goods. We send them our price list and they are to maintain those prices to the retail trade. We do not, however, say at what price the retailer shall sell to the consumer. We have always felt that if we did not give the distributor a fair margin of profit, it would only be a matter of time when he would not be interested in our line.

Failures Due To Cutting Prices

"We frequently hear of statements to the effect that the wholesaler is robbing the public by charging too much to the retailer." He stated that recently a number of wholesalers to his knowledge had gone out of business.

Mr. Curry.—But then these are abnormal conditions. No doubt they were stocked with too many goods at high prices.

Mr. Taylor.—No, the conditions were not abnormal. They were not stocked up. The trouble was too much cutting. We have a hard time getting jobbers to maintain prices.

Big Saving in Matches to Consumers

Mr. Taylor explained the excise tax on matches. He said that when the Dominion Government decided to put this tax on, his firm had to stamp every individual box. It happened that the president, George H. Millen, had previous experience along this line and suggested that instead of stamping each individual box after the matches were packed in it, it should be stamped by the lithographer when the box was being made. This represented a saving of about $300 a day which was passed on to the consumer. His firm had done everything possible to assist the consumer.

One member of the committee asked why matches were cheaper in the United States.

Mr. Taylor.—There is no tax over there. Here there is a tax of $7.20 on a case of matches of one hundred and forty-four boxes to the case. When the tax was put on, it was higher than the price of the matches. There was, too, a tax of 1c on a small box of matches whereas it should have been ½c as it is now. The tax then amounted to $14.40 a case, about twice the list price of the matches themselves.

Freight Costs on Direct Shipments

R. K. McIntosh, general manager for Canada and director of the Canadian Postum Cereal Company, strongly upheld the principle of fixing the resale price. From experience his firm had found definitely that it was cheaper to sell their goods through the wholesale grocer to the retailer. They much preferred this method to a sales organization of their own as the former was more economical. That was the only reason they used the wholesale grocery channel of distribution. They do sell goods direct to the retailer but the orders are turned through the jobber if they are for one or two cases. If for five cases in many instances the goods are shipped direct but billed through the wholesaler.

He quoted freight rates to show that on the C. P. R. it cost $1.06 for his company to send five cases or less of their products to any one of forty-one towns in Ontario. About 13 per cent. of their output goes out direct to merchants in that way. Through the wholesale grocer distribution channel 87 per cent. were sent out, practically all in one or two-case lots. If his firm were to eliminate the wholesale grocer it would cost them $106 to send out one case or two cases to any one of those forty-one towns. That is the minimum rate. Through the wholesale trade the cost is about 21 per cent.

On the G. T. R. the minimum cost is 75.4c to his firm if shipped direct and about 14c per case through the wholesale grocer.

The average cost to them if shipped direct is about 86c per case and to the wholesale grocer 17 2/3c.

Could Sell Direct to Retailer

Mr. McIntosh claimed that the bill, if it became law, would not interfere with his firm selling direct to every retail grocer at a fixed price. If not, then, he asked why they should be prevented from selling their goods at a fixed price from wholesaler to retailer which they knew to be the cheapest?

His firm did not consult the wholesale grocers when fixing their price. The natural tendency was to get this as low as possible in order that more goods could be sold and therefore more produced.

"When prices are cut," said Mr. McIntosh, "somebody has got to pay, and ultimately it is the consumer."

He quoted a specific case showing that where a price had been cut below cost in one particular city other grocers were refusing to handle the goods. This cut down sales and production and if it were general would undoubtedly mean higher prices.

"Is there any understanding between your company and any other?" was asked.

"No, none whatever."

Should Agreements Be Vised?

Mr. Curry suggested that every one consider the proposition of asking that all agreements between manufacturers and wholesalers and retailers be filed and that some individual or board be appointed to consider whether the prices were fair or not. This was merely a suggestion on his part.

E. M. Trowern.—We would like to hear from someone who favors this bill. Up to the present there is no one appearing against it.

Mr. Curry.—It is the duty of those who represent the people to look after them and that is why we are here. There have been too many complaints against the cost of living.

Mr. Trowern.—It seems to me that if some official of the Government who understood business conditions were to explain to the public that the retailer is not asking an undue profit, there would not be so many complaints.

Mr. Curry.—We want to know why the man who is only paid $10.00 a week cannot live.

Mr. Trowern.—You can't bring every one down to that level.

Mr. Curry.—But there is a continual clamor about the high cost of living.

Mr. Trowern.—Not so much now. Prices are down, that is generally understood.

Mr. Roebuck asked what would be the average overhead in the retail grocery business.

W. C. Miller, secretary Ontario Board Retail Merchants' Association, replied that the Dominion Government Income Tax experts had allowed 18 per cent. He said the average grocer's mark was about 20 per cent.

Labor High and Inefficient

R. R. Hall, M.P.P., wanted to know why there was such a great spread in so many instances between the price the producer received and the price the consumer paid.

It was suggested by one that this was often due to the high wages that were still paid and the inefficiency of labor in general. This was particularly the case in the recognized trades. "We cannot get the output we did in former days," he added.

The conference adjourned until called again by the chair when representatives of several other industries and trades will be heard, including the wholesale grocers.

Once Upon a Time

Tourist (to guard): "Is the castle open to visitors?"

Guard: "Yes. I shall be glad to show you about, sir."

Tourist: "Thank you, it won't be necessary. I used to be the king here."—Houston Post.

Says Cleanliness is the Deciding Factor in Meeting Keen Competition

"The Benny Stores" Feature Quality and Cleanliness—Benny Altrovitch, Who Two Years Ago Was in the Employ of Another Firm, Now Operates Three of His Own Stores

MONTREAL.—Just two years ago Canadian Grocer published a story of one of the grocery stores in a chain in this city which was managed by Benny Altrovitch, a little man with big ideas, whose hobby was cleanliness and who had visions of some day owning his own chain of stores. To-day he has realized his vision and has three stores of his own known as "The Benny Stores." He advertises himself as "Just Benny." Few customers know him as anything else.

Systematic Cleanliness

When he was in the employ of another firm he told Canadian Grocer that he had a plan whereby every package, tin, box and bottle in the store was systematically moved and dusted every week. He still has that system and his feature is cleanliness. Everything in his stores, except the refrigerator, is enamelled white. Another feature is that there are shelves only along one side of the store and that on these shelves are only small quantities of each variety of goods carried in stock. Mr. Altrovitch has a two-fold reason for this. In the first place it makes it easier for him to carry out his plan to have every package moved and dusted once a week, and in the second place he is of the opinion that if quantities carried on the shelves are kept down to a minimum the items are turned over more regularly, insuring the freshness of the goods. Sometimes when there is a large stock on the shelves some of the goods are shoved to the back of the shelf and there they stand until they become unfit for sale. This is particularly true of cereals and care should be taken that this line is sold in the proper order.

A Cash and Carry Trade

Mr. Altrovitch has adopted the cash and carry plan, for in that system he has had his experience. He claims that he is able to meet competition in price when he is able to get cash for his goods and has no delivery expense. He admits, however, that location is everything in this class of trade.

People Appreciate Cleanliness

A. Spector, manager of the "Benny Store" at 131 Laurier Ave., West Montreal, told a Canadian Grocer representative that in his opinion cleanliness was the deciding factor in drawing trade in a district where there is keen competition. "The appearance of the store is everything in attracting trade," said Mr. Spector. "A dirty store or an untidy store casts a slur upon the goods sold there. On the other hand it is not only easier to keep the quality up to the best in a well-kept store but the very appearance of the store emphasises the quality of the goods sold there."

SAULTE STE. MARIE WANTS THE EDDY MATCH CO.

Saulte Ste. Marie, Ont., Oct. 24 (Special).—The Saulte Ste. Marie Board of Trade has taken up with the E. B. Eddy Company of Hull the location of a branch factory in this city, which, it is claimed, would be an ideal site for such an industry. The advantages of the city and district have been placed before the company and the board has strong hopes of inducing it to build here.

HEAD OF CADBURY BROS. DIES AT BIRMINGHAM, ENGLAND

London, Oct. 24.—George Cadbury, Chairman of Cadbury Bros., Ltd., chocolate manufacturers, and at one time owner of The Daily News, died to-day at Birmingham, aged 83. He was greatly interested in social reform, and, in support of that work, bought in 1891 four small newspapers in the Birmingham district. Ten years later Lloyd George persuaded him to give financial assistance to The Daily News, with the result that a few years later he was obliged to assume full financial responsibility for the newspaper. He had had, however, no part in its management for some years, as he had transferred his interests to a trust managed by his sons.



This window was dressed by Jas. McCaskey in Campbellford, Ont., and its artistic as well as tempting arrangement won much favorable comment.

New Light on C.O.D. Postal System

Discussion of Service at Conference of Postal Officials in Ottawa Brings Out Interesting Suggestions—Retailers Can Send Goods by Mail to Persons Who Might be Considered Doubtful From Credit Point of View

That retailers and others would be in a position to send goods by mail under the C.O.D. postal service to persons with whom they had not previously carried on business and where they were reluctant to give credit, was one of the points outlined by postal officials to Canadian Grocer's Ottawa representative. That orders could be placed by telephone and filled by mail, was another suggestion, while the fact that jobbers might wish to make use of the service in sending goods in small quantities to merchants in rural districts, is another consideration. It was also pointed out that mail order houses have been getting money in advance for their goods and would lose this advantage if they utilized the C.O.D. system to any extent.

AT THE recent Dominion conference of postal officials in Ottawa, there was some discussion of the new C. O. D. postal service regulations. But this discussion was brief and failed to cover the ground that should have been covered in connection with so important an issue. Officials, after the conference was over, discussing the matter with Canadian Grocer, stated there was really no justification for any lengthy consideration of the question as the system had just been inaugurated.

However, the general impression of the delegates was that the C. O. D. Postal Service would prove of particular benefit to persons living in rural communities not served by express. It was, however, stated that mail order houses would not make very great use of the service as they were now getting money in advance for their goods and there would be no advantage in accepting deferred payment, as this would occasion the payment of a C. O. D. fee, and they would not be sure that goods when sent would be accepted.

It was maintained by some that manufacturers of small products, of various kinds, and also retailers, would be in a position to send goods by mail to persons with whom they had no previous business dealings and to whom they would not care to extend credit. The thought was expressed that in many instances, orders could be placed by telephone and filled by mail, the C. O. D. service working to the advantage of both the customer and the merchant taking advantage of it.

It was also thought that jobbers and wholesalers might make use of it in sending goods in small quantities to retailers in outlying points. The opinion was also expressed that the service could be extended to offices at which postal notes were sold. This suggestion is to be considered when the present service has passed the experimental stage.

No tangible suggestions were made other than to point to the few instances mentioned above, where the system might prove helpful to certain lines of trade.

The question of the adoption of a uniform registration system for the whole of Canada, came in for some consideration. In order to make the registration system uniform at all offices in the country and to simplify the system, without in any way decreasing its efficient workings, it was proposed to discontinue acknowledgement of receipt of registered mails and also to adopt the original number registration system now used in the International mails. The proposed simplification would likely save in the neighborhood of $50,000 per annum and would facilitate the tracing of registered articles.

The question of using stickers in place of a rubber stamp was also considered, but certain officials stated that they had found that stickers occasionally became detached from the article to which they related, and that the rubber stamp was much better for that purpose.

The hand to hand registration system was discussed and a committee appointed to work out a more efficient and uniform system to provide additional safeguards for registered mails. At offices where this hand to hand system had been tried out it was reported that not one single article had been lost.

Examples of Safety

Emphasizing the safety of the existing Canadian system, it was stated that within the period of a year, only one out of sixty-two thousand registered letters had been lost, while only one out of eighty thousand letters containing cash remittances had disappeared.

Important changes in regard to registered articles were approved. This came under the heading of the advisability of increasing the maximum indemnity for the loss of registered articles and the fixing of a scale of fees to cover varying amounts of indemnity. The votes taken favored:

1. Increase in the maximum indemnity for the loss of registered articles. The present maximum is $25. The new maximum suggested is $100.
2. Indemnity to include abstraction and damage.

In regard to the last named, indemnity is now paid only if the registered article is totally lost. Should the decision of the conference be adopted, indemnity will be paid if the contents are partly missing or damaged.

Suggestions for Service

"What demands are there on the part of the public for additional services which the post office might render?"

The above is one of the questions put to the gathering, but very few had any reply to make.

One delegate brought forward an important suggestion, and that was that stamped envelopes in different sizes be issued. It was pointed out that this system was practised in the United States and that it was considered to be very much to the advantage of big business houses. At present only one size stamped envelope is sold in Canada, but the United States have them in twenty or more different sizes. It was the general opinion of the delegates that if such a scheme were adopted in Canada it would be appreciated by the business interests.

More than usual interest was aroused over the consideration of postal arrangements between Canada and the United States. Suggestions were offered for increasing the maximum weight on parcels from 4 lb. 6 oz. to 11 lb. and estimates of the effect of doing this varied greatly. Some were of the opinion that the incoming volume would be increased from five to six times. **One delegate was sure that the change would greatly benefit the mail order houses of the United States.**

It was stated that Canada was now receiving about two million pounds more in parcel mail from the United States than she was sending. Another delegate, however, took the view that the number of parcels coming from the United States would not increase very considerably, but that where two parcels weighing four pounds each are sent into Canada now, only one parcel weighing eight pounds would come in under the proposed regulations.

Some Suggestions Re-Sales Tax Amendments

Would Eliminate Sales Tax From Manufacturer to Wholesaler on Goods Bought for Re-sale, and Would Make Sales Tax From Wholesaler to Retailer 4½ Per Cent.

IN CONNECTION with proposed amendments in regard to the collection of the Sales Tax by the Dominion Government, W. T. Pepper, sales manager of Wilson, Lytle, Badgerow Co., Ltd., Toronto, writes Canadian Grocer as follows:

"In response to your editorial invitation on page 28 of October 13th issue of Canadian Grocer, we desire to place ourselves on record as being enthusiastically in favor of the measures mentioned in the article on Sales Tax, as follows:

1. That the Sales Tax may not be absorbed by any section of the trade.

2. That the Sales Tax from the manufacturer to wholesaler on goods bought for resale be eliminated.

3. That the Sales Tax from wholesaler to retailer be 4½%.

4. That the Sales Tax from manufacturer to retailer be 4½%.

"We have found the current method to be a very severe hardship in connection with our business, inasmuch as a wholesale grocer selling a barrel of vinegar only charges the retailer 2¼% whereas when we sell the same retailer the same vinegar we are obliged to charge 4½%.

"On the other hand the margin of profit on our goods does not warrant our absorbing 2¼% so as to place ourselves on the same basis with the retailer, as the wholesale grocer enjoys, and consequently we have been operating hitherto under this handicap which has the tendency to drive the retail trade directly into the hands of the wholesale grocer.

"Of course it may be claimed by the Government that inasmuch as we save the wholesale grocer's 15% trade discount when selling to a retailer, then we should be well able to absorb 2¼% Sales Tax, when we sell the goods to a retailer, but while this looks plausible, yet, at the same time the fact remains that our costs are based largely on our sales to the retailer, with our sales to the wholesaler quite secondary, and hence an encroachment of 2¼% on our retail business is a distinct hardship in connection with vinegar, which being heavy calls for high freight charges, and also being low in price it does not show much margin of profit.

"If we can do anything by our vote or our influence, to help this project to a successful consummation, we will be only too happy to do so.

"Concerning this we will wait to be advised, by either your good selves or by the Canadian Manufacturers' Association.

W. O. Gehan, formerly with the Dominion Stores, Cobourg, is now in business with a groceteria at Cobourg, Ont.



An attractive arrangement of a Thanksgiving window that made a distinct appeal and increased turnover in fruits and vegetables.

Declare That Business in the Grocery Trade Shows Decided Improvement

Montreal Retailers as Well as Wholesalers Are Agreed That Latter Half of September and First Part of This Month Have Seen an Increasing Volume of Business

MONTREAL, Oct. 25. (Special).—A change for better has come in the grocery trade and retailers, wholesalers, brokers and manufacturers are united in the opinion that a good fall trade is ahead for the grocers. The improvement has come definitely during the last two weeks of September and the first two in October. Three retail grocers of this city told a Canadian Grocer representative that last Friday and Saturday were the best two days they have had in the past year. The improvement is general. The wholesale trade finds a marked increase in buying and the representative of a cereal firm stated that for the past four weeks the total business done exceeds that of any four weeks in the past year.

Lower Prices Help

The main reason seems to be that the aggregate cost of living is lower than that of last year. The index figure given by the government for September is only $10.28 for the family budget on 29 staple foods as compared with $11.82 for September 1922. This is the lowest point reached since October 1917, and is an important factor in building up the grocer's volume of business. More attention also is being paid by the retail trade to volume and it is noticed that the resale prices are following more closely the actual wholesale costs than in the past. In the cities where competition is keen this is a most important feature and profit rests almost entirely upon turnover.

Credit Is Improved

Another good sign is the improvement in credits. The wholesale trade reports better collections and in turn the financial conditions of the business as a whole are promising. The lower prices quoted on canned goods have had a good effect upon the trade. At the same time the firm basis which has been established in canned goods and the strong note evident in the leading lines in the grocery trade has established confidence. Only price cutting continues to cast a cloud over the future. As one wholesaler said to a Canadian Grocer representative, "The retail trade can watch sugar, canned goods, tea and cereals as the barometer of the grocery market and form a fairly accurate opinion of the condition of markets in general."

Tuesday, October 31, Canada's National Fish Day, An Opportunity for the Grocer

The Idea of the Special Occasion is to Encourage and Help the Sale of Fish as a Food—Presents a Splendid Opportunity for the Grocer to Increase His Sales

By. J. A. Paulhus, Vice-Pres. Canadian Fisheries Association

NEXT Tuesday, October 31st, has been chosen by the powers that be as the day for the celebration of our annual Fish Day.

Speaking as the vice-president of the Canadian Fisheries Association, I expect that every one and all will do his share of the publicity work necessary, not only to carry the day through successfully, but to implant in their midst a real Fishy Atmosphere which will last and help business to thrive along and prosper until at least next National Fish Day.

The idea of the celebration is to encourage and help the sale of fish as a food. It was instituted purposely for the object of popularizing the use of fish as a food commodity. So, it is incumbent upon everyone engaged in the fish business, whether the producing, distributing or retail end of it, to spare no effort nor efficacious work, in order to reach the objective aimed at by the originator of the day. This could be done by doing a little publicity of your own.

Don't be afraid to spend a little time and a few dollars in advertising fish.

It will more than repay you for the investment, 1, by increased sales, 2, it will show consistency in your faith in the business.

Nothing has ever yet been accomplished without education.

Publicity is the channel or the live wire that leads to education. How can you expect your customers to make use of fish if they don't know the first thing about it, if they have not come into contact with the live wire of publicity?

Moreover it is a patriotic duty for you to boost fish.

FISH resource is the best the country possesses.

It is the most dependable.

It is inexhaustible. Think of it!

Most reliable and no end to it.

When every one of our other natural resources will be forgotten in the ages to come, our fish industry will still be young and prosperous.

For all these considerations and many others, do your duty on the Day. Boost, Preach, Advertise Fish.

Tariff Has Little Effect on Exports of Butter and Cheese

Ottawa, Oct. 25.—Canadian exports of cheese and butter to the United States are not being affected to any extent by the new American tariff, according to J. A. Ruddick, Dairy and Cold Storage Commissioner of the Department of Agriculture. Mr. Ruddick took issue with the statements of Felix Glakamore, who informed the London Traders' Federation at Westminster that 50,000,000 pounds of Quebec and Ontario cheese and 500,000 boxes of butter would be available for shipment from Canada to Great Britain because the United States tariff had shut Canadian producers out of the American markets.

The ten-year average of cheese exported to the United States from Canada was only 1,175,898 pounds, Mr. Ruddick stated and in the year ended March 31, 1922, exports had increased to 2,969,759 pounds, as against 641,950 in the previous year. Butter exports from Canada for the ten-year period averaged 2,845,425 pounds and last year the total was 3,032,939 pounds, against 6,993,786 in the previous twelve months.

The figures given by Mr. Glakamore were absolutely misleading, Mr. Ruddick declared. The average annual export of cheese had been only slightly over a million pounds and of butter, during the 10-year period, under three million pounds, instead of 27,000,000 pounds as alleged.

The quantities that would be diverted to the United Kingdom as a result of the new United States tariff would be so small as to be negligible and less than the variations from season to season.

Hard on His Wife

Mrs. Binks: "This paper tells of a man who lives on onions, alone."

Mrs. Jinks (whose husband eats them): "Well, anyone who lives on onions ought to live alone."

She Stands By Her Butcher

"How is it," inquired a young bride of an older married friend, "that you always manage to have such delicious meat?"

"It is very simple," said the older woman, "I first select a good, honest butcher, and then I stand by him."

"You mean that you give him all your trade?"

"No, I mean that I stand by him while he is cutting the meat."

Mix 'Em Right and You Get Profits

Why a Retail Business Is a Chemical Laboratory That Compounds Profits

or

How the Mixture of Retail Methods May Make Profits, Losses or Trouble



THE cartoon pictures for you a wise retailer—a man who understands that the retail business is a chemical laboratory where the merchant is a chemist who must carefully and accurately weigh and measure out the chemicals called Accounting, Advertising, Service, Display and the like to produce the mixture called Profits.

Much depends on the amounts and methods of mixing. For example, a good mixture makes Profits, while a poor one would result in Disaster. The store that used much Advertising and no Fairmarkup would of course be mixing its chemicals to make Disaster. The establishment that would mix Dishonesty with Noservice would be producing Trouble. Whereas the establishment that uses any or all of the following ingredients and mixes them in **proper proportions** cannot fail to make Profits. Study the list carefully:

Accounting system	Fairmarkup	Concentrated buying
Store meetings	Knowledge of goods	Prompt service
Display	Reading trade papers	Courteous service
Advertising	Knowledge of overhead	Joining trade bodies
Store arrangement	Turnover	Inventory system

To begin with, every establishment should have an accounting system. It is not always necessary to install an elaborate plan. That depends on the size and character of the business, but every retailer must know his daily progress, his receipts, his profits, his turnover, and so forth, and cannot be successful if he does not have a system that gives that information.

And there must be a proper proportion of advertising, a goodly and attractive amount of display, a maximum of efficiency and convenience in store arrangement. These are all among the chemicals that a first-class retailer-chemist will employ.

Fairmarkup is an important—even vital—ingredient. No business can turn out Profits without it. And don't forget that Fairmarkup has a lot of basic properties that must be included, such as rent, light, wages, advertising and other costs, as well as a fair return on the invested money and effort.

The reading of trade papers, membership in trade associations, attendance at conventions, good service and prompt service are all chemicals that will help to produce a bigger, more powerful portion of Profits. In your trade papers, among your associates, and at your conventions you will find ideas that will show you much about your advertising, display, turnover and general store arrangement. And the giving of service—prompt and courteous—is of course such a well-known part of Profits that no space needs to be spent on it here.

Note well the one ingredient—Concentrated buying—that is an important chemical and it must be **concentrated.** By concentrating your buying you make it more powerful, more influential. You give it strength. You make yourself an important person among your few wholesalers instead of being a minor individual among many concerns.

Study the entire list of ingredients thoroughly. Learn all you can about each. Get down to basic properties and basic principles. Study each, analyze your store and community and decide how much of each should be prescribed for **your** mixture of Profits.

A Money Competence for Latter Years

"What Are You Working For?" an Oft-Repeated Question is Again Dealt With—"I'll Begin Sometime" is Too Often the Attitude Adopted in Regard to the Matter of Saving

By HENRY JOHNSON, JR.

UNDER my caption of "What Are You Working For?" and many other similar titles, for many years I have tried to send home to you the message that the one greatest end to which we can all devote our efforts is a money-competence on which we can rest secure, in independence, when we have passed the earning period.

But how hard it is to send the message home!

Not long ago I sold the first security I ever bought. It was a certificate of stock in a trust company. The par value was $1,000. It cost me $1,250, being priced when I purchased it at 125% of par. It was dated 1905—only seventeen short years ago. Yet in those years it paid 6% as a starter on my investment; then 7%; and during the past eight or ten years, 8%. I cashed-in on it for $1,750, a profit of $500, or 40% advance. Moreover, I could have got the same price as long ago as 1910.

Meantime, I was in the position of employing a number of the brainiest, most conservative men I knew; men I had known for long years; men to whom I looked up as models. "Employed them?" you ask. Surely! Did they not continue to work in the same careful way, managing the company they had organized years before, and **paying dividends** to me? They did! While I was engaged in my own business, giving not a thought to the company, they were working for me.

Well do I remember that beginning. The originator of the company was a hard-headed native of Scandinavia whom everybody had learned to recognize as a leading light in our financial community. He was a customer of mine. He was a rather testy, decisive, short-spoken individual. One day he called and in a few words told me that he was about to increase the capital of his company; that he had watched me for years and felt that he'd like to have me take what I wanted to of the stock, at the premium of 25% over the old issue.

Taking the Initial Plunge

"You know our company," he said. "I have watched your progress—how you have saved and set aside a little money all along, and I'd like to have you with us; but you must use your own judgment—I will not come again." Then, with one of his somewhat wry smiles, he left the store. Would I "like" to join in with Halle Steensland—that was his name? Would I "take" some of his stock? Would I? Well, you just watch me!

Only about a year before I had begun to lay aside a little money. It had been deposited each month in his company. At that it amounted to just about $1,000. He had said that very likely the issue would be oversubscribed, so there would have to be a prorata allotment. I felt that this was likely to be so, yet I wanted to subscribe only for what I could expect to pay for in event of getting it—and I determined to strain my resources and credit to carry all I could get.

I took the plunge on $5,000 worth at 125%, that meant that I pledged myself to buy $4,000 at par. Well, the new issue was subscribed four times over, so I got $1,000 par. And that was the beginning of the course in savings and accumulation that eventually enabled me to shed the work of the grocery store.

"I'll Begin Sometime!"

Now, here is a point to the story so far.

When I took that certificate out to sell it, I showed it to a young man at the desk of the bank. I told him the story and asked him if he had any savings. He stuttered and—well, you know! As I emphasized the everlasting truth that everybody everywhere in practically any circumstances can go and do likewise, he defended himself, saying:

"But you had something to begin on, did you not?"

Yes, I had. I had a little grocery store, like thousands of the rest of my readers. If I had reasoned like most of you, I should have said, as you say: "Oh, that's right; no question about it. I'll begin sometime soon," and let it go at that. Then the "sometime" would have been pushed steadily ahead and I would be drudging to-day without hope for the future. All this is inspired at this moment by a wonderful bit of writing by the famous statistician and financial expert, Roger Babson, which I copy almost entire:

"Anyone who will save systematically and invest intelligently can assure himself an adequate income on which to retire from business. The sorry fact is that, out of every hundred persons in active life who read this to-day, if the average experience of business men be taken as a test, only ten will be living without dependence on others at the age of 65.

"Owing partly to the particular phase which the bond market is in, a fixed amount put monthly into selected investment bonds now can be so handled as to produce double that amount in **monthly income** at the end of twenty years.

"Take, as example, the case of a man of thirty. If he will buy $100 monthly, $1,200 a year, of standard investment bonds and continue to reinvest the income, together with his $100 monthly, in such bonds, he should be able to retire with a fund of about $50,000 in bonds and $200 monthly income when he is fifty. If, at fifty, he continues to work to the extent of only providing his expenses for the next ten years, the fund will grow more than 60% and the income correspondingly increase. The age of sixty, therefore, which is generally considered for retirement, would be reached with a monthly income of better than $300. **This is three times the amount saved each month during the twenty years of accumulation.** For a saving of $50 monthly, the result would be half this amount. For any multiple of $100 it would be proportionately increased.

"Surprising as such a statement may seem to you, there is nothing mysterious about it. The figures on which it is based show that fractionally less than 5% annual interest return is required. Larger yield can be had now on some of the very highest grade, conservative investment bonds. In addition to this interest return, we can look forward from the present stage of the bond market to an appreciation of the principal invested in bonds, over the next twenty years, at an average rate certainly of 1% a year. It is in this way that the present time encourages the thrifty man to bond investment. Prior to 1920, this had not been the case for a long time.

"Some of you may recall in your youth how many men supported their families comfortably on the income from their investments and were practically retired from business at what would seem to-day the early age of 50 or 55. These were the men who put their relatively small savings into bonds when they were low. It was just the same opportunity as exists for the young man of to-day.

"True investment is just this:—the turning of money into channels that are reproductive. Investment cannot originate except from savings. The question of getting out of the "can't save" class into the "do save" class is but a matter of saving systematically. To do this, you must systematize expendi-

ture. There are available to-day, the $100 and $500 bonds which were not common in the last cycle. Anyone can buy some of the very best bonds of reputable investment dealers in $100 and a few even in $50 denominations. To establish the habit of doing this regularly is **all that is necessary for assuring a future of independence.** A plan which may be more conveniently followed by some is to open a special savings account for this fund. Deposit monthly the amount you fix upon. Buy your bonds in the larger units, whenever the sum of $500 or $1,000 is in your account. **Most banks will arrange for the purchase and delivery of the bond to you."**

God's Honest, Gospel Truth of Savings

I do not know how I can begin to cover the commentary that rises to my mind on reading that over. I could write on it all day, for it covers literally everything in investment—the will to save, steady accumulation, sound investment, reinvestment of interest—which results in the certain piling up of that most wonderful thing, a competence.

I must therefore confine myself to a few extra slants for emphasis.

1st. Babson is writing of what can happen with investments which pay less than 5% annual interest on the average. Yet to-day a vast range of splendid securities is obtainable on a 6% basis or even better. And I have hitherto shown that $35.52 invested monthly beginning at 30 years and continued will result in over $16,000 at 50 years; more than $24,000 at 55 and over $35,000 at 60. Beginning at 25, the sum of $25.49 monthly will accomplish the same totals at the same ages.

2nd. Bankers everywhere, men you know, trust and respect, are ready to help you. They stand eagerly inviting you to begin and continue. They offer counsel without cost or obligation.

3rd. All around are men who began with the least—less in most cases than you have—and have grown into financial independence in a comparatively few years.

5th. The time is now. It is always now. Andrew Carnegie saved a dollar a week as a starter—out of wages you would thing inadequate to keep body and soul together. Evidently he knew how to get money and what to do with it. Other personal histories of successful men are the same way all through. Follow successful examples.

6th. Everybody's way is beset with endless reasons why he cannot "do it just now—some other time." That has been the case since the feast when the guests were everywhere "bidden" and "with one consent began to make excuses. The first: 'I have bought a piece of ground, and must needs go and see it.' Another, 'I have bought five yoke of oxen, and I go to prove them.' Another, 'I have married a wife'."

To-day is the time, regardless of any other thing, that you may pile up security against dependence—and the way is at hand for everybody. I know. I have tried it, use it to-day, and realize that it is done the one way to be at peace when the days of productivity are done.

And again: if specifically in doubt, ask me!

Estimated Volume of Business as Done by Departmental Stores

Figures Here Given Are Made Up for the Most Part From Estimates of Persons Who Are in a Position to Have an Idea of the Amount of Business Being Done by These Stores

A WRITER in Printer's Ink gives the following information on business in departmental stores:—

"I have gathered together what information we have available in our organization on the annual sales of departmental stores.

"As you will probably realize, most stores do not make public their annual sales volume, and so the figures that we are submitting to you are made up for the most part from estimates of persons who are in a position to have an idea of the amount of business being done by these stores.

"I am, therefore, not trying to tell you definitely what business any of these departmental stores do, but submitting to you data from which you or anyone else will be able to make, I believe, at least a rough estimate.

"This is from a news item that appeared in our publications November 30, 1921:

"Boston, Nov. 30.—'The largest retail store in the world is Marshall Field & Co., whose business runs from $65,000,000 to $73,000,000 a year in normal times,' according to the Boston News Bureau.

"This paper gives some interesting figures on the amount of business some of the world's largest stores do during say, 'is roughly estimated at 5 per cent. the year. 'The business of 1920,' they below that of normal, or for 1913.' Following are the figures given:

"Selfridge & Co., London, $30,000,000; Bon Marche, Paris, $40,000,000; Marshall Field & Co., Chicago, $65,000,000; Carson Pirie Scott & Co., Chicago, $50,000,000; R. H. Macy & Co., Inc., New York, $25,000,000; Franklin Simon & Co., New York, $21,000,000; Lord & Taylor, New York, $20,000,000; Gimbel Brothers, New York, $20,000,000; Altman & Co., New York, $18,000,000; John Wanamaker, New York, $28,000,000; John Wanamaker, Philadelphia, $27,000,000; N. Snellenberg & Co., Philadelphia, $10,000,000; Lit Bros., Philadelphia, $33,000,000.

"The above figures are for individual stores, the paper states. 'Of course, there are aggregations of stores or chain stores under a single management that top the above figures, notably Woolworth, with 1,111 stores and $140,000,000 of gross business, United Cigars, 1,400 stores with aggregate business of $75,000,000, and Kresge with 194 stores and a gross business of between $50,000,000 and $60,000,000.'

"The biggest retail business ever reached, according to the Boston News Bureau, was that of 'Sears, Roebuck & Co. which for the first three months of 1920 did a business of over $90,000,000 gross, or over $1,000,000 a day.'

"In commenting on the expense in service of department stores, the paper says:

"'Formerly department stores did business with expense of 10 per cent. and 12 per cent. for rent, salaries, delivery, management and all overhead. Today the public is served by the big department stores at an expense exceeding 30 per cent. of the gross sales.'

Estimates Are Off

"As you will note, some of these estimates are considerably off. The following is a list of stores that have announced their sales volumes for 1921, according to figures gathered in our own Retail Department.

R. H. Macy & Co., N. Y., year ending Jan. 28, 1922.	$46,671,762
Saks & Company, N. Y.. for the year 1921	14,922,000
Gimbel Bros. (three stores) New York, Philadelphia & Milwaukee, for year ended Jan. 31, 1922	66,773,565
(This volume, it has been estimated, might be divided into nine parts as follows): New York store—4 parts Philadelphia—3 parts Milwaukee—2 parts	
Wm. Filene's Sons Co., Boston, year ended Sept. 1922	23,300,700
May Stores, (Cleveland, St. Louis, Denver, Akron)	68,254,716
Sanger Bros. (three stores in Texas) year ending 1921	19,000,000

Financial News Bureau Figures

"Some of those whose business has been estimated by a financial news bureau are as follows:

Marshall Field & Co., Chicago	$65,000,000
(Marshall Field's total business for retail and wholesale departments was approximately $185,000,000 in 1921, according to a statement made by one of the officials of the organization earlier in the year)	
Carson Pirie Scott, Chicago, year ending 1921	50,000,000
Wanamaker, Philadelphia	30,000,000
Wanamaker, New York, year ending 1921	35,000,000

(Continued on page 26)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI OCTOBER 27, 1922 No. 43

Canada's Financial Standing

THE ABUNDANT harvest reported from coast to coast this year, is resulting in an enormous distribution of cash or credits throughout the length of Canada. Our grain crops alone will equal, if not surpass, our previous records. The marketing of grain and other agricultural products will set in motion this year a golden stream estimated at, approximately, two billion dollars.

Internationally, Canada's financial standing is an enviable one. Canada, of all the nations of the world, was the first to have her money reach par with the United States. With United States funds at a discount, today, Canadian money commands a premium in all countries of the world. Such a position has its foundation, to a large extent, on high production in our fundamental industries and in our manufactures and the resulting trade and commerce.

The material prosperity and purchasing power of the nation is measured by its production. Production of the proportions indicated by this year's preliminary reports must inevitably result in a marked stimulus in every line of commercial endeavor. Coming after a series of lean years, the present results are more than ordinarily welcome. Better times are undoubtedly in store for every portion of our economic fabric. The betterment is bound to affect in turn the producer, the retailer, wholesaler, manufacturer, and likewise our railroads and national enterprises. This year's abundant agricultural production is a long stride forward towards prosperity.

Essentials of Successful Selling

IT WILL BE readily conceded that retailing is practically the same the world over, although some nations have undoubtedly developed the selling instinct to a greater extent than others; yet the same general plan obtains in every community. It has become a recognized fact during the past few years that the customer, maybe unconsciously, judges the value and importance of a store by the way in which the goods are displayed, and since first impressions are invariably lasting, it is a matter of great importance that nothing be left undone to create the most favourable ones. The art of retail merchandising is insufficiently realized by the majority of retailers and that is why articles which should be shown under special conditions are often displayed in an altogether unintelligent manner. A broad intelligence and keen insight into human nature must be brought to bear, for they are indispensable factors in the art of selling goods over the counter. and it is necessary, if a successful business is to be built up, to not only display goods intelligently , but also that the salesman should handle them in an equally sympathetic and intelligent way.

Confidence and suggestion are factors upon which the whole fabric mainly rests. It is an indispensable condition of successful merchandising that the customer be brought to look upon the proprietor as one who may be trusted to give fair value and a dependable article. Suggestion plays an equally important part, and is responsible for increased sales, in this way—the store, its appearance, class of goods handled, variety of things stocked, must be conveyed in no uncertain manner to every prospective customer. This is accomplished in several ways, but chiefly through the instrumentality of the advertising department, which in capable hands announces in the right quarter at the right time everything of interest in connection with the store, giving it a personality, a distinctiveness, and causing the building, goods and service to be a household name. It also suggests new wants to the likely customer, and as for the old ones, it uses every endeavour to retain confidence, for upon this confidence all concerns, both great and small, owe their very existence. It is as vital to the retailer as the air he breathes that his customers place in him absolute trust. It must, however, be continually borne in mind that though confidence holds a business, it is after all by suggestion that it grows, and by the effectively displayed goods and competent salesmen that increased business is done month after month.

Regarding Extract Sales

REPORTS to the effect that grocers in different parts of the Province of Ontario are being summoned to court for the illegal sale of extracts, should impress the retail grocer with his responsibility in this regard. The Ontario Temperance Act requires the registration of all receipts and sales of extracts of alcoholic content, and this clause is being insisted upon by the department to-day as much as it ever has been, since it came into force. The inspector may not come to your place for weeks or perhaps months, but one day he is going to drop into your store and ask you for your record of sales of extracts. The retailer must register these sales, and his only safe method of escaping the penalty of the law in this regard is to adhere strictly to the regulations governing the sale of extracts.

Thanksgiving Day

THANKSGIVING Season offers the retail grocer a splendid opportunity to start the buying for the fall and winter season. Many articles have been lying more or less dormant for the past few months but with the commencing of the cooler weather, those lines will again be brought to the attention of customers. Then again as Thanksgiving Day falls on a Monday and as the public are inclined to buy more freely for that day, the merchant has really the chance to double his sales. Displays in the store and windows are factors which cannot be ignored to assist in bringing about these extra sales. Newspaper advertisements featuring good things to eat for Thanksgiving Day are also valuable. In fact suggestion by any means, either window display, advertising or selling talk behind the counter, cannot fail to mean more money in the cash register at the end of the day.

Editorials in Brief

The merchant will get the best results from his advertisements if they are written as he would talk to his customers. An intimate, frank discussion of the goods you have to offer, with the price of the same quoted, constitutes the best copy.

Canadian Grocer Celebrates Birthday

It Was on Oct. 28 of 1887, That First Copy Was Printed—The Aims and Objects of Colonel MacLean, the Founder—Better Interprovincial Relations and Development of Better Merchandising Methods

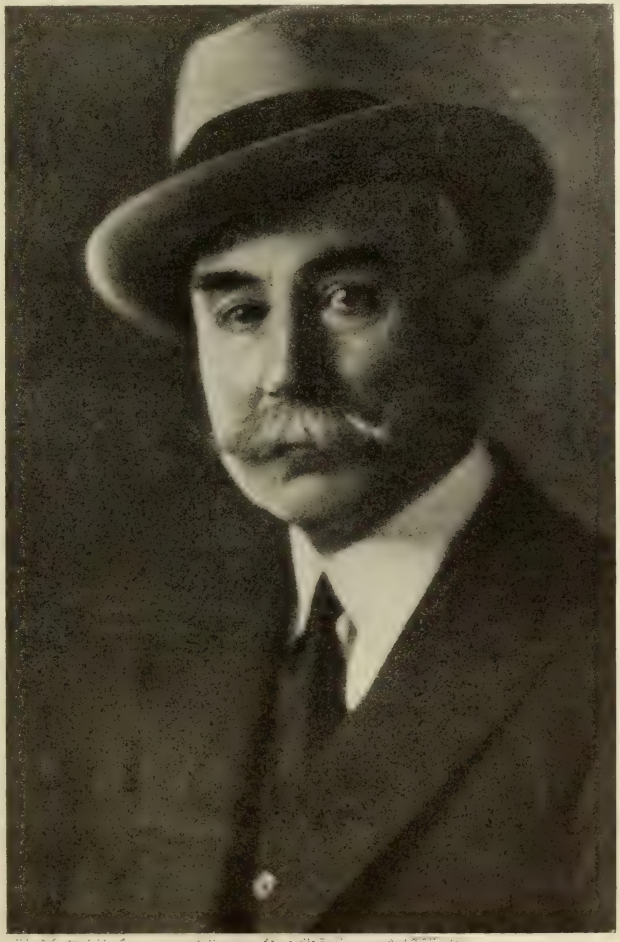
THIRTY-FIVE years ago to-morrow, October 28, the first copy of Canadian Grocer came off the press and the present MacLean Publishing Co. was started. Lieut. Colonel John Bayne MacLean, the founder, and president of this company to-day, prior to that time had been in journalism for 5 years, and completed on Thursday last his 40th year in the journalistic field.

It was in September, 1887, that Colonel MacLean formed The Grocer Publishing Co. After Canadian Grocer was commenced he found that someone a year previous had been publishing a grocery paper. This he took over shortly afterwards.

Canadian Grocer was published once a month during October, November and December of 1887 after which it became a weekly and has never failed to make its appearance regularly every week in every month, in every year since that time.

Soon after Canadian Grocer was first published Colonel MacLean added other papers to the list including Dry Goods Review, Hardware and Metal, Bookseller and Stationer, etc., and at the present time the MacLean organization includes fifteen different publications altogether. Canadian Grocer therefore had the distinction of being the first business paper of the lengthy list to make its appearance. We look back upon the former years with not a little pride in the service we have given to the grocery trade in general. Retailers, wholesalers and manufacturers of food products in all parts of Canada have every year referred in complimentary remarks to this service.

Colonel MacLean's vision of thirty-five years ago was that a more rapid increase in trade and better methods of conducting business were required to build up the population of the country and speed the development of our great and widespread resources. He saw that if Canada was to prosper as it should our manufacturers must find wider markets for their products, that they must make quality goods and market them as efficiently as possible. Great stress has always been laid in all the business publications of the MacLean organization on the urgent necessity of the retailer getting behind good goods so that not only would the general public be better pleased, but that our manufacturers would more readily extend their influence throughout Canada as well as in countries where Canadian exports are required.



COLONEL JOHN BAYNE MACLEAN
Founder of MacLean Publishing Company, Limited, who has just completed 40 years in journalistic work.

A National Appeal

Colonel MacLean and the men who have been associated with him have, too, always taken an interest in the better relationship between all sections of the country. Canadian Grocer is a national business paper and appeals to the aggressive business men with national aims and aspects, who are big enough to measure their views and accomplishments with the best of their confreres elsewhere.

That Canadian Grocer has been performing a real

(Continued on page 26)

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

Four boys ranging in age from 11 to 14 years broke into Allan's grocery store at Cornwallis and Brunswick Streets, Halifax, recently and stole a quantity of groceries. The robbery was particularly daring, occurring as it did on a busy corner at nine o'clock in the evening.

Quebec

A grocer in Quebec City was recently arraigned for selling a bottle of whiskey without a license. He was found guilty and fined $500 and costs.

About one hundred dollars' damage was done to Picard's grocery store in Quebec City the other evening as a result of a fire that originated behind one of the counters.

J. E. Schroeder, managing director of Amoroso & Malagodi Co., Ltd., Montreal, was called to New York on Thursday of last week on account of the sudden death of his father, G. R. Schroeder, who had been for seventeen years the secretary of the Italian Chamber of Commerce in New York.

Ontario

Arnold Bros. are opening another store in the Parkdale district, Toronto.

Robt. Pierson, of St. Catharines, has taken over the business of J. A. Armour in Owen Sound. The business had been conducted by Mr. Armour for over 20 years.

Henry Moffett, for many years the proprietor of a general store in Pendleton, near Ottawa, passed away last week. He was in his eighty-third year. He is survived by three brothers and three sisters.

A resolution was recently passed by the Elgin branch of the Ontario Bookkeepers' Association urging the parent organization to adopt a system of co-operative marketing similar to that of the Niagara Fruit Growers' Association.

A by-law amending the by-law providing for the early closing of certain stores was passed by the Council of Sarnia at a meeting the other evening. Sarnia merchants selling meats, groceries and provisions may now remain open all evening if they so desire. A petition signed by more than one-third aforementioned dealers, was submitted asking for the repeal of the measure some time ago, and this new by-law is pursuant to the request of the petitioners.

Takes Charge for Lipton's as General Manager

Wallace J. Baker has been appointed Canadian general manager for Sir. Thos. Lipton. This appointment was confirmed by Sir Thomas when he was in Toronto a week or two ago and Mr. Baker has already assumed his new duties.

Mr. Baker has had a long career in sales management work in Canada. He was connected at one time with the selling staff of The Blue Ribbon Tea Co., now located in Winnipeg and had the distinction of being the first one to introduce Kellogg's corn flakes on the Canadian market several years ago.

When the Canadian Cereal and Flour Mills Co., was organized—this was an amalgamation of several cereal mills in Ontario—Mr. Baker was chosen as sales manager. During recent years he has had charge of sales in Eastern Canada for Davidson and Smith, flour and feed millers of Fort William, Ont. It is the latter work he has given up to join the Lipton firm.

New Bruns. R.M.A. Holds Its Eighth Annual Convention

St. John, N. B., Oct. 25.—The eighth annual convention of the New Brunswick branch of the Retail Merchants' Association of Canada was held here recently. The chair was taken by President DeWolfe, and addresses of welcome were made by the president, Mayor McLellan, W. F. Burditt, R. E. Armstrong and F. A. Dykeman. W. G. DeWolfe in his address as president paid a high tribute to the services of the executive officers and particularly to the work of Miss F. P. Alward, the provincial secretary, who, he said had been untiring in her efforts to further the best interests of the association. He spoke optimistically of business conditions, and referred enthusiastically to the fact that the Canadian dollar was now at a slight premium, which he thought was of considerable significance, as denoting the general uplift of trade conditions.

Miss F. P. Alward, provincial secretary, in presenting the eighth annual report, reviewed the work of the New Brunswick Association during the past year, in detail. The report of the treasurer showed a balance on the right side. At the evening session of the first day, the report of S. L. Emerson, one of the St. John delegates to the Dominion convention was presented.

E. M. Trowern, Dominion secretary was in attendance, and in his address he spoke of the part that the Maritimes had played in the development of the Dominion, and assured his audience, as one who had come in close touch with Parliament, that when the members from the East spoke they were listened to, and when they demanded things they got them.

A complimentary banquet was tendered the delegates by the local branch of the association, at which the Hon. Fred Magee, provincial minister without portfolio, Hon. J. B. M. Baxter, K. C., M. P., Senator J. W. Daniels, E. M. Trowern and others, were the chief speakers.

HALIFAX GROCER CELEBRATES BIRTHDAY IN UNIQUE WAY

Halifax, N. S.—F. Eld, senior member of the firm of Fred Eld & Son, recently celebrated his birthday in an unique way. It was in the form of a huge birthday party to the children of his district. Some 1,200 children responded to the invitation and after participating in the games and good things to eat, each child was presented with a box of candy and fruit.

W. C. MILLER ADDRESSES ST. CLAIR AVE. BUSINESS MEN

Toronto, Oct. 24.—W. C. Miller, secretary of the Ontario Retail Merchants' Association addressed a meeting of the St. Clair avenue Business Men's Association to-day at a luncheon held in Jones' tearooms, St. Clair avenue. Over forty merchants were in attendance. Mr. Miller took as his subject the operation of the sales tax, pointing out its inequalities, and declaring that the proper place to collect the same is at the source.

Ontario

G. S. Robison, eastern Canadian representative of the Genesee Pure Food Co., with headquarters in Toronto, will spend the month of November in the Maritime Provinces.

W. C. Miller, secretary of the Ontario Retail Merchants' Association, addressed a meeting of the Niagara Falls branch of the association on Thursday evening of this week.

Ottawa Grocers Are Starting Bread Making Business

Ottawa, Oct. 25 (Special).—In the very near future the groecrs of Ottawa will be in the bread-making business.

With the one exception of the managing director, the stock will be held exclusively by the grocers of Ottawa and district and the business will be conducted on a profit sharing basis. There are approximately three hundred grocers in Ottawa, of whom it is expected more than half will hold shares in the company. Then also the members of the trade in towns and villages within a radius of fifty miles or so are also being given an opportunity of becoming identified with the enterprise and quite a number have signified their intention of doing so.

E. A. Lallemand of Montreal, has been engaged to control the destinies of the enterprise and has been busy for some time on the preliminary details. The initial outlay is approximately $50,000. The plant is being erected in the western part of the city and is costing between eighteen and twenty thousand dollars. The equipment alone is costing approximately $16,000. It is expected everything will be ready for business shortly after the beginning of the New Year.

The matter was first broached a year ago last March at a meeting of some of the representative grocers, called by T. W. Collins. While the suggestion immediately met with favor, those present very wisely decided that nothing whatever should be done untli all the pros and cons of the case had been laid on the table and carefully considered. In order that some progress might be made in this respect, a committee composed of the following was appointed to gather facts and report to the local branch: T. W. Collins, B. G. Crabtree, Alex. Phillips, A. E. Kelly, T. A. C. Kennedy, A. S. Moreland, Thomas Bowman and Basil Bambrick. Later on a board of directors was chosen and a charter obtained and other necessary details proceeded with. The board of directors is composed of the following: Messrs. Alex. Phillips, president; P. Lamoureux, vice-president; T. A. C. Kennedy, secretary; B. G. Crabtree, treasurer; T. W. Collins, director.

Will Hold Meetings Throughout Eastern Ontario District

Ottawa, Oct. 25 (Special).—J. C. Campbell, secretary of the Eastern Ontario Branch of the Retail Merchants' Association of Canada, is arranging for a series of meetings to be held in various centers during the fall and winter seasons. These gatherings will be of an instructive as well as social nature. A number of men are being invited to address the meetings on merchandising problems, and full opportunity will be given at each meeting for a thorough discussion of the important trade questions.

The first of these gatherings will be held at Arnprior, Nov. 3rd, and will take the form of the annual meeting of the local branch. Officers will be elected and an address on "Salesmanship" will be delivered by Stewart McClenaghan of Ottawa. Then on the 10th of November, a banquet will be held at Carleton Place.

While no definite arrangements have been made yet, it is intended to hold a big meeting in Belleville towards the end of November or the beginning of December.

Canadians Lead Other Nations in Butter Eating

Washington, Oct. 25.—Canada comes first in a list of 13 nations in the per capita consumption of butter. Each person in Canada is credited with consuming 27 pounds of butter a year, compared with 15 pounds in the United States.

The latter nation comes tenth in the list. Sweden, Denmark, Great Britain, Italy, France, Switzerland and other nations whose production and consumption of butter is high were listed in the deparment's new handbook of dairy statistics.

Sweden leads in the consumption of milk, with 68 gallons given as the annual amount consumed by each person. Great Britain and Italy were lowest in milk consumption, with an anuual per capita use of 22 gallons and four gallons, respectively. Switzerland leads in cheese eating, the average for each person being 26 pounds a year.

One on the Judge

Mr. O'Brien was having heavy going on a slippery pavement in the days before prohibition. He slipped and sat down with force right in front of a judge who happened to know him.

"O'Brien," said the Judge, "sinners stand on slippery ground."

"So I see, Judge," answered O'Brien. "But it's more than I can do."—Chicago Herald and Examiner.

36th ANNUAL FALL AND WINTER NUMBER NEXT WEEK

"WE HAVE cut our operating costs just one-fifth since we installed that system of refrigeration" stated a retail merchant. The balance of this story is indeed interesting. This merchant goes on to tell how not only has he saved considerable money in his ice bills but also saved much waste in fruits and vegetables. You can read it in the next issue of Canadian Grocer which is the Thirty-sixth Annual Fall and Winter Number.

This year's Fall Number will be devoted almost entirely to stories setting forth the experience of merchants showing just what they have accomplished in building a sound permanent business. Sales plans, window displays and advertising ideas will be dealt with in plain everyday language and undoubtedly will prove valuable reading.

The issue will be brim full of illustrations. Christmas, as well as other window displays that have meant many dollars in increased sales to the merchants who dressed them, will be a feature. Illustrations of store interiors will also be shown. Likewise an article on showcards, together with reproductions of cards and sample alphabet, will be in this issue. This article deals with the value of showcards in a retail store and gives some suggestions for Christmas window displays and something about the writing of showcards.

There will also be a list of general grocery commodities with comparative prices from the year 1914 up until 1922.

Western Canada News

Western

With the idea of better marketing of their produce, the farmers of the Pincher Creek district in Alberta have formed an organization.

G. Mason, of the Dominion Salt Company, Sarnia, Ont., while on a business trip to Winnipeg spent a few days with their western representatives, Donald H. Bain Company.

Spence & Crawshaw, manufacturers' agents, Montreal, have been appointed Montreal agents for Klaus Swiss Chocolate; also for the lines made by E. W. Jeffress, Walkerville, Ont.

Beaver Maple Products Company of Whitby, Ontario, manufacturers of maple syrup and maple butter products have appointed Watson & Truesdale, manufacturers' agents of Winnipeg as their representatives in Western Canada.

R. H. Stevens, representative of McLeod & Company, London and Calcutta, who handle the products of several tea gardens in the near East, is on a business trip to Winnipeg and interviewed their Western representatives, Watson and Truesdale. Mr. Stevens is going as far west as the coast.

MacKenzie Richardson Co., manufacturers' agents, Winnipeg, have been appointed representatives for the C. H. Catelli Company Limited, Montreal, manufacturers of macaroni, etc. This firm will cover the trade from Port Arthur to the Rocky Mountains.

NO SUNDAY TRADING ALLOWED IN WINNIPEG

Bread, fruit and other such provisions may not be sold on Sunday hereafter in Winnipeg, as the civic authorities have announced a rigid enforcement of the Lord's Day Act, and only storekeepers with victuallers' licenses may keep open on Sunday.

PROPER HEATING OF FOOD PREVENTS BOTULISM

Washington, Oct. 25.—An exhaustive investigation of several years by the medical schools of Harvard, the University of California and Stanford University, in co-operation with the United States Public Health Service, has determined that the food poisoning known as botulism may be avoided by the proper heating of food, it was announced by the National Canners' Association, at the request of which the investigation was undertaken.

A report declared "that all canned foods whether prepared at home or in a large factory, are safe if heated for the time that has been scientifically determined."

Ask That Peddlers be Confined to Same Hours as Merchants

Winnipeg, Oct. 25.—Assurance was given representatives of the retail grocers of the city by the legislative committee of the city council that the objection the delegation raised with regard to peddlers being allowed to sell fruit and vegetables after hours would be remedied if possible. The delegation complained that while grocery stores were forced to close on Wednesday afternoon and at 6 p.m. on other days, men who peddled from door to door could sell fruit and vegetables at any time.

At the present time the city receives a license of $50 each from 63 peddlers. The retailers said there were 160 grocers paying business tax, and that in some cases the business tax from one merchant would equal the total received from the peddlers. The delegation requested that the license be increased and that the peddlers be confined to the same hours as the merchants.

The retail grocers were represented by H. M. Jenkins, J. Shenkmin, F. Langston, W. Batten, L. Irwin and H. J. Fleming.

Members of the committee present were: Chairman A. McTaggart, Geo. Webster, Andy Davidson and Mrs. A. Gale.

Want Transient Traders Licensed in Man. Municipalities

Winnipeg, Oct. 25.—Neglect of municipalities to pass by-laws requiring licensing of transient traders while at the same time the municipalities are asssessing the stocks of local permanent merchants, was strongly protested by the provincial executive of the Retail Merchants' association, which was in session in the city recently, under the chairmanship of T. A. Connell, Winnipeg. It was decided to insist that municipalities require temporary dealers to take out licenses if they wanted to trade in the same area as the established merchants. This, it was claimed, would only be fair to both classes.

It was reported that the taxation recommendations of the association had been submitted to the United Farmers' organization and discussed with the executive of that body with a view to getting its co-operation in having the distribution of taxation in the province placed on an equitable basis.

CANADIAN GROCER CELEBRATES BIRTHDAY

(Continued from page 23)

service along these lines has, we feel, been recognized. This is evidenced by the fact that a large number who were among the subscribers from the beginning of its publication are still readers to-day. A great many more have been reading the paper for more than thirty years. This, we believe, is the real test of the need and the value of a specialized business paper, and the staff of Canadian Grocer considers itself honored by holding the respect and appreciation of so many merchants and manufacturers for such a period of years.

ESTIMATED VOLUME OF BUSINESS

(Continued from page 21)

"Our own retail department has also furnished me with these estimates:

"Weber & Heilbroner's profits for the past year were given in round numbers as $250,000, and their average inventory as $900,000. From this it can be estimated that their annual sales volume is about $5,000,000.

"The Association Dry Goods Corporation have never issued a statement as to their sales, although they do annually state their profits. However, it would be fair to assume that $25,000,000 is the present sales volume of Lord & Taylor. The figure for Altman's would be about similar to that of Lord & Taylor. McCreery & Co.'s sales volume could be placed at about $20,000,000. Franklin Simon's sales volume is at present probably $25,000,000.

"At first sight all of these data may seem confusing, but I believe that they will be of value to anyone wanting to make an estimate from these figures in so far as they can see all of the source of material."

Ontario

The Beech Nut Packing Company, Canoharjorie, N. Y. is locating a Canadian branch factory in Hamilton, Ont. It is understood that a deal is now in progress for a factory building.

W. G. Patrick of W. G. Patrick & Co., Toronto, is confined to his home this week through illness. While on a business trip to New York last week he became ill. His friends hope to hear of his recovery in the near future.

A Little Mistake

"As I was crossing the bridge the other day," said an Irishman, "I met Pat O'Brien. 'O'Brien,' says I, 'how are you?' 'Pretty well, thank you, Brady,' says he. 'Brady,' says I, 'that's not my name.' 'Faith,' says he, 'and mine's not O'Brien.'

"With that we again looked at each other, and' sure enough it was naythe of us."

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE grocery trade is characterized by an improved buying movement, although wholesalers state that the tendency on the part of the retailer is still to buy in limited quantities, or rather as requirements necessitate. The situation generally in grocery commoditites is one of strength and markets are for the most part very firm. Sugar is unchanged as compared with a week ago, and prices are nominally at last week's advance. It is stated however that sales are being made at the old price. Sugar is on the whole quiet. Dried fruits, particularly in regard to raisins and currants, continue to show strength. The new pack California raisins should be available any time now. Prices of the same are very firm. Currrants while unchanged this week are quoted in a very strong market, and dealers express the opinion that buying at present levels is advisable. New Hallowee dates are offered for sale this week, and at slightly lower prices. The new pack Oregon prunes are due to arrive Nov. 15, and are somewhat lower than ruling quotations. California prunes are rolling and are due to arrive any time now. Smyrna figs are very high in price, advances being noted this week. Canned goods are moving in good volume at steady prices. New gallon apples should be on this market shortly, and prices will undoubtedly be lower than last year's pack.

Both corn starch and laundry starch show advances this week, due in part to the strength of the market for corn. Corn syrups are steady and strong, but the situation is now somewhat firmer in view of the strength of the primary market for corn. Teas continue to advance, and some wholesalers have marked up their bulk teas this week. Further advances are more than probable, they state, the primary markets showing considerable strength. Rices are in fair demand, and the market for spices is active at unchanged levels. The market for flour and millfeeds is steady, with the inquiry for the same good. Oranges are quoted lower this week. Domestic fruits, such as peaches and plums, continue to arrive and are quoted at steady prices. Potatoes are slightly higher this week and are quoted at from 80 cents to $1 per bag.

QUEBEC MARKETS

MONTREAL, Oct. 25.—The improvement in the volume of buying and the general condition of the grocery trade is more marked and an optimistic feeling is evident throughout the trade. Confidence is being established in the markets with a more steady basis on most lines. Sugar continues firm with some strength but the wholesale trade seems to feel that there is a reduction due some time in the next two months and some wholesalers venture to assert that the time will be early in November. Buying is therefore limited in this line. Teas are strong and another advance in wholesale prices on the better grades would not be surprising. Coffee is "marking time." There is no change in the spice market. Canned goods are firm with a marked improvement in buying. More prices are quoted on canned fruits. New California prunes are on the market and prices are a little easier on some sizes. Strength is evident in raisins and some small supplies of Smyrna figs are offered by the wholesale trade. Spanish table raisins are quoted for the winter trade. There is much cutting in package prepared breakfast foods. All starches are advanced ¼c a lb. The cereal market is strong and millers state that deliveries of the new crop are slow. There is no change of note in fruit or vegetables. Cotton twine and rope is advanced in price.

CEREAL MARKET FIRM

Montreal.

CEREALS.—There is no change in the cereal market. Prices are firm with a strong note in rolled oats. The railroad situation, so the millers say, is nearly as bad as in war times and deliveries are delayed with the result that the output of the mills is limited. The trade demand is heavy and supplies are limited. The condition of the market is reported as exceedingly strong.

CEREALS—

Rolled oats, bag	3 10	3 25
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

COFFEE UNCHANGED

Montreal.

COFFEE—The local coffee market is unchanged and without any feature of note. There is no indication of any increased desire to sell in Brazil. Futures are steady and any possible advance has been checked by scattering liquidation or trade selling. As some local coffee merchants describe it, "The coffee market is marking time at present."

COFFEE—

Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound	....	0 35

NEW PRICES ON CANNED FRUIT

Montreal.

CANNED GOODS.—The canned goods market throughout is firm and some new prices on the California pack and on Canadian fruit have been quoted. California pineapple, extra quality 2½s is quoted at $5.25 per doz. and 2s at $4.15 per doz. Extra grated pineapple is quoted at $3.40 per doz. while the sliced in 30 oz. glass jars is quoted at $9 per doz. Canadian yellow cling peaches 2½s are quoted at $4.50 per doz. and

yellow in heavy syrup 2½s at $4.25. Extra quality 2s, yellow peaches, are quoted at $3.25 per doz., while the same quality sliced yellow clings is listed at $3.50 per doz. Standard peaches 2½s, are quoted at $3.35 a doz. and sliced yellow cling are quoted at $4 per doz. Pears, extra quality, 2½s, are quoted at $5.25 and 2s at $4 per doz. Standard pears 2½s are quoted at $4.85 per doz. Canned vegetables are firm in price with a good demand as retail stocks have run very low.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	**180**	....
Corn, 2s	1 20	1 40
Corn, extra quality	....	1 40
Corn (on cob) 2½	....	2 40
Carrots (sliced), 2s	**1 45**	**1 75**
Spinach, 3s	**2 85**	**2 90**
Squash, 3s	**2 85**	**2 90**
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	**1 80**
Do., California, 2s	**3 15**	**3 50**
Do., (wine gals.)	**8 00**	**10 00**
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s standard	0 95	1 00
Do., 2s	....	1 05
Do., 2½s	1 42½	1 45
Do., gallons, standard	....	5 25
Parsnips, Simcoe, 2's	**1 80**	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	**4 50**
Do., early June	1 85	2 00
Do., extra fine, 2s	....	**3 25**
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30
Canned chicken haddies, 48, lb.	....	9 00

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 35
Do., 3s, doz.	**1 60**	**1 70**
Do., gallons, doz.	**4 80**	**5 40**
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	**14 50**
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	**3 50**
Do., 2	**3 20**	**3 30**
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
Pineapple		
Extra fancy sliced 2½s	....	5 25
Extra fancy sliced, 2s	....	4 15
Extra grated, 2s	....	3 40
Extra sliced 30 oz. glass	....	9 00
PEARS		
Extra fancy 2½s	....	5 25
Extra 2s	....	4 00
Standard 2½s	....	4 85
PEACHES—		
2½s, yellow cling	....	4 50
2½s, yellow	....	4 25
Extra yellow 2s	....	3 25
Cling sliced 2s	....	3 50
Standard 2½s	....	3 75
Standard Yellow Cling, sliced	....	4 00
Strawberries, 2's	....	3 30
Greengage Plums, heavy syrup.	**2 20**	**2 00**
Lombard plums, heavy syrup, 2-lb.	....	**2 40**

COTTON TWINE HIGHER

Montreal.

COTTON TWINE—An advance in cotton twine and rope has been made on account of the increased cost of cotton and the strength that has been accumulating in the cotton market for some time back. The advance amounts to 2c a lb. on twine and 3c on rope.

COTTON TWINE—	
4 ply balls	0 50
3 ply balls	0 47
3 ply cones	0 46
3 ply tubes	0 46
4 ply cones	0 49
4 ply red and white	0 57
Cotton rope 3-16	0 45
¼	0 44
5-16	0 44
⅜	0 44

CALIFORNIA PRUNES ARRIVE

Montreal.

DRIED FRUITS—Owing to the railroad trouble and the coal strike in the U. S., deliveries of fruit from California have been delayed. Santa Clara prunes shipped on Sept. 21 have just arrived in Montreal. The new prices are slightly easier than those previously quoted but the wholesale trade expect a strong market with some advances as orders are completed. The reductions come principally on the smaller sizes. There will be no pulled figs on the market this year owing to trouble in Smyrna. The Montclaire which has just arrived in Montreal brought 116 cases of figs direct from Smyrna. These complete the shipments expected which were delayed on account of the vessel being called back to pick up refugees.

DRIED FRUITS—		
Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 16
Do., 50 lbs.	....	0 14
Peaches (fancy)	....	**0 28**
Do., (choice)	....	**0 25**
Pears (choice)	....	**0 22**
Do., fancy	**0 27**	**0 28**
Peels—		
Cut mixed	....	**0 31**
Lemon	....	**0 25**
Orange	....	**0 25**
Citron	....	0 55
Raisins		
Valencias	....	0 16
Muscatels, 2 Crown, spot	....	0 14
Do., 3 Crown, spot	....	0 15
Do., 4 Crown, spot	....	0 16
Turkish Sultana, 5 Crown	**0 25**	**0 27**
Fancy seeded (Bulk)	**0 18**	**0 19**
Do., 16-oz.	**0 20**	**0 21**
Cal. seedless, cartons, 12 doz.	....	0 12
Do., 16 oz.	....	0 16
Cluster, 20 1-lb. pack	4 00	....
New Spanish table raisins—		
3 Crown, 22 lb. box		4 50
4 Crown, 22 lb. box		6 00
5 Crown, 22 lb. box		6 50
6 Crown		7 30
Packages, 2 Crown 20 1s		5 25
4 Crown, 20 1s		6 25
5 Crown, 20/1s		6 75
Currants, loose		0 17½
Dates, Excelsior, (36 10s) pkg.	....	4 10
Dromedary, (3-10 oz.)	3 60	6 75
Loose	**0 10**	**0 12**
Figs, 4 crown	....	**0 21**
5 crown	....	**0 22**
6 crown	....	**0 23**
7 crown	....	**0 25**
Mats, Portuguese	....	**0 08**
Smyrna cooking, bags	....	**0 13**
Prunes (25-lb. boxes) 20-30s	....	0 20
40-50s	....	0 17
60-70s	....	0 14
70-80s	....	0 13
80 90s	....	0 12
90-100s	....	0 11

RICE MARKET STEADY

Montreal.

RICE.—Domestic rice on spot is steady in tone and moderate in demand. There is no pressure to sell the light holdings because of the firmness of Southern rices, receipts of which are coming in slowly. The demand is lacking in foreign rices and the situation has an easier tone than was evident during the threatening trouble in the Near East and in India. English milled Patna rices are quoted locally ½c lower at 8c a lb.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 08
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

JUMBO PEANUTS HIGHER

Montreal.

NUTS.—New Tarragona almonds are on the market and are quoted from 12½c to 13c per lb. Soft shell pecans are higher in price and are quoted at 60c per lb. Grenoble walnuts are listed at 28c per lb., a slight reduction in the previous price. Jumbo roasted peanuts are a little higher in price and the extra fancy hand picked nuts are quoted at 14c roasted, while extra Jumbos are listed at 12½c per lb. Sicily filberts are slightly lower in price and are quoted from 10½ to 11c per lb.

NUTS—		
Almonds, Tarragona, per lb.	0 12½	0 13
Valencia shelled almonds 3 crown	0 39	0 40
Soft shell	....	0 60
Pecans, new Jumbo, per lb.	....	**0 50**
Do., large, No. 2, polished	**0 29**	**0 30**
Cocoanut (shredded, bulk)	**0 26**	**0 28**
Brazils, shelled	....	**0 50**
Peanuts, Jumbo	....	**0 15½**
Filberts Sicily) per lb.	0 10½	0 11
Walnuts, Grenoble in shell	....	0 28
Walnuts, Marbot	0 20	0 22
Do., new Naples	....	**0 28**
Do., Bordeaux, shelled	0 52	0 60
Jumbo, roasted Specials		0 14
Extra		0 12½
Do., Choice		0 10½
Do., shelled, No. 1 Virginia	....	0 11½
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 33
Fancy wholes, 10 lb. tins	....	2 10
Do., 10 lb. boxes	....	1 80
Do., 25 lb. boxes, per lb.	....	0 17

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

MOLASSES MARKET FIRM

Montreal.

SYRUPS.—There is no change in molasses or corn syrups. The molasses market shows no inclination to follow the upward movement of sugar. Buying is fair and shows some improvement due to the season.

MOLASSES—		
Puncheons, Island of Montreal	....	0 70
Barrels	....	0 73
Half Barrels	....	0 75
Puncheons, outside of Montreal	....	0 67
Fancy molasses in tins—		
No. 2, 2-doz. per case		7 75
No. 3, 2-doz. per case		10 75
5-lb. tins, per doz.		8 95
10-lb. tins, per case		8 60
Case goods subject to 10 per cent. discount.		
CORN SYRUPS—		
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each	....	2 00
3 gals., 38½-lb. pails, each	....	2 35
5-lb. tins, per case, white		4 70
5 lb. tins, per case, dark		4 20

TEAS LOOK HIGHER

Montreal.

TEA.—The tea market throughout is strong and the grocery trade, both wholesale and retail, have perfect confidence in the situation and buying shows a marked improvement. While values are high and pressing towards a further advance in the wholesale price, no changes have been made by wholesalers recently.

TEAS—		
Pekoes	0 40	0 46
Broken Pekoes	0 49	0 60
Orange Pekoes	0 53	0 75
Broken Orange Pekoes	0 46	0 59
China—		
Common	0 24	0 35
Medium	0 40	0 50
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 90

SPICE PRICES STEADY

Montreal.

SPICES.—The spice market is firm but without any feature of note. In the local wholesale trade a reduction of 10c has been quoted on celery pepper making the price 30c per lb. and a reduction of 7c in celery salt making the price 25c per lb.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	....	0 20
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace, Japan	....	0 25
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64, lb.	....	0 30
Do., 80 lb.	....	0 28
Do., 100 lb.	....	0 30
Do., ground, 5, 10, 25 lb.	....	0 35
Pepper, black	....	0 24
Cayenne pepper	....	0 38

VEGETABLE SUPPLIES SMALL

Montreal.

VEGETABLES.—It is mid-season in vegetables and the market is uncertain. The local offerings are limited to roots, cabbages, cauliflower and onions. Prices are easy on these. Potatoes are particularly low in price, being quoted at from 90c to $1 a bag whereas one year ago they were selling at $1.50 a bag. Tomatoes are finished, only small lots of late green tomatoes are on the market.

VEGETABLES—

Cabbages, per doz.	0 40	0 50
Boston lettuce box 2 doz.	0 50	0 75
Celery, washed, doz.	....	2 40
Parsnips, bag	2 00	2 50
Peppers, green, per crate	3 50	4 00
New potatoes, local, per bag	0 90	1 00
Yellow onions, per bag	....	1 50
Onions, per crate, No. 2	....	1 90
Spinach, box	....	0 75
Cucumbers, pickling, per pail	....	1 25
New Turnips, per doz.	1 25	1 50
Green Beans, hamper	3 50	4 00
Wax Beans, hamper	3 50	4 00
Onions, pickling, 11 qt.	....	1 75
Sweet Potatoes, basket	1 75	2 00
Horseradish, barrel	....	13 00
Cranberries, barrel	14 00	15 00

LITTLE CHANGE IN FRUIT

Montreal

FRUIT.—There is little or no change in the fruit market. The domestic fruit, exeept apples, is about over. The warm weather of last week upset the calculations of some of the fruit dealers and made shipping difficult. Florida grapefruit are beginning to come to the market but the fruit is slightly off color. There are no price changes of note.

APPLES—

Wealthys per barrel	5 00	6 00
Alexanders	....	9 00
McIntosh, No. 1	8 00	9 00
Fameuse	7 00	8 00
Lemons, California	7 00	8 00
Malaga lemons	4 20	8 50
Lemons, 300s-360s, Verdillis	....	4 50
Limes, per 100	....	1 00
Grapes, Tokay, per case	....	4 50
Grapes, Emperor, per keg	....	6 50
Grapes, Canadian, per basket	0 40	0 45
Pears, Keiffer, bushel	....	2 25
Oranges, California Valencias	....	11 00
Grapefruit, Isle of Pines	4 50	5 00

EXPECT LOWER SUGAR PRICES

Montreal.

SUGAR.—For the present at least the sugar market is standing firm with evident strength at the basis of $7.50 per cwt. The raw market is steady at 3¾c c. & f. New York, but refiners do not seem particularly keen on the offers as they have ample supplies to arrive and melt to take care of business in refined sugar now on their books. Some of the wholesalers are firm in the opinion that the price is due for a decline during November and others predict that the market will hold firm until January. Buying of refined sugar is limited throughout and wholesalers are only taking care of their immediate wants. The retail trade is fairly well supplied with refined sugar since they bought when the price was at a lower level. The consensus of opinion seems to be that the peak in the price has been reached and that some reductions may be expected.

SUGAR—

Granulated, per cwt.	7 50
Do., barrels	7 55
Granulated, gunnies, 5-20	7 70
Do., cartons	7 90
Do., gunnies, 10-10	7 85
Do., cases, 50 2-lb. cartons	8 00

CUTTING IN PACKAGES

Montreal.

PACKAGE GOODS.—Cutting by the wholesale trade has made a number of temporary changes in package goods prices. The retail trade is taking advantages of the cuts and is stocking up in package cereals. Rolled oats however is not affected. All corn and laundry starches are advanced ¼c a lb. This comes as a result of higher corn market.

PACKAGE GOODS—

Aluminum package, 20s	....	6 00
Rolled oats, large	....	4 80
Do., small	....	2 00
Oatmeal, fine cut, 20 pkgs.	....	5 50
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	2 55
Hominy, pearl or gran., 2 doz.	....	2 59
Scotch Health Bran (20 pkgs.)	case	5 60
Pancake Flour, case	....	7 1.
Pancake Flour, self-raising, do.	....	2 25
Wheat Food, 18-1½s	....	3 20
Porridge wheat, 36s, case	....	6 40
Do., 20s case	....	3 60
Self-raising flour, (3-lb. bags,) doz.	....	2 00
Do., (6-lb. pkg). doz.	....	3 90
Corn starch (prepared)	....	0 09½
Corn starch, 1 lb. pkgs.	....	0 08
Potato flour	....	0 12½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour	....	2 90
Shredded Krumbies, 36s	....	4 30
Shredded wheat	....	4 45
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pkgs. case	....	3 00
Celluloid starch, 45 pkgs. case	....	3 90
Malt Breakfast Food, (36 pkgs.)	....	9 60
Macaroni	....	2 75
Spaghetti	....	2 75
Egg noodles, Quaker	....	2 25
Canadian Cheese loaf, lb.	....	0 32½
Pimento loaf	....	0 34½
Swiss chees loaf	....	0 44
Package dates, 48-10	....	3 60
Excelsior dates	....	4 10
Dromedary, small	....	3 60
Do., Large	....	6 75

ONTARIO MARKETS

TORONTO, Oct. 25.—Changes in the markets for groceries this week are not many, prices for the most part holding at steady figures. Sugar is nominally quoted at the advance reported last week, but it is stated that sales are being made at the old price. The sugar situation is reported quiet. The demand for cereals is on the whole good, and prices steady. Some changes are noted in quotations on starches this week, an advance of a quarter of a cent being noted. Corn syrups are steady but strong. Dried fruits continue strong, particularly for raisins, currants and figs. New Hallowee dates are quoted lower. Oregon prunes are quoted to arrive November 15, and are lower than present spot prices. There is a good brisk demand for honey these days. Teas continue their upward trend, and some wholesalers are quoting spot stocks at higher prices this week.

BEANS INCLINE TO EASIER LEVELS

Toronto.

BEANS.—There appears to be fairly abundant offerings of beans on the market, and while prices are unchanged as compared with a week ago, the tendency is towards easier quotations. The Canadian hand-picked and 1 lb. pickers are quoted at from $3 to $3.25 per bushel.

BEANS—

Canadian hand picked and 1 lb. pickers, per bushel	3 00	3 25
Cal. Limas, per lb.	0 11	0 11½

RICE MARKET IS STEADY

Toronto.

RICE.—Prices on this market are steady as compared with a week ago. There is a moderate inquiry for rice at present values. Wholesalers are quoting blue rose fancy rice at from 7 to 7½c. per lb. Tapioca is unchanged at from 7½ to 8c. per lb.

RICE—

Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 06
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	0 7½	0 08
White Sago	0 08	0 09½
Do., fancy	0 09½	0 10

FEW CHANGES IN CEREALS

Toronto.

CEREALS.—The demand for cereals is on the whole very good, with prices holding at levels unchanged as compared with a week ago. Pearl barley is quoted slightly lower this week at from

$4.75 to $5.25 for 98s. Oatmeal is steady at from $3.75 to $4 for 98s, and rolled oats are offered in 90s at from $3.10 to $3.15.

CEREALS—

Barley, pot, 98s	3 45	4 00
Do., pearl $4.75	....	5 50
Cornmeal, golden, 98s	....	2 65
Oatmeal, 98s	3 75	4 00
Corn flour, 98s	....	2 80
Rye flour	....	4 40
Rolled oats, 90s	3 10	3 15
Rolled wheat, barrels	5 25	5 75
Cracked wheat, bag	....	5 00
Breakfast food, 98s	....	4 45
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Peas, split, per bag	....	6 50
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	4 00
Whole Wheat Flour	....	4 10
Wheat Kernels	....	5 25

COFFEE SITUATION FIRM

Toronto.

COFFEE.—The market in coffee is unchanged as compared with a week ago. There is the usual volume of trading on spot at steady prices, and the reports from primary markets indicate strength, and a generally firm position.

COFFEE—

Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 56
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 55

STARCHES ARE HIGHER

Toronto.

PACKAGE GOODS.—The feature of the market for package goods this week is the advance in corn starch, also laundry starch. All starches are quoted a quarter of a cent higher. Celluloid starch is now $3.90 per box. Potato flour is 12½c. per pkg. Other package lines are unchanged as compared with a week ago, and there is a very good inquiry for the same.

PACKAGE GOODS—

Rolled Oats, 20s, round case	....	4 80
Do., 18s, case	....	2 00
Do., 20s. square case	....	5 00
Do., Aluminum Prem., 20s	....	6 00
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1 lb. carton	....	0 09½
Do., No. 2 lb. cartons	....	0 08
Laundry Starch	....	0 07½
Do., in 1-lb. cartons	....	0 08¾
Do., in 6-lb. wood boxes	....	0 11¾
Do., in 6-lb. tin cannisters	....	0 12
Potato flour, 1-lb.	....	0 12½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	2 40
F. S. Hominy, gran. case	....	3 60
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

NUTS IN SHELLS ARE LOWER

Toronto.

NUTS.—Tarragona almonds in the shell are quoted at 17½c. per lb., and Manchurian walnuts in the shell are offered at 17½ to 18½c. per lb. Brazil nuts unshelled are quoted at from 13½ to 14½c. per lb. There appears to be a fair amount of buying at these prices, the above quotations showing recessions as compared with values ruling for these lines a week ago. Pecans on the other hand are higher, and are quoted at 32c. per lb. Shelled nuts are in good demand. Bordeaux walnuts are selling freely at from 55 to 58c. per lb., the broken nuts being offered at from 39 to 42c. per lb. Shelled pecans are very strong at from $1 to $1.05 per lb.

NUTS—

Almonds, Tarragonas, lb.	....	0 17½
Walnuts, Grenobles, lb.	0 30	0 32
Do., Marbot	0 25	0 26
Do., California	0 39	0 40
Do., Manchurian	0 17½	0 18½
Filberts, lb.	0 16	0 17
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted, lb.	0 19	0 2
Brazil Nuts, large, lb.	0 13½	0 14½
Mixed nuts, bags 50 lbs	0 20	0 2
Pecans	....	0 32
Shelled —		
Almonds, lb.	....	0 45
Filberts, lb.	0 2	0 37
Walnuts, Bordeaux, lb.	0 55	0 58
Do., Manchurian, lb.	0 53	0 57
Do., broken	0 39	0 42
Jordan Almonds	0 70	0 75
Brazils, lb.	....	0 65
Peanuts, in bags, unroasted	0 12	0 12¼
Pecans, lb.	1 00	1 05

NO CHANGE IN SYRUPS

Toronto.

SYRUPS.—This market is holding at steady levels with the usual demand for supplies. The tendency is towards stronger levels, in corn syrups, the strength of the corn market being very pronounced at the present time.

SYRUPS—

Corn Syrup—		
Barrels, about 700 lbs., yellow.	....	0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bbls		
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	....	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case	....	4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case	....	14 50
2½ lb. tins, 24 to case, per case	....	13 25
10 lb. tins, 6 to case, per case	....	11 50
5 gal. cans	....	10 25
1½ lb. tins, 24 to case, per case	....	7 50
5 lb. tins, 12 to case, per case	....	12 25
1 gal. tins, 6 to case, per case	....	13 20
Maple Sugar, 1 lb. blocks, per lb.	....	0 25
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails—No. 2	....	1 70
West India, gal.	....	0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35

CANNED GOODS ARE ACTIVE

Toronto.

CANNED GOODS.—Volume of trading in canned goods is on a fairly good scale at the present time. Vegetables appear to be moving well, at prices steady with last week's quotations. Tomatoes are quoted at from $1.40 to $1.47½ per doz. for 2½s. Lombard plums 2s are offered at from $1.40 to $1.45 per doz., and the halves are 95c. per doz. Gallon apples, water pack, are offered at $5.60 per doz. for last year's supplies, but offerings of these are very scarce, only one or two wholesalers having any. The new pack should be available shortly, and will show a marked reduction in price at from $4.25 to $4.50 per doz. for gals.

CANNED GOODS—

Shrimps	2 85	....
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	2 70	2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	1 45
Pinks, 1s doz.	1 60	1 65
Lobster, ½-lb. doz.	5 40	5 75
Do., ¼-lb. tins	2 80	2 90
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, extra sifted, doz.	....	3 00
Sweet wrinkle, doz.	....	2 35
Early June, doz.	....	1 87
Peas, standard, doz.	....	1 42½
Beets, 2s, doz.	1 90	2 85
Beans, golden wax, doz.	....	1 92½
Do., Golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	....	1 25
Golden Bantam Corn, 2s Doz.	....	1 90
Tomatoes, 2½s, doz.	1 40	1 47½
Pumpkins, 2½s	....	1 45
Spinach, 2½s, doz.	....	2 90
Do., 2s	....	2 25
Pineapples, sliced, 2½s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	5 60
Do., gal. steam pack, doz.	....	6 80
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	....	2 90
Peaches, 2s, doz. H. S.	....	2 85
Plums, Lombard, 2s, doz.	1 40	1 45
Do., ½s, doz.	....	0 95
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s each	0 80	0 91
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 85	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90

HONEY IN ACTIVE DEMAND

Toronto.

HONEY.—There is a slightly easier tendency in the market for honey this week. Buying is on a very active scale. 5 pound tins are offered at from 13½ to 14c. per lb., and 10-lb. tins are from 13 to 13½c. per lb., and the 60-lb. tins are 12½ and 13c per lb.

HONEY—

5-pound tins, per lb.	0 13½	0 14
10-pound tins, per lb.	0 13	0 13½
60-pound tins, per lb.	0 12½	0 13
Comb, per doz.	3 00	4 00

NEW HALLOWEE DATES ARRIVE

Toronto.

DRIED FRUITS.—The market in dried fruits is characterized by strength in most lines. Raisins are a very strong market, as are also currants, and the opinion is expressed that buying at present values is good, as the present strong position of the market for these fruits is likely to become enhanced. Advices indicate little that would point to any recessions for some time at least. The new pack of California raisins should be available any day, as shipments are reported as having arrived on this market. Quotations on currants are unchanged as compared with a week ago. New Hallowee dates are offered this week, and prices are lower, wholesalers quoting them at from 9¾c.

to 10c. per lb. Dealers are quoting Oregon prunes to arrive about the fifteenth of November. Boxes of 25s, 30-40s, are quoted at 17½c. per lb., 40-50s, 14½c. per lb., 50-60s, 12½c. per lb. and 60-70s 11¾c. per lb. Figs are quoted at a considerable advance this week, prices ranging from $3 to $3.75 per 10-lb. boxes, for numbers 4, and 5 Crown, and at $4.25 for 6-lb. boxes, layer figs, 6 Crown.

DRIED FRUITS—

Citron caps, 12-lb. boxes, lb.		0 49
Lemon caps, 12-lb. boxes, lb.		0 28
Orange caps, 12-lb. boxes, lb.		0 28½
Mixed containing 4½ lb. lemon per lb.		0 34
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		3 55
Currants—		
Greek Filliatras cases	0 17½	0 18
Do., Patras	0 18½	0 19
Dates—		
Excelsior, pkgs., 3 doz. in case		4 10
Dromedary, 3 doz. to case		6 95
Do., 4 doz. to case		3 75
Fard, per lb.		0 25
Hallowee dates, per lb.	0 09¾	0 10
Do., Sair		0 07½
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 17
60-70s, 25s		0 16
70-80s, 25s		0 14
80-90s		0 12½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California Sultanas, lb.	0 13½	0 14
Seeded, 15-oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.		0 14½
Seedless, 15-oz. pkts.		0 16
Do., 8 oz. pkt.	0 10	0 10½
Do., 11 oz.		0 14½
Thompson's seedless, 25s		0 14½
Valencia, Spanish	0 19½	0 20½
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Table Raisins—		
4 Crown, box		6 75
5 Crown, box		7 00
Evaporated apples, standards	0 15	0 16
Do., Choice	0 17	0 18
Figs—		
Layer, 4 Crown, 10 lb. boxes		3 00
Layer, 5 Crown, 10 lb. boxes		3 75
Layer, 6 Crown, 6-lb. bxoes		4 25
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Standard		0 30

FLOUR HOLDS STEADY

Toronto.

FLOUR.—The market in flour is holding at last week's decline. First patents, in cotton bags, are quoted at $6.60 per bbl., and second patents, in jute bags, are offered at $6 per bbl.

FLOUR—	
First Patents, in cotton bags, bbl.	6 60
Second Patents, in jute bags, bbl.	6 00

SUGAR SITUATION QUIET

Toronto.

SUGAR.—The situation in sugar is rather quiet. Prices are holding at last week's advance. However, it is stated that these quotations are only nominal as the majority of sales are being put through at the former price of $7.59 per cwt. Toronto delivery. Supplies of raws in refiners' hands are very limited. The last Central operating in Cuba is reported closed, with an output of 702,181 bags. The Cuban crop for the season 1921-1922 is reported the largest on record, at 3,996,189 tons, an increase over the 1920-1921 period of 61,000 tons. The output for the year just closed is 400,000 tons in excess of the estimated production.

SPICE MARKET STEADY AND STRONG

Toronto.

SPICES.—No change is reported in the market for spices this week. There continues a very active demand, with the situation generally strong. Cloves are quoted in a firm market at 60c. per lb. Peppers are holding at from 18 to 20c. for black, and at from 28 to 30c. for white. Nutmegs, whole, range from 30 to 40c. per lb. and ground nutmegs are 30c. Carraway seed, whole, is offered at from 20 to 25c. per lb.

MILLFEEDS ARE IN DEMAND

Toronto.

MILLFEEDS.—There continues a very good inquiry for millfeeds with prices holding at $20.25 per ton for bran, and at $22.25 per ton for shorts.

MILLFEEDS—	
Bran, per ton	20 25
Shorts, per ton	22 25

TEAS ARE ADVANCING

Toronto.

TEAS.—The upward trend in teas continues unabated, and some wholesalers are quoting their bulk teas on spot at higher levels this week. Some dealers state that even stronger quotations will prevail within the near future, for the reason that prices being paid now for future deliveries are higher than present spot values. Recent reports on the Indian tea crop indicate that it is likely to be 20,000,000 lbs. short of last year, which in itself was a small crop. Both Javas and Chinese teas are ruling at very strong prices.

ORANGES ARE QUOTED LOWER

Toronto.

FRUITS.—Lower prices are ruling on oranges this week. Wholesalers are quoting California Valencias at from $4 to $8.50 per case, according to sizes, and Florida oranges are quoted at $7 per box. Lemons are $6.50 per box, and grapefruit is quoted at from $5.50 to $6 per case. There are still some peaches arriving on this market. The large baskets are offered at from 50 to 75c. and the smaller ones at from 30 to 40c. Plums and pears, too, are still being offered.

FRUITS—		
Oranges, Cal., box	4 00	8 50
Oranges, Florida, box	....	7 00
Lemons, Verdellis, 200s, per box	6 50	....
Bananas, per lb.	....	0 08
Grapefruits, 64s, 80s, 100s, and 126s	5 50	6 00
Grapes, Cal. Tokays, per box		4 50
Grapes, Spanish Malaga, per keg	....	8 50
Do., Canadian 6 qt. basket	0 40	0 50
Apples in bbls.—		
No. 1s	4 50	5 50
No. 2s	4 00	5 00
Do., B. C. McIntosh, No. 1s, per box	2 35	2 50
Do., 11 qt. basket, each	0 30	0 50
Peaches, Canadian 11 qt baskets	0 50	0 75
Do., 6 qt. basket	0 40	0 50
Pears, 11 qt. baskets, ea.	0 40	0 50
Plums, local, 11 qt.	0 30	0 50
Do., 6 qt. basket	0 25	0 35
Cranberries, ½ bbl.	....	7 00

POTATOES ARE HIGHER

Toronto.

VEGETABLES.—Some dealers are quoting potatoes as high as $1 per bag this week. Prices range from 80c. to $1. Supplies are arriving freely, and there is a very good inquiry for the same. Onions in bags of 100 lbs. are offered at from $1.75 to $1.85, and large cases of Spanish onions are quoted at $5, and the half cases at $2.50. Pickling onions are from 75c. to $1.25 for large baskets. Cauliflower is quoted at from $1.25 to $1.50 per doz. Sweet potatoes are unchanged at from $1.75 to $1.85 per bushel hamper.

VEGETABLES—		
Potatoes, bag	0 80	1 00
Onions, per bag, 100 lbs.	1 75	1 85
Do., Spanish, large cases	....	5 00
Do., Spanish, half cases	....	2 50
Pickling onions, 11 qt. basket	0 75	1 25
Beets, bag	....	0 25
Carrots, bag	....	0 65
Cabbage, per doz.	0 40	0 50
Green peppers, 11 qt.	0 30	0 40
Sweet peppers, basket	....	0 50
Red peppers, basket	0 40	0 50
Wax beans, basket	0 60	0 75
Cauliflower, doz.	1 25	1 50
Peppers, 11 qt. basket	0 60	0 75
Vegetable marrow, doz.	0 30	0 40
Celery, doz.	0 50	0 75
Corn, doz.	0 10	0 15
Tomatoes, 11 qt. baskets	0 40	0 60
Gherkins, 11 qt. basket	1 00	1 25
Egg Plant, 11 qt.	0 40	0 50
Sweet potatoes, hampers, ea.	1 75	1 85
Do., sweet potatoes, bbl.	....	4 50
Turnips, per bag	0 65	0 75

MANITOBA MARKETS

WINNIPEG, Oct. 25.—Although the wheat crop this year has been one of the heaviest in the history of the West, the trade reports that business is not showing the improvement that was expected. There is very little booking on futures as merchants are confining their sales to immediate requirements. The tone of all grocery commodities shows a stronger trend. Canned goods are moving fairly well and buying appears to be more active. The situation in dried fruits is firm as raisins, currants and prunes are ruling at stronger levels. Cereals continue to sell in small quantities according to immediate requirements and the market is inclined to be easy. Reports from primary centres state that teas are steadily advancing and locally package teas have advanced from 3c to 5c. Starch has also advanced. Apples are arriving in good quantities and prices are reasonable. Spices continue to rule firm. There is no change in vegetables.

COFFEE PRICES IRREGULAR

Winnipeg.

COFFEE.—The primary coffee market is reported irregular, one day showing a tendency to advance and the next day to decline. However, the general impression of the trade is that coffee bought at to-day's quotations is good

buying. Spot stocks on hand are sufficient to meet the local requirements.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Figs, Smyrna, per lb.	....	**0 14½**
Bogotas, roasted, best grade, lb...	0 40	0 43
Mocha (types), best grade, lb....	0 51	0 53
Bourbon, best grade, per lb.....	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED GOODS ACTIVE

Winnipeg.

CANNED GOODS.—Practically all lines of the new season's pack of vegetables and fruits have arrived on the market, and with the lower prices ruling the volume of sales show a decided increase. There is very little change to the canned fish situation. Pink salmon continues firm and some lines of sockeye have been offered at slightly lower prices. Canned lobsters remain firm and supplies are limited.

EVAPORATED APPLES LOWER

Winnipeg.

DRIED FRUITS.—The dried fruit situation shows little change. Raisins are reported firm, seedless have arrived, but seeded, due to poor transportation, will be late in arriving. New crop prunes have arrived but prices are higher. New crop loganberries are now on the market, 8 oz. packages are quoted at 25½c with same in bulk at 46c per lb. Currants are reported scarce. Apricots are ruling firm on the better grades due to the short crop and the entire clean up of last year's yield. Peaches are quiet. Evaporated apples have declined, now quoted at 15¾c for 50s and 16¼c for 25s.

DRIED FRUITS—

Evaporated apples, per lb.		0 16¼
Currants, 90 lb., per lb.		0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.		0 12
Dates, Hallowee, bulk, lb.		0 13
Jamaica, roasted, best grade, lb.	0 23	0 30
Do., pkgs., 3 doz. case, lb.		**0 09**
Loganberries, 8 oz., 4 doz. case, pk.		0 25½
Peaches, standard, per lb.		0 21
Do., choice, per lb.		0 23
Do., fancy, per lb.		0 25
Do., Cal., in cartons, per carton	**1 00**	**1 20**
Pears, extra choice, per lb.		**0 30**
Do., Cal., cartons, per carton		**1 30**
Prunes—		
30-40s, 25s, per lb.		0 21
40-50s, 25s, per lb.		0 17½
50-60s, 25s, per lb.		0 16
60-70s, 25s, per lb.		0 14½
70-80s, 25s, per lb.		0 13½
80-90s, 25s, per lb.		0 12½
In 5-lb. cartons, carton		0 75
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg.		**0 21½**
Do., pkg., 12 oz., fancy, per pkg.		**0 17½**
Do., 16 oz., choice, per pkg.		**0 21**
Do., 12 oz., choice, per pkg.		**0 16**
Cal., 5 lb. cartons, per carton		**1 15**
Do., bulk, 25-lb. boxes, per lb.		**0 20**
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.		**0 20**
Do., bulk, 25-lb. boxes, per lb.		**0 22**
Do., bulk, 5-lb. cartons, per carton		**1 15**
Do., Cal. Muscatels, 5 lb. carton, per carton		**1 35**
Apricots—		
Do., Standard, 10s, per lb.		**0 32**
Do., 25s, per lb.		**0 30**
Do., Choice, 10s, per lb.		0 38
Do., 25s, per lb.		0 36
Do., Fancy, 10s, per lb.		0 43

SOME CEREALS LOWER

Winnipeg.

CEREALS.—Cereals continue at easy levels. Split yellow peas in 98 lb. bags are quoted at $7.45 and 49 lb. bags at $3.80. Ontario hand-picked white beans are in good demand at $3.40 per bushel. Rolled oats in packages are slightly lower and are quoted at $4.00 per case.

PACKAGE CEREALS—

Rolled Oats, 20s, Rd. Ct.	3 85	4 00
Do., 36s, case, square pkts.	....	4 00
Do., 18s, case.	....	1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case	....	2 85
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed Rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 65
Do., 40s, per bag		1 40
Do., 20s, per bag		0 75
Do., 10-8s, per bale		3 40
Oatmeal, 98s, gran. for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bush.		4 50
Peas, split, yellow, 98s, per bag		8 00
Do., split, yellow, 49s, per bag		4 10
Beans, fancy, hand picked, 100 lb. bag per bushel		3 40
Barley, pot, 98s, per bag		3 15
Do., pot, 49s per bag		1 60
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 35
Do., pearl, 24s, per bag		1 15
Cornmeal, 98s per bag		2 75
Do., 49s, per bag		1 45
Do., 24s, per bag		0 75
Do., 10-lbs. per bal.		3 35

RICE MARKET ACTIVE

Winnipeg.

RICE.—The Southern rice market is active but supplies are reported light. Rains have delayed the new crop and with supplies curtailed the tone of the market is stronger. Oriental rices are also firmer but the market is not active.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	**0 08¼**
Do., 50-lb. sacks, lb.	**0 08⅝**
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 07¾
Sago, sack lots, 130 to 150 lbs., per lb.	0 08¾
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 07¾

NUT MARKET QUIET

Winnipeg.

NUTS.—There is little change in the nut situation. Shelled Bordeaux walnut prices are firm for immediate shipment and after the first of the year lower prices are expected. Almond quotations are back to pre war prices. Brazils are firmer and shelled pecans are on the upward trend.

NUTS, SHELLED—

Almonds, per lb.	0 44
Spanish Peanuts, No. 1, lb.	0 13½
Pecans, per lb.	1 00
Walnuts, per lb.	0 60
Brazils, per lb.	**0 55**
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	**0 20**
Walnuts, per lb.	**0 23**
Almonds, per lb.	**0 25**
Brazils, per lb.	**0 18**
Pecans, per lb.	**0 25**
Filberts, per lb.	**0 22**

PACKAGE TEAS ADVANCE

Winnipeg.

TEAS.—Latest cables advise that the output of both India and Ceylon tea is below average this season with prices advanced and may even go higher. Locally package teas have advanced from 3c to 5c per lb.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 40	0 42
Do., second quality	0 38	0 40
Pekoe, first quality	0 45	0 48
Do., second quality	0 43	0 45
Broken Pekoe, first quality	0 45	0 50
Broken orange Pekoe, 1st quality	0 59	0 60
Japan, first quality	0 40	0 60
JAVAS—		
Pekoe Souchongs	0 40	0 42

NO CHANGE IN JAMS

Winnipeg.

JAMS.—The jam situation shows no change. Quotations are steady under a limited demand.

JAMS—

Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80

SUGAR MARKET STRONG

Winnipeg.

SUGAR.—The sugar market continues to rule steady to strong. On the primary market raws are reported active and higher and the tendency is for higher prices on Canadian refined.

SUGAR—

Extra gran., bags, 100 lbs.	8 50
Do., gunnies, 5-10 lbs.	8 90
Do., cartons, 20-5 lbs.	9 10
Do., gunnies, 10-10 lbs.	9 00
Yellow, No. 1 lt., bags, 100 lbs.	8 10
Do., golden, bags, 100 lbs.	8 00
Powdered sugar, bbls.	8 90
Do., boxes, 50 lbs.	9 10
Do., boxes, 25 lbs.	9 30
Icing, barrels.	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	8 35
Soft lumps, boxes, 10 0lbs.	9 10
Do., boxes, 50 lbs.	9 60
Do., cases, 20 cartons	10 30
Do., cases, 40½ lbs	11 10
Small lump boxes, 100 lbs.	10 20
Do., boxes, 50 lbs.	10 20
Do. cartons, 50 2-lb.	9 50
Do., boxes, 25 lbs.	9 30
Hard lump boxes, 10 lbs.	9 10
Do., boxes, 50 lbs.	9 60

ADVANCE IN STARCH

Winnipeg.

STARCH.—An advance of ¼c per lb. has been recorded on all lines of starches. Both corn and cane syrup are ruling firm and with the strong sugar market higher prices will probably result on these lines.

CANE SYRUP—

No. 2s, 2 doz. case	5 20
No. 5s, 1 doz. case	6 00
No. 10s, ½ doz. case	5 55
No. 20s, ¼ doz. case	5 40
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case.	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	**3 75**
Cases, 5-lb. tins yellow, 1 doz. in case	**4 20**
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	17 80
Pure, 5s, per case of 1 doz.	16 20
Pure, 10s, per case of ½ doz.	15 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	**3 00**
Do., 2s, tins, per case of 1 doz.	**3 00**
Do., 1s, tins, per case of ½ doz.	**7 80**
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	**7 00**
3 lb. tins, 2 doz. case	**9 85**
10 lb. tins, ½ doz. case	**7 75**
MOLASSES BLACKSTRAP—	
1½s, tins, 4 doz. case	4 15
2s, tins, 3 doz. case	3 40

FLOUR MARKET STEADY

Winnipeg.

FLOUR.—No change is reported in quotations on flour this week. There is a good demand.

FLOUR—

98 lb. sacks	3 20
Two 49 lb. sacks	3 25
Four 24 lb. sacks	3 32½

SPICES CONTINUE FIRM

Winnipeg.

SPICES.—Spices remain firm on primary markets. Cream of tartar and ginger have advanced slightly and the market is on the upward trend. Peppers are firm but to-day's quotations are lower than they have been for years.

WHOLE SPICE—

Allspice, Jamaica, best quality, lb.	0 09½	0 10½
Cassia, Batavia, per lb.	0 38	0 45
Do., China, per lb.	0 12	0 14
Chillies, per lb.	0 60	0 65
Do., No. 1, per lb.	....	0 55
Cinnamon, Ceylon, per lb.	0 30	0 45
Cloves, Zanzibar, per lb.	0 58	0 62
Ginger, washed, Jamaica, No. 1	0 55	0 60
Do., Jamaica, No. 2.	....	0 50
Do., Japan or African, lb.	0 16	0 18
Mace, extra bright penang, lb.	0 55	0 65
Nutmegs, ex. large brown 70 lb. per lb.	0 35	0 45
Do., med. brown, 110 to lb. per lb.		0 25
Do., carton of six, per doz.		0 75
Pepper, black, Singapore, ex. lb.	0 18	0 20
Do., White, do., per lb.	0 21	0 24
Pickling, ¼ lb. pkg. per doz.	$ 65	0 75
Do., bulk, No. 1 per lb.	....	0 20

GROUND SPICE

Allspice, bulk, per lb.		0 14
Do., 2 oz. cannister		0 60
Do., 3 oz. cannister		0 75
Cassia, No. 1 bulk, per lb.		0 23½
Do., No. 1, 2 oz. cannister		0 70
Do., No. 1, 3 oz. cannister		0 90
Cinnamon, bulk, per lb.		0 29
Do., 2 oz. cannister		0 80
Do., 3 oz. cannister		1 10
Cloves, bulk, per lb.	0 63	0 65
Do., 2 oz. tins		1 50
Do., 3 oz. tins		2 10
Cayenne, No. 1 bulk, per lb.		0 28½
Do., No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 05
Ginger, No. 1 bulk, per lb.		0 24½
Do., No. 1, 2 oz. cannister		0 75
Do., No. 1, 3 oz. cannister		0 95
Mace No. 1, bulk, per lb.		0 72
Do., No. 1, 2 oz. canister		1 50
Do., No. 1, 3 oz. cannister		2 10
Nutmegs, No. 1 bulk, per lb.		0 72
Do., No. 1, 2 oz., cannister		0 80
Do., No. 1, 3 oz. cannister		1 00
Pastry, Spice, No. 1 bulk, per lb.		0 29
Do., No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 10
White pepper, No. 1 bulk, per lb.		0 25
Black pepper, No. 1, bulk, per lb.		0 18½
White peper, No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 00

NO CHANGE IN FRUITS

Winnipeg.

FRUITS.—There is practically no change in quotations on fruits. Apples are plentiful and fall and winter varieties are arriving freely. Prices range all the way from $1.50 to $2.50 per box according to quality and from $6 to $6.50 per barrel. Florida grapefruit is in fair demand at $8 per case. Lemons continue high at $12 per case.

FRUITS—

Wealthys, per case	$2 00	$2 15
Do., per crate	1 50	1 60
MacIntosh Reds, per case	2 40	2 50
Do., per crate	1 90	2 00
Wolf Rivers, per barrel		6 50
King Pippin, per barrel		6 50
Cranberry Pippin, per barrel		6 00
Crabapples, per case		1 75
Grapes, Ontario, per basket	.45	50
Do., Tokays per case		3 50
Do., Emperor, per keg		8 00
Pears, per case		4 25
Oranges, per case	7 00	10 50
Lemons, per case		12 00
Grapefruit, per case		8 00
Bananas, per lb.		.08
Cranberries, per box		8 00
Currants, cleaned	....	0 22
Prunes, 90-100, 25-lb. boxes	....	0 13
Lemon peel	....	0 30
Orange peel	....	0 31
Citron peel	....	0 60
Walnuts	....	**0 23**
Almonds	....	**0 22**
Brazils	....	**0 20**
Peanuts	....	**0 18**
Filberts	....	**0 16**
Cocoanuts, bag	....	**6 00**
Potatoes, per barrel	....	1 50
Onions,100 lbs.	....	2 50
Pork, clear, bbls.	....	35 00
Oranges, per case	10 00	12 00
Bananas, per lb.	....	0 09
Lemons, case	....	7 00
Grapefruit, case	....	7 50
Pigs' feet, per 20-lb. pail	....	**2 25**
Hams, shoulder, per lb.	....	**0 22**
Bacon, side per lb.	....	**0 33**
Bacon roll, per lb.	....	**0 62**
Lard, pure, in pails, lb.	....	0 18
Lard, pure, in tubs, lb.	....	0 17½
Oleomargarine, lb.	....	0 22
Shortening, in pails, lb.	....	0 15
Shortening, in tubs, lb.	....	0 14½
Butter, creamery prints, lb.	....	0 42
Butter, creamery, solids, lb.	....	0 38
Eggs, per doz.	....	0 43

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Oct. 25.—All corn and laundry starches have advanced one quarter cent per pound. Lux declined to $7.30 a reduction of 25c. per case. Both the large and the small size prunes will be scarce and command a premium this season as the crop in both California and Oregon run to the medium sizes. Sair dates are offered at 10½c. per lb. Stocks of the better known brands of imported sardines seem to be fairly well cleaned up in this market. A shortage of imported citron peel is likely and every indication points to a higher market.

Tomatoes, 2½s	3 35	3 50
Sugar, pure cane, gran., cwt.	....	8 84
Cheese, No. 1, Ont., large	....	0 22
Ontario, large cheese	....	0 23
Butter, Creamery, lb.	0 41	0 45
Do., dairy, lb.	0 25	0 29
Lard, pure, 3s	....	11 70
Eggs, new laid, local, case	....	**7 00**
Beans, Kotenash, per cwt.	5 90	6 00
Rolled oats 80s	....	3 00
Rice, Siam	**5 90**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	7 50	8 00
Sago	7 50	8 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Oct. 24—A number of price changes were announced during the week as follows: Rolled oats are quoted in bags at $3.60 and barrels at $7.85. Cornmeal is higher at $3 per bag. Granulated sugar is advanced to $7.75 per cwt. Canned tomatoes are slightly lower at $1.70 per doz. Currants are advanced to 22c per lb. while lemon peel is lower at 30c and orange peel at 31c per lb. Bananas are higher at 9c per lb. and grapefruit is selling at $7.50 per case. Pure lard in pails is easier at 18c per lb. and shortening at 15c per lb., tubs are quoted ½c lower than pails. Creamery butter prints are advanced to 42c per lb. and eggs to 43c per doz.

Rolled oats, bag	....	3 60
Do., bbls.	....	7 85
Cornmeal, gran., bags	....	3 00
Eggs	....	0 38
Rice, Siam, per cwt.	....	**6 50**
Tapioca, per 100 lbs.	....	**9 50**
Sugar, gran. cwt.	....	7 75
Do., No. 1, yellow	....	7 00
Molasses, gal.	....	0 65
Tomatoes, cans, doz.	....	1 70
Raisins, Valencia layers	....	**0 24** **0 30**

British Columbia Markets

FROM VANCOUVER BY WIRE

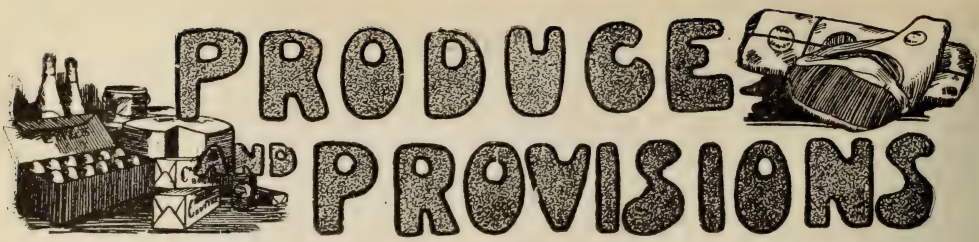
Vancouver, B. C., Oct. 24.—In sympathy with prairie market, local butter prices declined 2c to 3c per lb., now standing at 42c. Eggs are scarce at 65c to 70c per doz. Australian currants are arriving and making a good impression on the trade. New crop Thompson seedless raisins are offered. Beef steer is quoted at 8c to 9c; cow 7c to 8c; mutton 24½c; block hogs 16c; pure lard 18c and compound 13½c per lb.; sacked vegetables from $1 to $1.25; celery 90c per doz.; head lettuce $1.25 California onions $2.25 and Okanagan $2; Lillooet potatoes $30 and local $22 per ton. Tomatoes are strengthening, new Victoria arrivals commanding $3. McIntosh red apples are quoted at $1.75. Grapefruit is quoted at $9.50; oranges at $7 to $11.50 and lemons at $11 per case.

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Oct. 25.—There are few changes in the market this week. Most commodities hold steady. Fresh eggs are advanced to 49c. per doz. and storage are quoted at 40c. per doz. Butter remains unchanged but cheese is advanced one cent making the price 22c. per lb. Kings are now on the apple market ranging in price from $3.50 to $4.50 per barrel.

Onions, Canadian, 100 lbs.	....	2 25
Oranges, case	....	8 50
Grapefruit, Porto Rico	....	7 50
Do., Jamaica	....	5 50
Standard Hard wheat four, bbl.	....	8 50
Halifax. Blended, per bbl.	....	7 50
Flour, Lemons, case	....	12 00
Cornmeal, bags	....	2 10
Rolled oats, per bag	....	3 75
Rice Siam, per 100 lbs.	....	0 08½
Tapioca, 100 lbs.	....	0 08½
Sugar, standard, gran.	....	7 75
Do., No. 1, yellow	....	6 85



Where Perishable Merchandise is Shown to Advantage on Refrigerated Counters

Brown Bros., Owen Sound, Have Splendid Facilities for Displaying Foods—Computing Scales, Meat Slicer and Cash Register Are All a Part of This Well Equipped Store

AS CUSTOMERS enter the store of Brown Bros., Owen Sound, Ont., they are at once struck with the general cleanliness and sanitation prevailing. The walls, ceiling and counters are finished in white enamel, with trimmings in oak.

The white counters with plate glass cases on top, extending along both sides and across the rear, used for display purposes, which enable the firm to show a large variety of perishable merchandise to the best advantage. These glass cases are refrigerated. An even degree of temperature is kept in them by a cooling system which is in operation practically throughout the store, even to the store itself. The windows are also refrigerated, having installed in them a system of coils. This cooling system is operated from a main plant situated in another part of the building. On each side of the store behind the counters and extending the full length of the wall are shelves upon which are displayed package groceries and bottled goods and beneath the counters are bins containing bulk groceries such as sugar, cereals, rices, etc. Computing scales, meat slicer and cash register form part of the equipment of each counter and as each side of the store is fitted with the same fixtures and carries practically the same stock, there is little confusion with clerks going from one side of the store to the other in order to get the requirements of the customer.

Orders for delivery are assembled in a rear room and deliveries made from the rear entrance, thus eliminating much confusion from delivery boys usually the case when loading at the front entrance.

Much of the beef, poultry and eggs handled by Brown Bros., is produced on their own farm, conducting as they do, 850 acres situated 28 miles from Owen Sound.

Canada's Fishing Industries Rank Third Among Leading Nations of the World

Average Value During the Past Ten Years is Placed at $40,000,000—Is Exceeded by Great Britain and the United States, But Double the Value of Norwegian, Danish and Japanese Fisheries

OTTAWA, Oct. 16 (Special).—Compared with the fisheries of leading nations Canada's fishing industries rank third, being exceeded by Britain (value about $94,000,000) and by the United States (value about $76,000,000) but they are double the value of the Norwegian or the Danish, or the Japanese, and five times the value of the Dutch fisheries, and over seven times the annual value of the fisheries of Newfoundland ($4,700,000).

Average Value $40,000,000

During the last decade they have fluctuated especially during the war, as the following totals show:

1912	$33,389,464
1913	33,207,748
1914	31,264,631
1915	35,860,708
1916	39,208 378
1917	52,312,044
1918	60,250,544
1919	56,508,479
1920	49,241.339
1921	34,930,935

Thus the average value during the last ten years has been about $40,000,000, and the total weight of fish taken from the waters of Canada, inland and marine, yearly, amounts at the present time to no less than 340,000 tons. In spite of the fact that capital, vessels, gear, and a large body of Canadian fishermen are employed in the industry on the Atlantic and Pacific coasts and on the inland waters, the fisheries are still capable of much greater expansion.

Home Market Inadequately Supplied

Commenting upon the possibilities of the domestic demand, Prof. E. E. Prince, Dominion Commissioner of Fisheries, had the following to say:

"The Canadian home market has been very inadequately supplied and the export market is world-wide. With the ending of the tragic conflict of the Great War, the need of vaster supplies of food products is urgent, and Canada is in a better position to supply the nations with fish than any other country, and on a greatly expanded scale. Our domestic demand for fish could be doubled or trebled if better supplies in a fresh condition, and at reasonable prices, reached our centres of population regularly. No one who has seen the large catches of fine cod and haddock, brought almost daily into our fishing ports along the coast from Gaspe to Grand Manon, can question the possibility of enormous expansion.

"To take one example of the growth of the fish business in one county where enterprise has been general. In Digby county, Nova Scotia, fifty years ago the fish business did not exceed $120,000; now the sale of smoked haddock, kippered herring, shredded and boneless cod, etc., in that county alone, reaches nearly $1,000,000 each season and in some seasons the orders received from various parts of Canada exceed the supply.

Very Few Valueless

"Experts claim that of over six hundred different kinds of fish native to our waters, very few are not of value as food, and yet not more than fifty species have ever been utilized, and only fifteen kinds are in demand in our markets. The Canadian people could readily use one hundred and fifty different kinds of fish. A striking example of the waste of valuable fish is afforded by the sword-fish and tuna, or tunny, both exceptionally fine food on the table. Until ten or twelve years ago these fish were accidentally taken by our fishermen, and as there was no systematic fishery

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Some Facts and Observations on Recent Amendments to the Root Vegetables Act

Opinion is Expressed That the Clauses of This Act Are Equally Advantageous From the Standpoint of the Producer, Wholesaler and Retailer

OTTAWA, Oct. 25. (Special).—In view of the situation created by the recent amendments to the Root Vegetables Act, which directly affect retail grocers throughout the country, the following facts and observations prepared for Canadian Grocer by an official of the Fruit Branch of the Department of Agriculture at Ottawa, are interesting:

"The Dominion Root Vegetables Act is somewhat on the same lines as the Fruit Inspection and Sales Act which has done so much to establish the fruit trade on a sound business basis.

"The provisions of both Acts before being put on the Statutes were submitted to the legislature by the growers with the approval of the traders generally, and the clauses are as advantageous from the consumer's point of view as that of the producer, wholesaler and retailer.

"The Root Vegetables Act differs in one respect from the Fruit Act especially as regards potatoes, as it effectually bars the dumping upon the open market of undersized potatoes and provides for a compulsory and described grading of all potatoes whether sold by grower, wholesaler or retailer, thus encouraging those growers and merchants who work for the best interests of the trade and who will not now be faced with the unfair competition of those who put an inferior and often wrongly-described commodity on the market, which not only causes dissatisfaction to the consumer, but lessens consumption and affects seriously the market prices of the whole.

"The basis of good business policy, particularly in relation to food is to give the consumer that which will meet with his approval and will induce him to buy in increasing quantity. If this is done the question of price, if it is a reasonable one, is to the great majority of consumers only a secondary condition. It has been conclusively proved that it costs little more to grow a ton of good potatoes than a ton of inferior quality and it is an undoubted fact that good quality when put on the market sells itself.

Grading

"There is nothing in the grades mentioned in the Act which is in any way unreasonable. Canada A and Canada B grades are what the consistent grower ordinarily puts on the market with possibly a little more care in selection, while Canada C, although the Act uses the words 'ungraded quality,' (which is obviously not a right definition), must consist of potatoes not less than 1½-in. dia. This is a fair-sized potato for domestic use and the Act further provides in Section 8 that no person shall sell or offer for sale for human consumption any potatoes or onions so diseased or otherwise depreciated as to render them unfit for such purpose, and this, it will be conceded, is a saving clause in respect to Canada C and of very considerable importance to the trade.

"Section 9 deals with fraudulent packing and states that any potatoes or onions packed in any package, in which the faced or shown surface gives a false representation of the contents of such package, and it shall be considered a false representation if more than 10% of such potatoes are substantially smaller in size or inferior in grade to those on the faced or shown surface. This provision will be welcomed by those who realize the importance of fair dealing not only as affecting their reputation but as an inducement for further business.

"In order to allow for variations incident to commercial grading and handling, a fair percentage is allowed by the Act, but it would be poor business policy for the grower or packer to take more advantage of this concession than can possibly be helped.

Must Be Sold By Weight

"Section 13 states that all root vegetables shall be sold by weight. This will be accepted by the trade and consumer as a distinct improvement. All other methods cause uncertainty and discontent, which is also bad for trade.

"It is obviously in the interest of the growers and dealers to obtain a copy of the Act and make themselves familiar with its rulings. The importance of proper selection before packing and personal supervision cannot be too strongly urged upon the grower, as no inspection can be thorough once the goods are packed. The consumer is the ultimate inspector and his appreciation or otherwise is a most important consideration.

In Regard to Seed Potatoes

"It will not be out of place to refer in this article to the question of seed potatoes, which is so clearly dealt with in Bulletin No. 86, Department of Agriculture, Province of British Columbia, as on this point depends the future prosperity of the trade, and as an aid to the Government certified seed plan now in active operation a standard grade for seed potatoes is an absolute necessity, to prevent the sale of ungraded seed which

(Continued on page 38)



Showing the interior of Brown Bros. store in Owen Sound, Ont.—where service, satisfaction and sanitation is the motto.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Oct. 25.—Lower prices on hogs and on fresh pork have come as a result of the heavy supplies that have been offered on the market in view of a dullness in the export market for bacon. Dressed hogs show a marked reduction and the change is noticeable in all cuts except loins. The beef market stands firm. Butter shows no change in price but cheese is advanced one cent a pound with a good demand all around. New laid eggs are advanced. The production of eggs shows a steady decrease and the export market shows some improvement, strengthening the situation. Lard and shortening are unchanged. Bacon and smoked meats are unchanged but there is weakness in the bacon market on account of a dullness in the English demand for Canadian goods. Fish prices are about steady with a slight advance in the price of haddock and steak cod and a general improvement in the demand. There is an easy tone to the poultry market. The only marked change is a reduction of 5c a lb. in turkeys. The supply is good but the demand is only fair.

BUTTER UNCHANGED

Montreal.

BUTTER.—There has been very little change in the condition of the butter market. Prices rule about steady but the volume of business has been small compared with the previous week, on account of the fact that there has been less demand from English importers. Local buyers are not disposed to operate to any extent which is an indication that they are fairly well supplied for the time being.

BUTTER—

Creamery prints, finest	0 36	0 37
Creamery solids	0 35	0 36
Dairy solids		0 28
Dairy Prints		0 30

CHEESE PRICES ADVANCED

Montreal.

CHEESE.—The export business in cheese during the past week has been rather quiet which was attributed to the fact that foreign buyers did not respond readily to the higher prices that have been asked by exporters. The local market, however, has been strong and an advance of one cent per pound is quoted all around making the price 20c. for new cheese and 24c. for old.

CHEESE—

Old colored, twins		0 24
Old white		0 24
New Large, per lb.	0 19	0 20
New Twins, per lb.	0 19	0 20
Triplets, per lb.	0 19	0 20
Stilton, per lb.		0 28
Quebec	0 20	

HOG PRICES REDUCED

Montreal.

FRESH MEATS.—Owing to the continued weakness in the English markets for Canadian bacon and the further reduction in prices during the past week, coupled with the liberal supplies of live hogs coming forward, the market has continued weak and prices have scored a further decline. At the lower level of values, however, the demand has been sufficient to absorb all offerings and a fairly active trade is being done. The bulk of the trading in this market was done at $11 to $11.25 per cwt. for select lightweights weighed off cars, a reduction of from 50c. to 75c. per cwt. over the price quoted one week ago. There is a marked reduction in the price of fresh pork. Fresh killed hogs are quoted at $16.50 per cwt. and fresh legs of pork are quoted from 18½ to 19c. Trimmed loins however, remain firm at 27c. The beef market has a steady tone and prices remain unchanged.

FRESH MEATS—

Hogs, Selected, weighed off cars	11 00	11 25
Fresh killed		16 50
Legs of pork, foot on	0 18½	0 19
Loins (trimmed)		0 27
Trimmed shoulders	0 16½	
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front Quarters	0 04½ 0 06	0 06 0 08
Loins	0 18	0 21
Chucks	0 06	0 08

BACON MARKET WEAK

Montreal.

SMOKED MEATS.—A fair trade is being done in smoked meats and there is a steady demand from local and country buyers for small lots to meet immediate requirements. The domestic market has been active, but the dullness in the export demand has created a weak feeling for bacon. There is no actual change in the price of bacon.

BACON—

Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls	0 26	0 30
Picnic smoked hams		0 19
Wiltshire	0 30	0 32

MEDIUM SMOKED HAMS—

Weight, 8-12 long cut	0 26	0 27
Do., 12-14	0 25	0 26
Do., 20-25	0 24	0 25

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS.—The cooked meat market shows no change with only a limited demand at this season. Prices on cooked ham have been ruling easy, but they seem to have reached a firm basis now.

COOKED MEATS—

Hams, cooked		0 40
Sandwich		0 47
Square hams		0 42
Smoked shoulders		0 22
Bologna	0 10	0 21
Corned Beef 1's, per doz.		3 25
Per doz. 2's		5 75

LARD MARKET FIRM

Montreal.

LARD.—The demand for lard has been good and as supplies have been none too large to meet the requirements a quiet feeling prevails in the market. Local prices, however, are unchanged.

LARD—

Tierces, 350 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
1 lb. bricks	0 19	0 20

SHORTENING STEADY

Montreal.

SHORTENING.—The shortening market follows the trend of lard with a firm feeling, but no change in price. Tubs are quoted at 13½c. per lb. and pails at 14c.

SHORTENING—

Tierces, per lb.		0 13
Tubs, per lb.		0 13½
Pails, per lb.		0 14
Prints	0 15½	0 16

TURKEY PRICES LOWER

Montreal.

POULTRY.—There is an easy trend to poultry prices. The supply on the market is heavy and prices promise to be easy. There is a wide margin in the prices quoted on chickens, depending largely on the grading. Milk fed chickens are commanding a premium of 3c. on other grades. Turkeys dropped to 45c. a reduction of 5c. per lb.

ROASTING CHICKENS—

	Per lb.
3 to 3½ lbs., per lb.	0 28 0 30
3½ to 4 per lb.	0 31 0 34
4½ up per lb.	0 33 0 36

FOWL—

3 to 3½ pounds, per lb.	0 24
3½ to 4 per lb.	0 26
4½ up	0 28
Broilers, per lb.	0 30 0 32
Turkeys, per lb.	0 45
Geese, per lb.	0 24

NEW LAID EGGS HIGHER

Montreal.

EGGS.—An advance of 2c. per doz. was made late last week in new laid eggs, making the price 50c. per doz. The undertone of the market is firm for all grades and with more activity in the export market a stronger situation may be expected in cold storage supplies.

One year ago new laid eggs were quoted at 60c. per doz.

EGGS—		
New laid	0 49	0 50
Selects		0 40
No. 1		0 36
Storage		0 28

HADDOCK PRICES HIGHER

Montreal.

FISH.—The only change in the fish market is an advance of ½c. on haddock which is now quoted at 6½c., and an advance of 1c. in steak cod which is listed at 9c. The supply of fish is good and the demand shows improvement.

FRESH FISH—		
Herring		0 06
Market cod, fresh		0 05½
Steak cod		0 08
Haddock		0 06½
Halibut, chicken		0 20
Do., medium		0 24
Lake Trout		0 16
Flounders		0 09
Mackerl		0 12
Cohoe salmon		0 22
Gaspe Salmon		0 25
Dressed Pike		0 12
FROZEN FISH—		
Halibut		0 20
Chicken halibut		0 16
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon		0 25
SALTED FISH—		
Labrador Herring, per barrel		10 50
Labrador Salt Salmon, per barrel		20 00
White Nape Green cod, large		7 50
White Nape Green cod, medium		6 50
White Nape Green cod, small		6 00
OYSTERS—		
Standards. No. 1, can		2 40
No. 3, can		7 15

ONTARIO MARKETS

TORONTO, Oct. 25.—There is a general tendency to easiness in the market for a number of produce lines this week. Provisions and pork products of practically all kinds are ruling at easier prices, in sympathy with the lower quotations on live hogs. The butter market is unchanged, while cheese shows an advance as compared with a week ago. There is a good demand for butter, and the situation is strong. The same can be said of cheese. Arrivals of fresh eggs on this market are in small supply. Prices are quoted higher for fresh supplies. Poultry receipts, too, are more plentiful, and dealers report that the demand for fish in the past week has shown a very marked improvement.

BUTTER IS STEADY

Toronto.

BUTTER.—The market for butter is holding at strong levels. There is some curtailment in the make, but the demand is good, and prices are very firm. Export orders are in fairly large volume.

BUTTER—		
Creamery prints, No. 1	0 38	0 40
Creamery prints, No. 2	0 35	0 37

CHEESE IS HIGHER

Toronto.

CHEESE.—Wholesalers are quoting higher prices on cheese this week. Large new cheese is quoted at from 20 to 21c per lb., and September cheese is offered at from 23 to 24c per lb. Stiltons are quoted at 23c per lb.

CHEESE—		
Large, new	0 20	0 21
Do., Sept.	0 23	0 24
Stilton, new	0 23	

Twins, 1c higher than large cheese and triplets 1½c higher than large.

COOKED MEATS EASIER

Toronto.

COOKED MEATS.—Some dealers are quoting cooked ham this week at slightly easier prices, offering boiled ham at 38c and the square pressed hams at 41c. Other packers are quoting the square pressed as high as 43c. There is only a moderate inquiry for cooked meats at the present time and the general tone of the market is easy.

COOKED MEATS—		
Boiled ham, lb.		0 38
Do., square pressed	0 41	0 43
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.		0 60
Jellied pork tongue		0 33

Above prices subject to daily fluctuations of the market.

NEW LAID EGGS ADVANCE

Toronto.

EGGS.—The receipts of new laid eggs are in very small volume. New laid eggs are offered at from 58 to 60c per doz., selects at from 39 to 41c, and number ones at from 37 to 38c per doz.

EGGS—		
No. 1s	0 37	0 38
Select	0 39	0 41
New laid, cartons	0 58	0 60

LARD IS UNCHANGED

Toronto.

LARD.—The market for lard is holding at steady levels, with a very good inquiry for the same. The 1 lb. prints are quoted at from 19 to 20c, and on the tierce basis the quotation is 16½ and 17c.

LARD—		
1-lb. prints	0 19	0 20
Tierces, 400 lbs.	0 16½	0 17

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING SLIGHTLY HIGHER

Toronto.

SHORTENING. — Slightly higher prices are quoted by some leaders this week on shortening. 1 lb. prints are quoted at from 16 to 16½c, and on the tierce basis the quotation is 12¾ and 13c.

SHORTENING—		
1-lb. prints	0 16	0 16½
Tierces, 400 lbs.	0 12¾	13

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE IS ACTIVE

Toronto.

MARGARINE.—There continues a good steady demand for margarine. Changes in this market are few, prices remaining at from 20 to 21c per lb. for number one, and at 16c for number two.

MARGARINE—		
Margarine, No. 1	0 20	0 21
Do., No. 2		0 16

FRESH MEATS AT EASIER LEVELS

Toronto

FRESH MEATS.—Prices in the market for fresh meats are generally inclined to easier levels. Cuts of pork are lower, the market for live hogs ruling at prices around $11 per cwt. Fresh loins of pork are offered at 31c per lb., tenderloins being quoted at 46 and 48c per lb. Beef prices are lower, while small meats are unchanged as compared with a week ago.

FRESH MEATS—		
Hogs—		
Live, fed and watered, cwt.	10 75	
Live, f.o.b.	10 00	
Live, off cars	10 50	
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 35 lbs.		0 19
Loins		0 31
Fresh hams, lb.		0 21
Tenderloins, lb.	0 46	0 48
Picnics, lb.		0 15½
Montreal shoulders		0 20
Boston butts, lb.		0 22
New York shoulders		0 18
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 12	0 17
Ribs, lb.	0 14	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 26
Hips, lb.	0 12	0 14
Cow beef quotations about 2 cents per lb. below above quotations.		
Calves, lb., top quality	**0 18**	**0 15**
Sheep, whole, lb.	0 08	0 15
Do., medium	0 09	0 10

PROVISIONS ARE LOWER

Toronto

PROVISIONS.—In sympathy with the lower quotations ruling in the market for live hogs and also for fresh pork, prices of provisions are also down this week as compared with last. Small hams are offered at 23c per lb., medium hams at 24c per lb., the large and heavy ones at from 17 to 19c per lb. Breakfast bacon is offered at from 32 to 34c per lb., and the special trim is 37c per lb.

PROVISIONS—		
Hams—		
Small 6 to 12 lbs.		0 23
Medium, 12 to 20 lbs.		0 24
Large, 20 to 35 lbs., lb.		0 19
Heavy, 35 lbs., and upward		0 17
Backs—		
Boneless, per lb.		0 47
Rolled, per lb.		0 51
Peameal	0 42	0 43
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 34
Do., special trim		0 37
Cottage rolls in casing		0 35
Cotage rolls		0 33
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.		0 30½
Do., three-quarter cut		0 33
Do., middle		0 34½
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.		0 20
Clear bellies, 15-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.		**0 19**
Out of pickle prices range about 2 cents per pound below corresponding cuts above.		
Mess pork		36 00
Short cut backs, 200 lbs.		**41 00**
Pickled Rolls—		
Lightweight		47 00
Heavy		36 00

Above prices subject to daily fluctuations of the market.

POULTRY RECEIPTS INCREASE

Toronto.

POULTRY. — Receipts of poultry show considerable increase, and there is a very good demand for the same. Dealers are quoting spring chickens at 30c per lb. to the retail trade, and ducklings dressed are offered at 35c per lb. Fowl 4 to 5 lbs. is quoted at 30c per lb.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 25	0 30
Chickens, spring, over 2 lbs.	0 16	0 25
Chickens, 4 lbs. and over	0 21	0 28
Roosters	0 12	0 18
Fowl, 4 to 5 lbs.	0 16	0 22
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 10	0 17
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 20	0 25
Prices to retail trade—		
Turkeys, dressed	....	0 35
Chickens, spring	0 30	0 30
Ducklings	....	0 35
Fowl, 4 to 5 lbs.	....	0 30

BETTER DEMAND FOR FISH

Toronto.

FISH.—There is a very much better demand for fish, and wholesalers state that the volume of business in the past week shows decided improvement. With cooler weather, oysters are selling better. Prices to the trade show little change as compared with a week ago. Halibut is quoted from 20 to 23c per lb., and white fish is quoted at 14c per lb. Haddock is quoted at 8c per lb.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Haddock, lb.	....	0 08
Flounders, lb.	....	0 10
Halibut, Med.	0 22	0 23
Do., Chick., lb.	0 20	0 21
Whitefish, lb.	0 14	....
Trout, lb.	....	0 12½
Pike, lb.	0 12	0 14
Perch, lb.	0 08	0 10
Salmon Red Spring	0 24	0 25
Herring, large, lb.	....	0 08
Salmon Cohoe, lb.	....	0 18
FROZEN FISH—		
Halibut, medium	....	0 22
Do., chicken	....	0 20
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	0 12	0 13
Do., Qualla	0 09	....
OYSTERS—		
No. 1, pkg.		3 50
No. 3, pkg.		9 90
No. 5, pkg.		16 00
Glass Jars, per doz.		4 75
Shell oysters, per bbl. 1,000		17 50
Sea Herring	0 07½	0 08
White Fish	0 10	0 11
SMOKED AND SALT FISH—		
Fillets, lb.	0 14	0 16
Kippers, box	3 00	....

LOWER PRICES ON HOGS

Winnipeg

FRESH MEATS.—With heavier receipts the tone of the hog market is easier. Selected live hogs are quoted at $9.

HOGS—		
Selected, live cwt.		9 00
Heavier	5 00	7 00
Light	8 50	9 00
Sows	4 00	6 00
Fresh Pork—		
Legs of pork, lb.	0 19	0 24
Spare ribs	....	0 14
Loins of pork, lb.	0 26	0 31
Fresh Lams, lb.	0 25	0 30
Shoulders	0 16	0 20
Fresh beef—from steers and heifers—		
Hind quarters	0 11	0 15
Front quarters	0 05	0 08
Whole carcass, good grade, lb.	0 07	0 12
Choice, lb.	0 12	0 17
Lambs—		
Choice		0 25

FISH IN DEMAND

Winnipeg.

FISH.—There is a better demand for fish and with cool weather prevailing an improvement is expected in the demand. Oysters are quoted at $4 25 per gallon. There is a fair demand for Labrador herrings.

MANITOBA MARKETS

WINNIPEG, Oct. 25.—There are few changes in the produce market this week. Live hogs are showing an easier tendency. Fresh meats are steady but there is a falling off in the demand. Smoked meats are in good demand and with the live hog market easier, lower prices are expected. The butter market is firm and cheese is showing a firmer tendency. Eggs have advanced and receipts are light. Poultry receipts show an increase but the demand is not showing any improvement.

BUTTER MARKET STEADY

Winnipeg.

BUTTER.—There continues a fair enquiry for butter with the market ruling steady. No. 1 prints are quoted from 38c to 40c and No. 2 from 36c to 38c.

EGGS ADVANCE

Winnipeg.

EGGS.—Very few eggs are arriving from the country and practically all orders are now filled from storage. Wholesalers are quoting fresh eggs in cartons at 40c. per doz., selects at 34c. and No. 1 candled at 30c.

CHEESE IS FIRMER

Winnipeg

CHEESE.—The cheese situation is showing a firmer tone. Dealers are quoting large Ontario at 20c; twins 20½c and triplets 21c. Ontario Stilton, new made, is quoted at 23½c. Indications point to an advance shortly.

CHEESE—	
Stilton cheese, large, lb.	0 20½
Ont., large, lb.	0 20
Ont., twins, lb.	0 21
Ont., triplets, lb.	0 23½

LARD RULES STEADY

Winnipeg.

LARD.—There is no change in lard quotations since the advance last week. Lard on the tierces basis is quoted at 19c. The market for shortening is holding steady with a fair enquiry for same. Margarine shows little change, dealers quoting No. 1 prints at 20c to 22c per lb.

LARD—	
Pure Lards. No. 1 Quality, per lb (in tierces, 400 lbs.)	0 19
Do., wooden pails, 20-lb. pails	4 20
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

COOKED MEATS DULL

Winnipeg

COOKED MEATS.—The trend of the market for cooked meats is toward easier levels. The demand has fallen off. Wholesalers are quoting best quality cooked ham at 44c. to 46c. per lb. Other lines of cooked meats show no change.

COOKED MEATS—	
Hams, best quality, skinned, 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 44
Roast shoulders, lb.	0 40
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 34
Head cheese in 6 lb. tins, lib.	0 13

POULTRY ARRIVING FREELY

Winnipeg

POULTRY.—There is no change in quotations on poultry. The market is firm and offerings are good, but the demand is not large. Broilers are quoted at 30c. to 32c. with chickens at 28c. to 30c. per lb.

POULTRY—		
Broilers, ½ to 2 lbs., per lb.	0 30	0 32
Chickens, 2½ to 3½ lbs., per lb.		0 28
Do., 3½ lbs., and up, per lb.		0 30
Fowl, per lb.	0 22	0 29
Roosters, per lb.		0 20
Turkeys, young, per lb.	0 40	0 45

SMOKED MEATS EASY

Winnipeg.

PROVISIONS.—There is no change in smoked meats but on account of the market for live hogs being easy, lower prices are expected on all lines of smoked meats. Smoked hams are quoted from 23c. to 32c. per lb. according to quality. Peamealed bacon is quoted at 46c. per lb. and breakfast bacon at 43c. Other lines of bacon run as low as 30c.

SOME FACTS AND OBSERVATIONS

(Continued from page 35)

is the cause of the increasing deterioration of the potato crop all over Canada. It is up to the growers themselves to insist upon such a grade as will prevent any seed that is not free from disease, of good size and variety, with certain necessary allowances, being sold or put upon the open market for sale.

"The clauses of the Act governing the grading of onions is on similar lines and the same remarks apply."

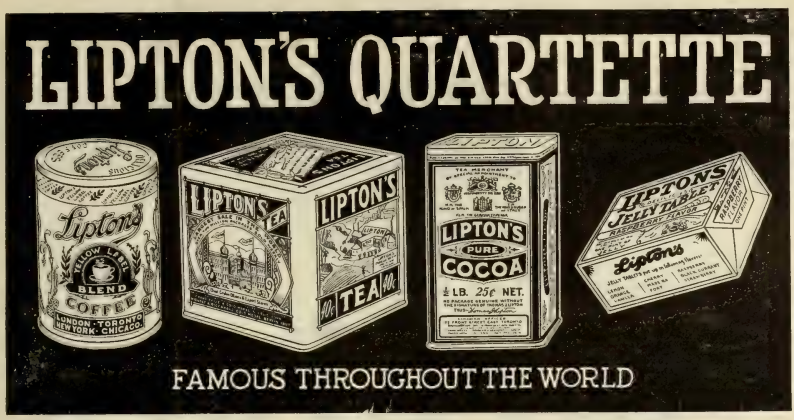
CANADA'S FISHING INDUSTRIES

(Continued from page 34)

for them, they were cast upon the beach to rot. They were not appreciated, but in recent years as many as five thousand fine sword-fish, each weighing from 200 to 400 pounds, are being brought to market.

"It seems incredible that within the memory of many fishermen still actively at work, lobsters were regarded as a pest, though the fishery now brings from $3,000,000 to $5,000,000 per annum The delicious smelt were thrown on the land as fertilizer, though they now yield $700,000 to $900,000 yearly to the smelt fishermen on the Atlantic coast."

LIPTON'S QUARTETTE



FAMOUS THROUGHOUT THE WORLD

LIPTON'S TEA — Sealed aluminum packets, every package guaranteed.

LIPTON'S COFFEE — New lithographed tins. A perfect coffee container.

LIPTON'S COCOA—By test, the finest cocoa on the market to-day.

LIPTON'S JELLY TABLETS—Imported wine flavours, absolutely the cheapest and best.

SERVICE and QUALITY IN FISH

Those are the key words of success in the retail and wholesale fish business and it is the basis on which we have built up our business. Give us the opportunity to show you how much our extraordinary service can mean to you and at the same time prove to you that the finest quality fish comes from LEONARD FISHERIES.

WE FEATURE

Smoked Haddies, Fillets, Kippers, Bloaters, Fresh, Frozen, Dried and Pickled Fish, Fresh Fish Daily and Oysters in season.

Order Supplies Immediately For National Fish Day
TUESDAY, OCT. 31

Four Long Distance Lines at Your Service
Main 4446, Main 4447, Main 4448, Main 6917.

We make direct shipments from our Producing Branches.

LEONARD FISHERIES, LIMITED

PRODUCERS, PACKERS, CURERS AND DISTRIBUTORS

Branches:
Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.

4 Long Distance Telephones

Head Office--
Youville Square, **MONTREAL**

Branches:
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

Brunswick

BRAND

Sardines

Display Them on Your COUNTERS in Your WINDOWS and Watch Them Sell.



The Most Popular SARDINE on the CANADIAN MARKET. Are You Selling Them?

3½ oz. Net in Every Can

BRUNSWICK BRAND SARDINES

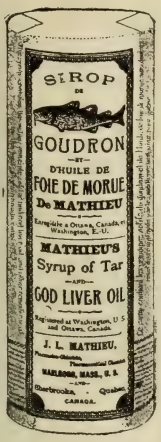
Show the Grocer a Nice Profit

ORDER Your SUPPLIES From Your WHOLESALER

Winnipeg Agents
Chas. Duncan & Son
Winnipeg

CONNORS BROS.

Black's Harbour
N. B.



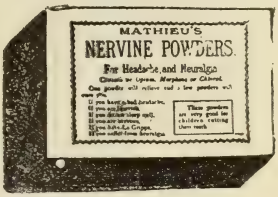
Give Your Customers the Best

MATHIEU'S SYRUP OF TAR AND COD LIVER EXTRACT

Has earned a national reputation through its efficiency in the treatment of coughs, colds, la grippe, etc. It also has a tonic effect on the system.

MATHIEU'S NERVINE POWDERS

contain absolutely no harmful drugs and are unequalled in the treatment of neuralgia, nervousness, etc.



J. L. MATHIEU COMPANY

SHERBROOKE **Proprietors** **QUEBEC**

SHOW CASES



More Customers—Better Sales

—Thanks to Kleer Vue

Hundreds of merchants have increased their sales materially—given their stores a modern, attractive, inviting appearance—protected articles against theft with Kleer Vue All Glass Display Cases. So marked is the improvement in most instances that these cases pay for themselves in a comparatively short time.

Kleer Vue Display Cases are made from fine clear plate glass. They sit right on your present counters—without additional equipment. Our representative will gladly, without obligation, show you the latest types of show cases and silent salesmen and help you select the one most fitted to your store. Get in touch with us at once.

Kleer Vue
PATENTED

All Glass Display Cases

Toronto Plate Glass Imp. Co., Limited

Modern Show Cases and Display Systems of Every Description.
91 Don Roadway, Toronto, Ont.

It Stands By Itself In Canada

In Crain's Market Data Book and Directory of class, trade and technical publications just issued, are given names of all grocery publications in Canada and the United States with particulars re field covered, subscription and advertising rates, and **circulation.**

Forty-three United States publications are listed and of this number only two have their circulations audited by the independent Audit Bureau of Circulations.

In Canada four are listed and CANADIAN GROCER stands alone in the matter of an A. B. C. audit. Not one of the remaining three has even a sworn circulation and one of them does not quote any circulation whatever.

Manufacturers will find it will pay them to investigate thoroughly not only the exact circulation of a business medium among **possible buyers** of their goods, but the **buying power** of the **paid** subscribers to that medium.

Canadian Grocer's Annual Fall, Christmas and Winter Number comes out November 3. Be sure you are represented in it.

Canadian Grocer

MONTREAL TORONTO WINNIPEG

Just Put Pure Gold Products in a Conspicuous Place

Pure Gold Products' national advertising has made the new Pure Gold package familiar to many thousands of people. "Here is the jelly with 'all the flavor of the fresh true fruit' " is the suggestion that this package creates in the minds of your customers. Really, all that is necessary to create a satisfactory turnover of this well known jelly is to give the package and the display advertising with which you are furnished prominent display on your shelves and in your show window.—**It sells itself.**

Have you a plentiful stock of Pure Gold Products on Hand?



Pure Gold Manufacturing Co. Limited

TORONTO WINNIPEG HALIFAX

ROYAL ACADIA SUGAR

Royal Acadia Sugar

ROYAL ACADIA SUGAR

WHEN BUYING SUGAR

Ask for ROYAL ACADIA

Remember that there is no purer, sweeter sugar on the market. It is packed with a view to giving the grocer the cleanest sugar in the most easily handled sanitary bags.

When Selling Sugar—

Let your customers know that you are giving them ROYAL ACADIA SUGAR, the highest grade of sugar obtainable. Recommend to them the sugar in cartons, it will pay you, please them and will save you time and trouble.

Acadia Sugar Refining Company, Limited

Montreal - - Halifax

New Pack Beaver Brand Canned Chicken

We are now taking orders for new pack Chicken. Delivery between November and January. Absolutely first class stock and guaranteed. Packed in 1 lb. talls, 4 dozen and ½ lb. flats, 8 dozen (boneless). Full particulars re price, etc., on application.

J. W. WINDSOR, Limited ∴ **MONTREAL, CAN.**

WE OFFER FROM STOCK

French Castile Soap

La Grappe d'or brand
72%

Delory's French Peas & Vegetables

in glass and tins

Also **Sardines in Oil**

all size tins, with bones or boneless

Bertrand's French Macaroni

Vermicelli Spaghetti Noodles-Set

HENRI JONAS & CO.

Sole Agents, - Montreal

The Tools of Our Profession



The carpenter to his bench; the shoemaker to his last; but for us—a pair of scissors.

We clip every newspaper, trade and technical journal in Canada and can supply you with clippings on subjects of vital interest to you.

What do people say about you or your product?

What events are taking place throughout Canada that affect you or your business? What are other folks in your position doing?

Let us keep you informed.

Having many clients our charges are reasonable. We want to tell you how we can serve you.

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Old English Xmas Pudding (Basins and Tin Moulds)

MINCEMEAT LEMON CURD

CHOICEST STILTON CHEESE

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"Established upwards of a century."

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318 Dorchester Street West, Montreal.

The Works, Melton Mowbray, England.

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Cape Cod Cranberries
Honey Dew Melons
Isle of Pines Grapefruit
Sweet Potatoes
Spanish Onions

White & Company
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TORONTO
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BRAND
BUTTER AND EGGS.

Foreign and Domestic
Fruit and Vegetables

LEMON BROS.
OWEN SOUND, ONT.

Mr. Merchant :



Here is the Leader
of hair tonics and renewers

Glover's
Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

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ACME PELLETS

In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes.



In 5 lb. decorated glass-front tins.

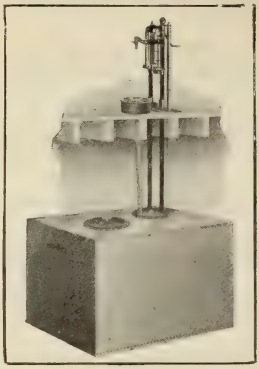
Also put up in 5 lb. paperboxes

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

Price List on Request.

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MONTREAL
—WE SELL THE WHOLESALE TRADE ONLY—



The Neater the Store The Larger the Profit

Goods neatly displayed are half sold. Keep your Kerosene in a Bowser Kerosene outfit—right in your store where your customers can see it. You will sell more. Then too, the Bowser is neat, absolutely leak proof and fire proof—and gives you an accurate check on all Kerosene received and sold.

Figures taken from thousands of stores, just like yours, show that a Bowser system increases the net profits on kerosene 1-½ to 2 cents per gallon.

Right now—write for Booklet C-11.

Bowser equipment is MADE IN CANADA by

S. F. Bowser Co., Ltd.

Toronto, Canada

Branch Offices and Service Departments throughout Canada and in principal cities abroad

BOWSER ESTABLISHED 1885

ACCURATE MEASURING PUMPS

BOWSER PRODUCTS

for Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naptha Clarifying Systems.
Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

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Rates and Information on Request



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Latest Editorial Market News



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BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

This Space is Yours
for $2.20
on Yearly Order

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

PRODUCTION OF CITRUS FRUITS IN FLORIDA

Production of citrus fruits in Florida for the season of 1922-23 is estimated at 15,000,000 boxes. Of this total about 8,400,000 boxes will be oranges and tangerines and about 66,000,000 boxes grapefruit. (An early forecast of the California orange crop, made Aug. 1, is 13,750,000 boxes).

Last season the commercial citrus crop of Florida was approximately 13,300,000 boxes of which 7,300,000 boxes were oranges and 6,000,000 boxes grapefruit. Last year's crop, however, would have been nearer 14,000,000 boxes if the storm of October, 1921, had not destroyed a large percentage of the fruit on the west coast.

Outstanding features of the crop for 1922-23 are the fine quality, the size of fruit from early bloom, and the heavy setting of fruit from late bloom. Bloom last spring was heavy all over the citrus belt of Florida, except in the storm-swept territory on the west coast. However, the dry weather which followed caused considerable shedding of fruit which became serious along the east coast ridge and in parts of the central highland section.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber *today*
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray 7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

Ship us your
Eggs and Poultry
We Pay Highest Market Prices
Kavanagh Provision Co., Ltd.
372 Bleury St., Montreal

SHERER'S
Patented Counters for Grocery Stores
Protect, store, display bulk goods. Save time, steps, goods. Earn money by making extra sales. Easy payments if desired. Ask Dept. A.
Sherer-Gillett Co., Limited
GUELPH, - - - - - - ONTARIO.

Good papers furnish A.B.C. reports to their advertisers.

Canadian Grocer is a member of the Audit Bureau of Circulation.

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Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

FOR SALE

TO THE PROVISION TRADE — MANUFACture your delicatessen products. Money-makers and money savers. Use your meat trimmings, pork, beef, veal, lamb, etc. I will tell you how to make 18 specialties, 100 and 200 per cent. profit is often made. Send your address for information. E. B. Mayhew, Box 917, Worcester, Mass. U. S. A.

ADDRESSING MACHINE FOR SALE — WE have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We will sell it at attractive prices and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ont.

FOR SALE — GROCERY STORE AND POST office. Freehold with land and 4 flats, situated at East St. John, where a great Dry Dock is being built. Price 5000 dollars. Apply W. Parkinson. 113 Adelaide St., St. John, N.B.

FOR SALE—AN OLD ESTABLISHED GROcery business, in a city of twenty thousand. Central location, best family trade. Five thousand. Owner has other interest. Apply Box 260, Canadian Grocer, 153 University Ave., Toronto.

WANTED

WANTED—COFFEE ROASTER—25 TO 50 LBS. capacity. State price when replying. Box 266. Canadian Grocer, 153 University Ave., Toronto.

WANTED—A USED DAYTON CHEESE CUTter. W. M. Ross, Creemore, Ontario.

FOR SALE

FOR SALE—SMALL HAND "SWIFT" COFFEE mill and Enterprise, dried beef slicer; Burrows, Stewart & Milne Butcher's "Easy balance" scale. Nickel finish cream marble pan, 40 pound capacity. John E. Smith's "Buffalo" Sausage chopper, Hand or Power. All in good repair. Sold Separate or all together. Bargain for quick sale. C. A. Robins, Dunnville, Ont.

TAYLOR SAFES FOR SALE—RARE OPPORtunity to secure a safe at small cost. They are in splendid condition. INSIDE dimensions and prices are as follows: 15" deep, 2ft. 6" wide, 3 ft. 11½" high, fitted with built-in compartment. Price $250.00. 18" deep, 2 ft. 8" wide, 4 ft. 5" high, fitted with steel compartment. Price $200.00. Apply Box No. 274, Canadian Grocer, 153 University Avenue, Toronto.

FOR SALE—CLOVER HONEY, 1922 CROP; in 5 and 10 lb. pails, 2040 pounds (34 crates) 13c. a lb. Less than 120 pounds (2 crates), 16c. a lb. Freight on 2 crates is same as for 1 crate. Also lumber and buckwheat honey. Quality guaranteed. Apply Box 272. Canadian Grocer, 153 University Ave., Toronto, Ont.

When writing to advertisers kindly mention this paper.

Good Sellers make business easy

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Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.



Registered Trade Mark

Made in Canada

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

OPPORTUNITY

A Wholesale Grocer, established 20 years, offers a partnership in his business to person who can invest $30,000 cash. Ample assets, a good business, with a proposition that will stand investigation will be submitted to interested person. Apply for full information to Box 276, Canadian Grocer, 153 University Ave., Toronto.

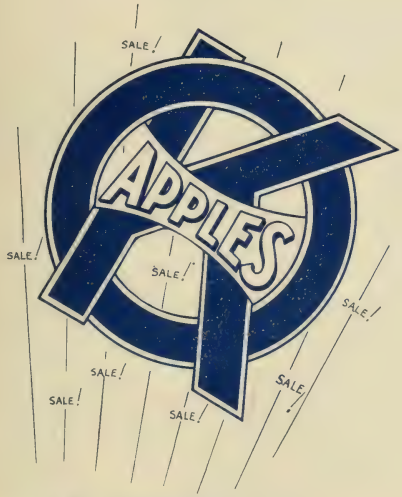
TRAVELLERS WANTED

TRAVELLER WANTED—WITH FIRST-CLASS Ontario connection, to sell a high-grade line of food products on commission, to Wholesale and retail trade. Apply stating qualifications to P. O. Box 1664, Montreal.

When Writing Advertisers Please Mention CANADIAN GROCER

"Listen to the Music of incessant O.K. Sales!"

INCREASED DAILY
PROFITS ARE
CERTAIN



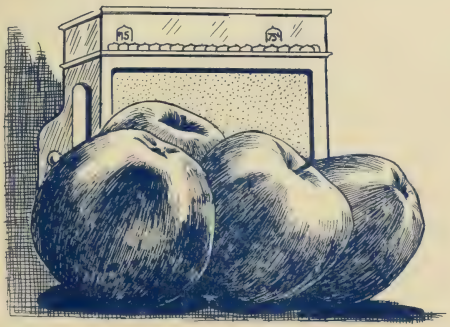


FIGURE out your needs as far ahead as you can.

Give your jobber a chance to fill your orders in ample time.

Order Now!

Okanagan United Growers, Limited

VERNON, B.C.

Growers of the famous "O.K." apples and "O.U.G." soft fruits.

$220 F.O.B.

Less 5% for Cash—Or—Easy monthly payments—NO INTEREST

DAYTON No. 179



Embodying the celebrated Dayton features.

Overhead check, low platform, Turquoise Blue Enamel finish. Any chart desired.

$220 F.O.B.

your nearest freight station with the regular Dayton guarantee.

Enamelled metal cylinder ends. Stationary base.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

FRANK E. MUTTON—Vice-President and General Manager.
HEAD OFFICE AND FACTORY—300 Campbell Avenue, Toronto.
Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Winnipeg, Windsor, London, Hamilton, Toronto, Montreal, Quebec, Ottawa, St. John, N.B., Halifax, Sydney, N.S., St. John's, Nfld.

THE DAYTON IS MADE IN CANADA

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., NOVEMBER 3, 1922 No. 44

The Sign of a Successful Store!

The DAYTON
International
SCALE



INTERNATIONAL BUSINESS MACHINES CO., LIMITED
Frank E. Mutton, Vice Pres. and Gen'l Mgr.
Head Office and Factory, Toronto

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of Report will be sent on request to anyone interested.


COWAN'S
MELL
-O-
MILK
CHOCOLATE
The Finest
Chocolate
ever Made

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

Display Borden's Products
for the Hunting Season



Many of your customers will go hunting this Fall, some of them will be old-timers, for some it will be their first experience—all of them will be interested in **Borden's Milk Products.** A good hunter's window display featuring the convenience and deliciousness of St. Charles Milk—the rich country milk with the cream left in, Eagle Brand condensed Milk, Reindeer Cocoa and Reindeer Coffee will catch the eye of every hunter in your locality, and most grocers know what a highly profitable business it is outfitting a hunter's kit.

Scores and scores of good grocers from coast to coast have found out that it pays to feature a window display of Borden's lines at this time of the year. A Borden hunter's window with them is a permanent fixture.

Put in one this year yourself, Mr. Merchant, we'll gladly send you attractive window displays or show cards free and assist you in making out eye-catching profitable display.

You'll find the results will well repay you for any extra trouble.



MONTREAL **The Borden Co. Limited** VANCOUVER

NUCOA

"A Wholesome Delicious Spread for Bread"

Over 50 Million Pounds of NUCOA Used Yearly

ORDER NUCOA FROM YOUR JOBBER

The Jobbers Listed Below Have Just Received a Fresh Shipment of Nucoa and are Ready to Promptly Supply Your Needs:

BRITISH COLUMBIA:

Vancouver -Urquhart & Company, Limited, 98 Powell St.

MANITOBA:

Winnipeg A. H. McIntosh Company, 648 Mulvey Avenue.

ONTARIO:

Hamilton — Fearman Bros., Limited.
Toronto — Canadian Packing Co., Limited.
Peterboro—Canadian Packing Company, Ltd.

QUEBEC:

Montreal — Canadian Packing Company, Ltd.
Hull—Canadian Packing Company, Ltd.



Eight years ago we created **Nucoa**—the original spread for bread made entirely of sweet nut oils and pure pasteurized milk. Now more than 50 million pounds are sold yearly. **Nucoa** sells readily to all classes of people. While its price is a moderate one, its pure wholesomeness and delicious flavor has earned it a place on the tables of rich and poor alike.

Just try **Nucoa** on your own table. You will find that it has more quality and nourishment than almost any other product sold as a spread for bread. It is absolutely free from animal fats.

The call for **Nucoa** is the steady, every-day kind —the sort of demand which grocers like. Nucoa quality brings repeat orders.

There is a splendid margin of profit on **Nucoa** and it will bring customers to your store from a dozen blocks around.

Recommend **Nucoa** to the thrifty housewife who wants to keep down her household expenses and still maintain the quality of her table. She will like it. **Nucoa** is equally well adapted to cooking, too.

Nucoa is always the same. That is why it is a fast and profitable turnover, why over 50 million pounds are used yearly.

If **Nucoa** is not already in your stock, communicate with your jobber without delay.

THE NUCOA COMPANY

Nucoa Building

Fourth Ave. at 23rd Street, New York City.

T3378.

QUALITY TELLS.

The Demand For

"KKOVAH" CUSTARD



is constantly increasing, it makes satisfied customers, and increases business.

You can't offer Food Products of any higher quality than those bearing our trade mark

"KKOVAH"

THE BEST only is good enough for your customers.

SUTCLIFFE & BINGHAM (of Canada) Ltd.

TORONTO, Ont. MANCHESTER, Eng.

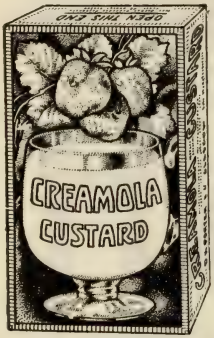
Distributed in Canada by

LANGLEY, HARRIS & COMPANY, LIMITED

WINNIPEG TORONTO MONTREAL

Their Quality and Flavor Sells Them

Complete Stocks Held in Toronto Quick Service



CREAMOLA

"THE QUEEN OF CUSTARDS"

Creamola Custard is strictly a high-grade line made from the finest ingredients procurable.

CREAMOLA

BRAND BLANCMANGE

—a line that is proving a fast seller. Can be used by itself or served with fruits.





CREAMOLA

BRAND CRYSTAL JELLY

Creamola Jelly cannot be equalled for flavor and quality. Ten distinct flavors.

Those who display and recommend these lines are certain of a large turnover and good profits

Creamola Food Products Ltd.

GLASGOW, SCOTLAND

Canadian Representative : DONALD F. PORTER

170 Portland Street *Phone Adel. 7704* ***TORONTO***

Quaker Talks

We Advertise FOR YOU!

The big advertising campaign for Quaker Oats now running in papers from Coast to Coast is YOUR campaign. It is intended to promote better business in YOUR town—for YOU.

We Lower the Price FOR YOU!!

Quaker Oats and Tillson's Oats at prices recently announced are showing you an increased profit per case. The advertising is producing a greater volume of sales. You benefit both ways.

We Make Selling Easy FOR YOU!!!

We provide window sheets, store cards, dummy packages and other advertising matter, so that your store can be made to stand out as a "Quaker" store. Write us for store display material. We pack Quaker Oats in Sealed Cartons Only—making them easier and more profitable for YOU to handle. We maintain the Quaker Standard of Quality in every package—thus assuring repeat orders for YOU.

Is There Any Other Way We Can Help You?

We want YOU and every other dealer in the Dominion to realize that we are more interested in getting Quaker products off your shelves than in getting them on.

We want you to write us freely —make any useful suggestions— but above all, **be sure to let us know how we can be helpful.**

Let's get together NOW.

THE QUAKER MILLS

PETERBOROUGH and SASKATOON



There Is No Satisfactory Substitute for High Grade Japan Tea



Our New Season's importation of first crop teas is now in, and the quality is exceptionally fine.

"SEAL BRAND" and "INDIAN CHIEF"

In half and one-pound packages, and "No. 1 HIGH GRADE" in 20 and 40-lb. caddies are worthy of your consideration.

Samples and Quotations on Request.

CHASE & SANBORN - MONTREAL

IMPORTED FROM BELGIUM

"SOLEIL" PEAS

1922 CROP

HAVE NOW ARRIVED

There are more Soleil Peas sold in Canada than any other Imported Brands. The reasons for this are Uniform High Quality, Moderate Prices, and permanent advertising.

If you are not acquainted with the Soleil Family, write us for samples immediately after a comparison with other brands carried in stock, you will be convinced that Le Soleil Peas will please your customers better and increase your trade permanently.

THE COMPLETE LINE

Sur Extra Fins	**100½ Kilo Tins**
Extra Fins	**100½ " "**
Très Fins	**100½ " "**
Fins	**100½ " "**
Mi-Fins	**100½ " "**
Moyens No. 1	**100½ " "**

5 cases assorted or one kind 5%. 10 case lots 7½%.

25 cases or over, 10% Trade Discount.

All in illustrated tins, every tin guaranteed.

PRICES ON DEMAND

Ex Store. **Net 30 days.**

SHIPPED FROM

Montreal Warehouse,
584 St. Paul Street West.

Ottawa Warehouse,
160 Nicolas Street.

LAPORTE, MARTIN, LIMITEE

Wholesale Distributors.

TEA TEA

ONE OF OUR BEST BLENDS:

"FLOWERDALE"

B. ORANGE PEKOE

—a high-grade tea of exceptional flavor and aroma **that will speed up your tea** sales just as it has done for thousands of leading grocers.

Flowerdale is the result of a quarter of a century's blending experience.

Constant exacting tea-cup tests maintain its rich full flavor and high standard quality year in and year out.

Flowerdale is our big leader, but we have other notable blends that will please both you and your customers.

Write for samples and quotations.

R. B. HAYHOE & CO.

Importers

7 Front Street E. - Toronto, Canada



Sunset Quality

Has Never Been Approached By Any Other Household Dye

Because: when the making of a powdered dye is finished, that is where the real manufacture of SUNSET begins. It is then that we put into each cake the "know how" of the professional dyer that makes such wonderful results, so easy to obtain with SUNSET.

It costs real money to put this quality in, and there is no margin for the bait of "free goods"—but there is the positive assurance to the dealer that he is selling in this trade the finest household dye ever manufactured in any country—bar none. Your customers know this quality and that makes SUNSET a sure repeater.

SUNSET SOAP DYES

ONE Real Dye For ALL Fabrics

Sales Representatives

HAROLD F. RITCHIE & CO., Ltd.
10 McCaul St., Toronto, Can.

Manufactured by

NORTH AMERICAN DYE CORPORATION, Ltd.
Toronto, Canada

SUNSET—Costing more to manufacture—having more merit—giving better service—creating a better opinion from all who handle it—will maintain its standard, the highest—and its price 15c. will not be changed.



EVERYBODY SATISFIED!

Customers are well pleased because Dominion Matches are strong and reliable. Heads do not fly off and they are non-poisonous.

Dealers are satisfied because the Matches are safe, the profit is good and there are no complaints.

Manufactured by THE DOMINION MATCH CO. LIMITED. DESERONTO, ONT.

DOMINION MATCHES

Put "Bee Hive" on your Front Counter



Try a display of a few tins of "Bee Hive" Corn Syrup right now.

Put them where your customers will see them. Suggest "Bee Hive" to your telephone customers.

You can tell them all that a better quality or more nourishing table syrup cannot be made.

Nothing finer for breakfast these cool mornings, for griddle cakes, waffles and other table uses. Sold by all wholesale grocers.

St. Lawrence Starch Co. Limited

Port Credit, Ontario

Also makers of Durham Corn Starch and Ivory Gloss Laundry Starch.



This Brand gives you QUALITY at the LOWEST price. We will quote you OYSTERS in shell, in bulk or in GLASS. WRITE TO-DAY for a trial shipment. You will be surprised what a demand will be created for you on "SALTESEA" OYSTERS.

THE

OCEANIC OYSTER COMPANY OF CANADA

LIMITED

Established in 1912 MONTREAL

"Royal Salad Dressing is the best on the market"...

—says this aggressive Kingston, Ont., Grocer

"Royal is the best salad dressing on the market and we always recommend it although we handle other lines"—says Mr. McCrae, proprietor of the McCrae Grocery, Kingston, Ontario. The McCrae Grocery is one of Kingston's leading grocery stores and its large yearly turnover stamps it as a most progressive one.



Many thousands of the best grocers from Vancouver to Halifax share the same view about this delightful, high-grade salad dressing. They have found that it is not only the most profitable to sell but also the most satisfactory to recommend.

"Royal" Mayonnaise

is a milder dressing than Royal Salad Dressing. It is especially prepared for use as a tempting dressing for fruits, salads, etc. The excellent flavor and great economy of these two "palate ticklers" never fails to bring fast, profitable, repeat sales.

Order a good supply of these two "Royals" now and cash in on the big "social season" demand.

The Horton-Cato Manufacturing Co.

Windsor, Canada

"CANDY DAY" IS FAMILY DAY



Take home a package of delicious, wholesome

MACKINTOSH'S Toffee-de-Luxe

Everyone will like it and it's good for them all, from Granny to The Baby, because it is pure.

Sold by all dealers in 10c. and 25c. packages, or by the pound.

MADE IN ENGLAND

JOHN MACKINTOSH & SONS, LTD., Halifax England





Take a Package Home To-day



MACKINTOSH'S Toffee-de-Luxe

There are a number of imitations of Mackintosh's—the original toffee—but none can equal its delicious flavour. Its wholesomeness, its goodness.

Unlike other toffees, Mackintosh's always retains its original creamy freshness. Made in England, it is specially packed in hermetically sealed tins for export to Canada, and keeps under all climatic conditions.

Mackintosh's Toffee-de-Luxe is a real food as well as an appetizing confection. Its chief ingredients are cream, butter and sugar, three essential foods—good for young and old alike.

At all dealers in 10c. and 25c. packages or by the pound.

JOHN MACKINTOSH & SONS, LTD., HALIFAX, ENGLAND

Stimulating Sales of MACKINTOSH'S Toffee-de-Luxe for Canadian Dealers

Here are a few of the advertisements which are stimulating sales of Mackintosh's Toffee for the Canadian trade. They are appearing in leading daily newspapers throughout the Dominion.

Are they working for you? Are you meeting the demand that is being created? Are you keeping well stocked with the original toffee—Mackintosh's—the old favorite—popular the world over?

Mackintosh's is specially packed for the Canadian trade, and comes to you in hermetically sealed tins right from the huge plant at Toffe Town, Halifax, England.

Link up with this advertising now. Write to-day for prices to our Toffee Town, Halifax, England.

Hargraft & Sons, Limited
505 King Street East, Toronto.

Harold V. Pratt (of Canada) Ltd.
325 Railway Street, Vancouver, B.C.

JOHN MACKINTOSH & SONS, LTD., HALIFAX, ENG.



RAH! RAH! RAH!

Let's Get

MACKINTOSH'S Toffee-de-Luxe FOR HALLOWE'EN

ALL DEALERS SELL IT
in 10c and 25c Packages or by the Pound

MADE IN ENGLAND by
JOHN MACKINTOSH & S

Father Says



"I take it home for the children"—but the kiddies say that it is only an excuse for father and mother to enjoy their favourite candy.

The wholesomeness and tasty goodness of

MACKINTOSH'S Toffee-de-Luxe

make it the family sweetmeat. The nourishment it contains comes from fresh butter, thick cream and pure sugar, three essential foods.



The best toffee made in England. Exported to Canada. Take a 10c. or 25c. package home for your children tonight. Also sold by the pound. *At all dealers.*

JOHN MACKINTOSH & SONS, LTD., HALIFAX - ENGLAND

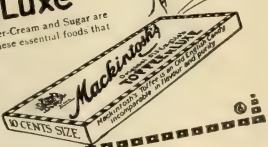
Mother is not Afraid of Her Children eating too Much MACKINTOSH'S Toffee-de-Luxe



She knows it is good for them. Butter-Cream and Sugar are its chief ingredients, and it is upon these essential foods that all children thrive.

Made at Toffee Town, Halifax, England, it is specially packed in hermetically sealed tins to retain all its original flavour and purity. Get a 10c or 25c package at your dealers. Also sold by the pound.

JOHN MACKINTOSH & SONS, LTD., HALIFAX, - ENGLAND.



BETTER Brooms mean BETTER Profits



..... Our BROOMS are an absolute guarantee of both . . . . .

You can't afford to let your customers go across the road because they can't buy a good broom from you — neither can you afford to miss the extra profits that come from selling Waterloo Broom and Brush Company's "out of the ordinary" brooms. Here are just a few reasons why grocers find them so profitable — a broom expert of 40 years' experience personally superintends their manufacture — only the finest selected, clean broom corn is used throughout — they're well sewn, well shaped, full topped, short, plump and perfectly balanced.

If you could see the care we exercise in their processing you would understand why so many housewives find **they outlast two** ordinary brooms — why so many grocers find they outsell any others. Our price list will please you.

Waterloo Broom and Brush Company, Limited. Phone 286 WATERLOO, ONT.



Its greater strength and purity makes it most economical.

Thrifty Housewives Prefer Cow Brand Baking Soda

The strength and absolute purity of this old-established favorite makes it the most economical Baking Soda.

CHURCH & DWIGHT LTD., Montreal

Old English Xmas Pudding (Basins and Tin Moulds)

MINCEMEAT LEMON CURD
CHOICEST STILTON CHEESE

Price Lists and Further Particulars:

TEBBUTT & COMPANY

"Established upwards of a century."

A. C. CHAPMAN, 318 Dorchester Street West, Montreal.

The Works, Melton Mowbray, England.

Headquarters
—for—

GELATINE

THIN LEAF
IN
POUND PACKAGES

SHEET IN BULK

GROUND
ALL GRADES FOR
ALL PURPOSES

ALSO
THAT POPULAR
RETAIL PACKAGE

WHICH MAKES

TWO QUARTS
OF PURE
SPARKLING JELLY

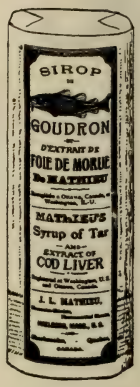
CANNON CANADIAN CO., LTD.

361 Sorauren Ave.
Toronto, Ont.

81 Grey Nun
Montreal, Que.

MATHIEU'S

SYRUP OF TAR AND COD LIVER EXTRACT



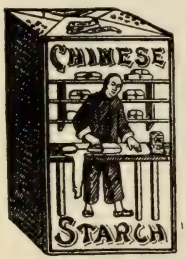
40 Years
Canada's Leader

Knocks a cold quickly.

NOW is the season to push **Sales.**

Order from your Wholesaler or direct from

J. L. MATHIEU CO., SHERBROOKE, QUE.



CHINESE STARCH

enjoys a big sale in all parts of CANADA

ARE YOU SELLING IT?

A good display in your store will help increase your sales. "TRY IT!"

ALL OUR PRODUCTS ARE SPLENDID SELLERS

SPECIAL
CHEF BRAND FRENCH MUSTARD
IN GLASS MUGS
Sells on Sight. Big Profits.

Self-Raising FLOUR
CHEF BRAND
Packed in 3 and 6 lb. bags
ORDER CHEF BRAND
the profits are good

THE OCEAN MILLS CO., LTD., Montreal

A friend of yours—"The Lady of the House"



HER confidence is yours if you recommend the famous O.K. Apples. New customers will buy from you if they know you are selling this noted Brand.

Order Now!

Your Jobber will Supply you.

Okanagan United Growers, Ltd.
VERNON, B.C.

Growers of the famous "O.K." Apples and "O.U.G." soft fruits.

MACDONALD'S



The Tobacco with a heart

GOOD NAME

The quality of the good name is stamped all over Macdonald products.

This **good name** quality is a dealer asset. It adds a value above that of ordinary merchandise to every Macdonald product in your stock. "Since the Fifties," the Canadian dealer has benefited through Macdonald association.

To-day the Macdonald good name value is greater than ever. It is identified not only with the great old-line Macdonald products, but with such a sterling cigarette attraction as British Consols—the most satisfactory Macdonald creation ever known.



MATHIEU'S



TWO SAFE AND EFFICIENT REMEDIES EVERY GROCER SHOULD STOCK—

MATHIEU'S SYRUP OF TAR and COD LIVER OIL

Here is a remarkably good seller that has earned a national reputation for its efficiency in the treatment of coughs, colds, la grippe, etc. It not only cures obstinate colds, etc., but it also has a tonic effect on the system. It's up to you, Mr. Merchant, to bring the merits of this effective remedy before your customers, because every satisfied user will be a booster for your store.

MATHIEU'S NERVINE POWDERS

A harmless preparation of the purest ingredients that is unequalled in the treatment of headaches, neuralgia, nervousness, etc. Contains absolutely no harmful drugs and, like every one of the other members of the **Mathieu family**, it has won confidence and satisfaction wherever sold.

J. L. MATHIEU COMPANY

—PROPRIETORS—

SHERBROOKE QUEBEC

AYLMER BRAND
Vegetable Soup
New Pack

This is the season of the year when AYLMER BRAND Vegetable Soup is in greatest demand.

Cool days and cool nights create hearty appetites and your customers will be asking for this choice, new pack of Aylmer Brand Vegetable Soup.

Better order from your jobber now and be prepared to supply the demand.

An attractive window display will materially increase your sales.

High in Quality, Low in Price.

DOMINION CANNERS LIMITED

HEAD OFFICE - HAMILTON, ONT.

IF YOU HAVE NEVER STOCKED
Old Tyme Maple Butter

Just Try it Out!

You'll find it a favorite with housekeepers.

Old Tyme Maple Butter makes quick and delicious icing for cake, sauce for pudding, filling for sandwiches or spread for hot toast or tea biscuits.

Guaranteed absolutely pure and unequalled for quality.



Write for prices. All orders filled through jobbers.

Canadian Maple Products Limited

250 Van Horne Street, Toronto

REPRESENTATIVES:

Manitoba, Saskatchewan and Alberta—
W. H. ESCOTT CO., LIMITED, Winnipeg, Man.
Quebec—
A. DUMOULIN & CO., 157 Commissioners St. E., Montreal, Quebec.
British Columbia—
McNEELY'S LIMITED, Vancouver, B. C.
Maritime Provinces—
SUPPLIES, LTD., Kentville, Nova Scotia.



Skilled operators select the good Walnuts for Diamond Brand

DIAMOND Walnuts are inspected and selected Walnuts. They must measure up to a high standard of quality.

When they come into the big packing houses, they must pass on a long moving belt before the keen eyes of skillful operators who quickly throw out all the nuts that are misshapen or below standard for any reason.

Thousands of pounds of Walnuts are discarded in this one process alone each year by these inspectors.

After this careful hand sorting, the Walnuts are tested in other ways — tested by weight to assure full-meated nuts, graded for size to give you uniformity, and crack-tested to enable us to see the quality of meats that you are getting.

Diamond Walnuts are those which pass all these tests by a fair and generous margin. They are the good Walnuts from 4,000 California Groves.

Such Walnuts give satisfaction. They bring the repeat orders. They are the big profit-makers.

Order your supply of Diamond Walnuts from one of our wholesale representatives. You'll find them in every city. Be sure to stock Diamond Walnuts in hundred-pound sacks, and Diamond Shelled Walnuts in 8-ounce cans and in 3-ounce glass jars.

RETAILERS—If your wholesaler does not have Diamond Walnuts he can get them for you quickly from Sainsbury Bros., Ltd., at any of their four branches.

WHOLESALERS—Sainsbury Bros., Ltd., are the exclusive brokerage representatives in Canada for Diamond Walnuts. They will serve you promptly and efficiently from any of their four branches.

SAINSBURY BROTHERS, Ltd.,

116 St. Nicholas Bldg., Montreal, Que.; 59 Upper Water Street, Halifax, N.S.; 35 Front E., Toronto, Canada.; Conf. Life Bldg., Winnipeg, Canada.

DIAMOND BRAND

DIAMOND *California* WALNUTS

Crackin' Good Walnuts

Langlois Limited

Wholesale Grocers



MR. CHAS. J. P. LANGLOIS,
President and Manager.

Storage and distribution in all lines of food products.

If you are buyer or seller of Barley, Beans, Peas, Rice and Dried Fruits write us. We have the best connections. Get in touch with us.

113 ST. PAUL ST., QUEBEC, P.Q., CANADA

Christmas Crackers
Bells *and* Decorations
Colored Crepe Paper
Stockings, Balloons
School Supplies

Novelties and Smallwares of all kinds

De Luxe Papeteries, a high class box of Stationery splendid for Christmas gifts, specially priced at $2.60 per dozen.

If Service and Prices Count Mail us an Order

Canadian Smallwares Co.

53 Front St. E., Toronto

OURY, MILLAR & CO'S
GELATINES

still maintain their High Reputation for Quality

PURITY, CLARITY,
STRENGTH and REGULARITY
Always CONSISTENT

Acknowledged to be the best productions by the most discerning buyers of gelatines throughout the world.

All grades of powder, sheet and fine leaf gelatines. Samples and prices may be had on application to our agents:—

F. S. JARVIS & Co.

18 Toronto Street - Toronto

TELEPHONE: MAIN 6376 CABLES: GELGAR TORONTO

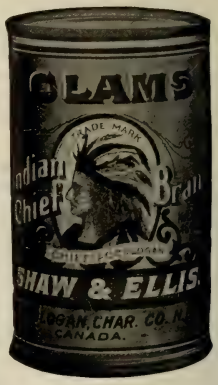
OURY, MILLAR & CO.

9 Mincing Lane, London, England

CABLES: OLMENTH,- FEN., LONDON

you can't sell a better clam than

INDIAN CHIEF

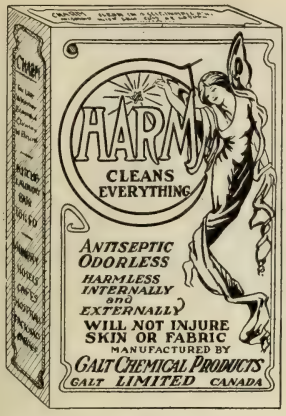


Canned the day they are taken from the clam beds. Packed under clean, sanitary conditions. Every tin uniform. A steady seller on the Canadian market for many years.

Order from your wholesaler or write us direct

SHAW & ELLIS

Pocologan - New Brunswick



CUTS GREASE
SAVES SOAP
SOFTENS WATER

You are Missing Big Extra Profits if you are not selling

CHARM
CLEANS EVERYTHING

Washing dishes and washing clothes are two features of housekeeping that women dread—that is those who have never used **Charm.** If you want to win appreciation and steady profitable sales from your customers just tell them that half a teaspoonful of this labor-saving cleaner in their dish water will cleanse dishes thoroughly and quickly without the old-time trouble—that a little in their wash tub will save rubbing, cleanse the clothes quicker without injury and leave them snowy white—that Charm won't harm their hands, it always leaves them soft and white.

Once they use it you can gamble on it they will never be without it—for Charm cleans everything **better.**

Charm is well advertised and it's proving a remarkably fast profitable seller. Why not get your share?

Galt Chemical Products

Galt, Ontario



Examine Your Ladder

There are manufacturers to-day who are not getting the profits they expect out of their business. It will be found in many instances this is due to a missing rung in their business ladder. That rung is

Dealer Co-operation

Without the good-will and support of the merchant, the business ladder is imperfect. It cannot be readily scaled to the "Profit" and "Success" rungs at the top, unless the Dealer Co-operation rung is in the proper place.

The following trade newspapers, all leaders in their respective fields, offer manufacturers the most economical and effective method of securing the co-operation and sympathetic support of the dealer:

Canadian Grocer
Dry Goods Review
Men's Wear Review
Canadian Automotive Trade
Hardware and Metal
Druggists' Weekly
Bookseller and Stationer
Sanitary Engineer

All Published by

The MacLean Publishing Co., Ltd.

143-153 University Ave., Toronto

Also publishers of **Financial Post**, **MacLean's Magazine**, **Canadian Machinery**, **Power House**, **Marine Engineering News**, **Canadian Foundryman** and **Printer and Publisher**.

ACME PELLETS

In 5lb. decorated glass-front tins.



In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes

Also put up in 5 lb. paper boxes

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY
MONTREAL
—WE SELL THE WHOLESALE TRADE ONLY—

Sells as freely as it Runs

Because week in, week out, the year through, striking advertisements impress its superfine qualities and suggestive name upon housewives everywhere.



SIFTO SALT and Century Salt

Seasons all your Sales



with the satisfaction which its sparkling whiteness and appetizing flavor give to your customers and the pleasure which regular profits bring to yourself.

DOMINION SALT CO. LIMITED
Sarnia - Ont.

116



MR. GROCER,—

All stoves are bound to have grease spilled on them, so why not recommend a polish that will cut this grease as well as give a high lasting lustre?

Nonsuch Liquid Stove Dressing will do it.

Order a case from your wholesaler to-day.

"MADE IN CANADA"
By
The Nonsuch Mfg. Co., Ltd.
TORONTO



Selling Agents for Manitoba, Saskatchewan and Alberta:

STROYAN, DUNWOODY CO., Confederation Life Bldg., Winnipeg.

Agents for British Columbia:

QUELCH & STERLING Vancouver, B. C.



Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario



Yacht-Club
Brand

**the guarantee of perfection in quality,
the assurance of satisfaction to your customers,
the means of a good profit to you,
and a steady demand at all times.**

A FRENCH BRAND That Has
A WONDERFUL REPUTATION

Feature
"YACHT-CLUB"
It Pleases Everybody



**Sardines, with bones & boneless
Filets of Mackerel,
Filets of Tuna,
All packed in Purest Olive Oil**

C. A. LEFEBVRE & CIE.
Board of Trade Building, Montreal
Sole Agents for Dominion of Canada, Michigan State & Chicago, U. S. A.

GRIMSBY BROKERAGE COMPANY

CODES:
A.B.C. 5th Edition
Bentley's.

106 Bay Street, TORONTO, CANADA

CABLE ADDRESS:
"Gimbrokco" Toronto.

Import and Export Commission Agents

offer foreign manufacturers and shippers a specialized selling service in the Province of Ontario covering

Wholesale Grocers, Druggists and Manufacturing Confectioners.

Correspondence Invited

Frank W. Robinson, President



Brodie's XXX Flour
Sells Well For All Baking Purposes

You will find your customers more than satisfied with this excellent flour.
It has been a real good seller for years and still has that reputation which will bring you profitable returns. Write to-day for a stock of Brodie's and display it prominently either on counter or in window.

Brodie & Harvie, Limited
Bleury St., Montreal

Quebec Agents: **J. B. RENAUD, INC., Quebec**

SPEEDY DELIVERY

CHOICEST CATCHES

Try

HATTON'S SERVICE



When You Need FISH *and* OYSTERS

Send Us Your Orders

You will be more than pleased, not only with the high Quality, but also with the speed with which

WE FILL YOUR REQUIREMENTS

FREE Attractive Display Sign For Your Window

Write for it. NOW IS THE SEASON FOR **BIG SALES.**

D. HATTON COMPANY

Established 1874 ***MONTREAL***

SPLENDID PROFITS

ALWAYS FRESH



RELIANCE WATER-GLASS

In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg



OAKEY'S

"Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1. Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 84-86 Richmond Street East, Toronto; Frank Manley, 290 McDermot Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

CANNON'S GELATINES

Have you tested the product of the new plant?
They are justly acclaimed

THE WORLD'S PREMIER GELATINES

Samples gladly sent on request.

CANNON CANADIAN CO. LTD.

Toronto **Montreal**

Carrying a Good Standard Product like

STICKNEY & POOR'S "Extra Fine" MUSTARD

will make a great difference to you in your sales



"Extra Fine" is just what its name implies — "Extra Fine" in Quality, Color and Flavor.

Order by name from your jobber.

Your co-operating servant,

"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to 153 University Ave., Toronto.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Cheque / Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.

Bradshaw's

Printed

Aluminum Foil Wrappers

Leading manufacturers from coast to coast are using Bradshaw's Foil Wrappers, with great success. Write for samples and prices. Our service department will appreciate the opportunity to widen your ideas.

"MADE IN CANADA"

Headquarters for

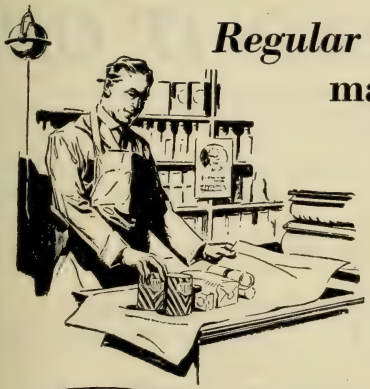
WAXED PAPERS

TIN and COMPOSITION FOILS

BRADSHAW'S LIMITED

Atlantic Ave. *Toronto*

Regular KLIM customers make good *grocery* customers





THE more articles of ordinary daily consumption you can get people to buy in *your* store, the more regular day by day customers you'll have. And of course, the *regular* customers are the real profit producers.

That's one reason for your making KLIM one of your leaders. The more housewives you can get to use KLIM regularly, the greater your sales —not only of KLIM—but of all other grocery articles. It's worth while to display KLIM and to talk about it to every one of your customers until they become your regular KLIM customers.

At your jobbers in one-half, one, and ten-pound containers.

CANADIAN MILK PRODUCTS LIMITED

10-12 St. Patrick Street, Toronto, Ont.

319 Craig Street, W.
Montreal, Que.

428 Main Street
Winnipeg, Man.

British Columbia Distributors: **Kirkland & Rose, 130 Water Street, Vancouver**



Now is the time and this is the place to order

XMAS FRUITS And FANCY GROCERY LINES

It will pay you to try Lloyd service this Xmas. Seven direct lines out of Stratford make it the quickest shipping centre and this feature together with our unsurpassed warehouse facilities and fresh comprehensive Xmas stocks enable us to give unparalleled service.

Fast Service
High Quality
Fair Prices

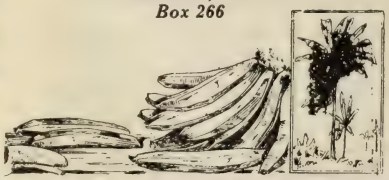
By buying your Xmas fruits from us along with your grocery order we can save you **double freight and double cartage.**

Last minute Xmas rush orders are our specialty. Our prices will please you. Write, wire or phone your order at our expense. We'll see you get it when you want it.

JAMES LLOYD & SON

Wholesale Importers - General Commission Merchants

Stratford, Ont.
Box 266



57

Testing and Tasting

Heinz Food Products are as good as skill and knowledge can make them.

In the Heinz experimental kitchen a chef dedicates his ability to the task of improving the 57 Varieties. Continuous research and experiment serve ever to advance their quality. Any new product considered for manufacture is thoroughly tried by experiment and by tasting committees. It must pass severe tests before it is considered worthy of being added to the list of Heinz Products, and not until we are sure that it is the best in its line is it put on the market.

This quality will serve you by making the 57 Varieties increasingly popular with your patrons.

H. J. Heinz Company

57 Varieties

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, ONTARIO.



Attractive Displays to Sell

INTERLAKE TOILET PAPERS

No Grocer can expect to sell merchandise, no matter how good the quality may be, by keeping it out of the range of the public eye. Not only must he have the goods, but he must show them.

It is good business, with a commodity like Toilet Paper, to sell brands known to the Public, such as "Interlake," "Old Dutch," "Blue Bird" and "White Cross." The public has confidence in Interlake Toilet Papers. Enterprising dealers appreciate this.

Interlake Tissue Mills Co.
MERRITTON Limited CANADA

HEAD OFFICE: 54 University Ave., Toronto, Canada.
SALES BRANCH: McGill Building, Montreal, Canada.









Kolacafé

REG'D

The rich mellow flavored coffee

If your Wholesale Grocer cannot supply you, write:
Agent for Ontario: George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

Georgian Bay District Apples

The Northern Spy is very small crop in this district this year.

Correspondence solicited.

LEMON BROS.

OWEN SOUND, ONT.

Sell

Shirriff's MARMALADE

--You'll soon find out the big demand for it when you let them know you sell it.



Imperial Extract Co., Toronto

BABY'S OWN SOAP

50% PROFIT

Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.

Ye Olde



Plum Pudding

For 72 years we have been manufacturing in ever increasing numbers Plum Puddings of quality for the Canadian Christmas trade.

This year "Christie's" bakers have secured a particularly delicious flavour in the Christmas Puddings and are producing a quality that will be long remembered. The puddings are put up in two sizes—"C" size 2 pounds and "E" size 3 pounds—are contained in attractively decorated carton bags, as shown above, and they will add materially to your Christmas display.

Some years we have been unable to fill all our orders on this line. This year we would like to satisfy all our friends in the trade and might we suggest so that we may co-operate more effectively with you that you now consider your Christmas and New Year requirements.

"C" size—2 lb. "E" size—3 lb.

CHRISTIE, BROWN & CO., LIMITED

TORONTO, CANADA



THE ELITE

Of the Atlantic Ocean

Glacier BRAND Sardines

are packed the same day as caught from the choicest sardines that are netted. **Imported Olive Oil** of the highest quality is used in preparing **GLACIER Brand SARDINES.** Packed in the most up-to-date fish canning factory in Canada.

WE OFFER YOU AN EXCELLENT CANADIAN PACKED SARDINE

That compares in **quality** with imported brands at a price that will enable **YOU** to sell them at a popular price.

"GIVE GLACIER BRAND A TRIAL"

Jutland BRAND Sardines

The **Twin Brother** of **GLACIER** Brand and a favorite with the Canadian trade.

A big seller at a popular price.



STOCK THESE TWO POPULAR BRANDS
THEY SELL—AND PAY YOU A NICE PROFIT

Order from your Wholesaler

CONNORS BROS., Limited - Blacks Harbour, N.B.



Take a tip from an "OLD ONE" who knows

"KILTIE" BRAND PINK SALMON

Their exceptional flavor, firm textured meat and lower cost, more than recompenses for their slightly lesser degree of color than "Sockeye" salmon.

Be sure you ask for "Kiltie's"
There is no substitute.

Wallace Fisheries, Limited

Vancouver, B.C.


Remember
O-Cedar Polish
Cleans as it Polishes
You can use O-Cedar Polish with confidence as it does not contain any injurious substances.
Use O-Cedar Polish "the O-Cedar Polish Way" with water. To prolong the high hard lustre, use O-Cedar on your dusting cloth. For Mission surfaces use O-Cedar without water.
Where you have used an oil or polish that has proved unsatisfactory before using O-Cedar, wash the surface with Castile Soap and water. Then apply the O-Cedar Polish Way.
Manufactured and Guaranteed by
CHANNELL LIMITED
Toronto Canada
Use O-Cedar Polish
The O-Cedar Polish Way
Wet a piece of cloth in water
Wring out it most
Pour on Polish
Go over surface to be cleaned
Polish with dry cloth. Slight rubbing gives products a hard dry lustre.
Copyright 1922

O-Cedar *is a* FURNITURE Polish



Owing to the fact that O-Cedar Polish was first introduced to the public in connection with the O-Cedar Polish Mop, many women still regard this product as exclusively a **Floor** Polish.

You know it is more than that.

It is first and foremost a Furniture Polish, and should be sold as such.

Our 1922 Advertising in Newspapers tells women to use O-Cedar Polish on their finest furniture—gradually the mistaken notion that O-Cedar is only a Floor Polish is being eradicated. Yet a recent investigation shows that a large proportion of housewives still ignore this important use of our product.

We Need Your Help to Set the Women Right

Bigger business will result for every merchant who will co-operate with us in telling women that O-Cedar is a FURNITURE Polish.

Whenever you sell a bottle or a can just ask the customer:

"Do you use O-Cedar on your furniture?"

If she says "No," then explain that O-Cedar Polish is primarily a Furniture Polish, although of course it is excellent for floors as well.

Retail Prices:

O-Cedar Polish in Bottles, **30c** and **60c**. In Tins, **$1.50, $2.50, $3.50.**

O-Cedar Polish Mop, large size, triangular shape, **$2.00.** O-Cedar Dusting Mop, large size, triangular shape, **$2.00.**

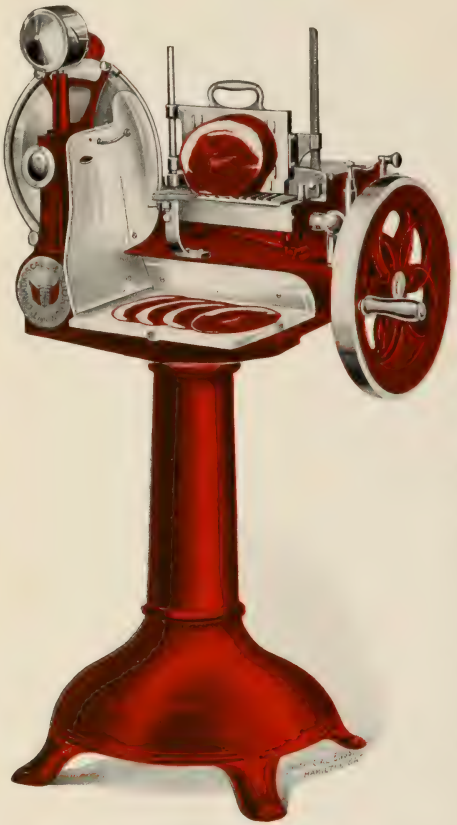
O-Cedar Polish Mop, small size, triangular shape, **$1.25.**

CHANNELL LIMITED - TORONTO

WHY A SLICER?

Read what the KING'S MEAT MARKET, who have three busy stores in Toronto, have to say about

THE RED BIRD



2832 Dundas St. W. Phone Junc. 4792.
1727 Bloor St. W. Phone Junc. 6146.
569 St. Clair Ave. W. Phone Hillcrest 7675M.

King's Meat Market
Toronto, Oct. 26th, 1922.

The Canada Slicer Corporation,
182 College St., Toronto.

Dear Sirs:
Since installing our first Red Bird slicer about two years ago our bacon and cooked meat sales have steadily increased, due we believe to uniform slicing. We now use three of your machines and find the wide carriage very convenient in slicing breakfast bacon, also the clamp for cutting the ends and small pieces, in fact we have no waste as we now cut everything to the last slice.
Your Red Bird slicers have proven a great asset to our business and we desire to take this opportunity of expressing our appreciation.

Yours very truly,
John King, Senior.

The following are a few of hundreds of satisfied users of "Red Bird" slicers. We invite you to communicate with any or all of them as to the satisfaction and service they have received.

	No. of Machines	
Robt. Simpson Co., Ltd.,	2	Toronto, Ontario.
Imperial Dairy	6	Montreal, Quebec.
J. J. Noad	1	732 St. Clair Ave., Toronto, Ont.
Walter Paul	2	Montreal, Que.
W. S. Wright	4	902 Bloor St. W., Toronto, Ont.
The Sterling Meat Market	2	Hamilton, Ontario.
Frank Passafume	2	2020 Queen E., Toronto, Ont.
Bye Bros.	2	2549 Yonge St. 1052 Bathurst St., Toronto, Ont.
John Laird	1	Galt, Ontario.
J. Waddell	1	376 Sorauren Ave., Toronto, Ont.
Todd Bros.	1	Guelph, Ont.
Joseph Cooper	1	466 Queen St., Toronto, Ont.
A. Collins	1	828 Danforth Ave., Toronto, Ont.
Poole & Coy.	1	Woodstock, Ontario.
Geo. Fergusson	1	1104 Bloor St. W., Toronto, Ont.
Fryer & Squire	1	St. Clair Ave., Toronto, Ont.
Eik & Sons	1	Dunn Avenue, Toronto, Ont.
S. D. Sinclair	1	2269 Bloor St. W., Toronto, Ont.
E. Westbury	1	324 Silverthorne Ave., Toronto, Ont.
F. T. Phillips	1	1404 Danforth Ave., Toronto, Ont.
A. S. Phillips	1	Windsor, Ontario.
H. Newham & Coy:	1	Port Dover, Ontario.

MADE IN CANADA

Agents

TORONTO—Thos. Ferguson, 482 College St.
HAMILTON—E. M. Scott, 35 Mary St.
BRANTFORD—J. C. Thomson.
OTTAWA—Geo. Cameron, 223 Sparks St.

CANADA SLICER

Bowmanville,

The New WONDER SCALES



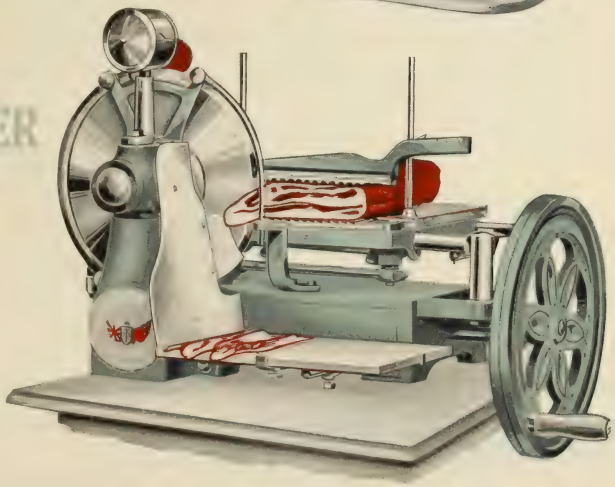
New in design
New in principle
New in chart arrangement

This is the scale, the new wonder scale that is revolutionizing the methods and process of weighing. It is a simply arranged combination of levers which require no adjustment or attention. All parts are fully guaranteed and it is practically impossible to put this scale out of order. This wonder scale is not affected by changes of temperature. All working parts are enclosed and cannot be tampered with. The savings, service and possibilities of this scale will interest you and the price is particularly attractive. Let us send you full particulars.

THE BLUE BIRD SLICER

Is designed for the smaller stores. It has the same high quality workmanship, the same steel knife and ball bearing grinder but it's just a trifle lighter in weight and somewhat cheaper. The Blue Bird defies competition for service and price.

You would be interested in the price we can quote on this slicer.



The Blue Bird

CORPORATION

Ontario

Agents

MONTREAL—Blackwell & Landry, 4 St. Lawrence Blvd.
PETERBORO—J. M. Payton.
LONDON—R. Rutledge.

PURE GOLD JELLY



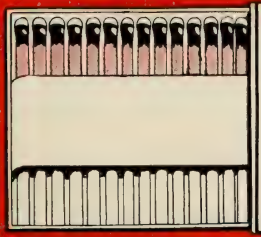
The new PURE GOLD jelly package is now ready for shipment. Our extensive advertising campaign, together with the superior quality of Pure Gold Jelly *"with all the flavor of the fresh fruit"* will greatly increase your sales—

—Please place your order promptly—

PURE GOLD MANUFACTURING CO. LIMITED TORONTO—WINNIPEG—HALIFAX

IT NEVER CRACKS SHRINKS OR FALLS APART. IT IS PRACTICALLY UNBREAKABLE.

EDDY'S INDURATED FIBREWARE IS EVERLASTING.



EDDY'S SILENT MATCHES

TREATED TO PREVENT "AFTERGLOW"

EDDY PRODUCTS

MEAN STEADY PROFIT FOR THE DEALER AND COMPLETE SATISFACTION TO HIS CUSTOMERS



THE E. B. EDDY CO., LTD. HULL, CANADA.

Branches at MONTREAL, TORONTO, HALIFAX, and LONDON, Ont.

AGENTS

SCHOFIELD PAPER CO., Limited, St. John.
JOS. EMOND, Quebec.
J. LUMLEY, Ottawa.
J. E. McEATHRON, Brockville.
T. H. STEWART, Kingston.
ALFRED POWIS & SON, Hamilton.
TEES & PERSSE, Limited, Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon.
TEES & PERSSE of Alberta, Limited, Calgary and Edmonton.
MITCHELL BROS., Victoria and Vancouver.

Brunswick Sea

sensational sellers that net

Unusually fine flavor, low price and high standard quality—these are the three big reasons why **Brunswick Brand Sea Foods** are such popular sellers from coast to coast. The excellent profit margin they offer and the speedy rate at which they turn over has made them a selling proposition of such high order that few grocers can afford to ignore them.



Connors Bros.
BLACK'S

Winnipeg Representatives:

Brand Foods

TRADE MARK

"out-of-the-ordinary" profits

Brunswick Brand (ready-to-serve) Sea Foods are processed and packed under the most rigid hygienic conditions, from selected catches, the moment they are brought in from the clear, cool ocean depths. They are then cooked to perfection, so that they are ready to serve on opening the tin. If you have never handled these remarkable products you have been missing big extra profits. Phone your jobber to-day and ask him for a trial supply.

¼ Oil Sardines
¼ Mustard Sardines
Finnan Haddies
(Oval and Round Tins)
Kippered Herring
Herring in Tomato Sauce
Clams



Limited

HARBOR, N.B.

Chas. Duncan & Son, Winnipeg, Man.



WHAT HEATHIZED MEANS

TO THE PURE FOOD MERCHANT

The Canadian Public are just waking up to the wonders of Vitamines in their food. No greater source of Vitamines exists than the dairy products of the country.

Dairy products are strong in Vitamines and the HEATHIZED PROCESS PRESERVES VITAMINES. Your customers thus get their necessary Vitamine supply in super-pure, delicious HEATHIZED Ice Cream and Butter. They don't have to acquire a taste for new or strange food; they don't have to consume bottles of patent medicine.

The facts on Vitamines have been put over to the Public in a big way and the advertising opportunity to you, as a pure food merchant handling HEATHIZED Dairy Products which are richest in Vitamines cannot be overlooked.

HEATHIZED manufacturers from coast to coast are planning increased advertising effort to put across to the Public the big idea behind HEATHIZED Butter and Ice Cream.

The HEATHIZED Process used in the manufacture of Butter and Ice Cream is acknowledged to be the greatest improvement in sanitary food preparation of a decade of scientific wonders and the greatest advance since pasteurization was invented.

HEATHIZED

MEANS:

Better Quality
Richer Flavor
Purity
Keeping Qualities
Vitamines

HEATHIZED

BUTTER is Purest and is guaranteed to Keep Fresh Until Used.

Let us tell you what is being done by ourselves and the licensed HEATHIZED manufacturers to bring the people into your store. Selling HEATHIZED Dairy Products will bring the best trade to your store, increase your profits and make your reputation as a high class pure food merchant.

Let's help you connect your business with this big opportunity. We're ready. How about you?
(About 50 of the best creameries in Canada are already LICENSED under Heath Patents.

A postcard will bring you full details or fill out the coupon NOW

CARBONATED PRODUCTS LIMITED (Patent Owners)
McKINNON BUILDING, TORONTO

Please send me information about the Heath method of protecting the cleanliness and purity of ice cream, butter and bread and how it will increase my business. Also name of nearest manufacturer from whom I can obtain a regular supply of HEATHIZED Butter or HEATHIZED Ice Cream.

NAME .....

ADDRESS .....



No wonder leading merchants speak so highly of

MALCOLM MILK PRODUCTS

There are no purer, richer or better flavored milk products in the world than **Malcolm's**—and more grocers each week are learning this fact to their profit. The rich creamy milk used in their preparation is obtained from regularly inspected sleek healthy cows in one of Canada's finest dairying districts. It is then analyzed, tested for butter fat, scientifically sterilized and processed in a modern sanitary factory. All **Malcolm** milk products have a rich creamy flavor that never fails to win fast, profitable repeat orders. Try a sample order.



The Malcolm Condensing Company Limited

ST. GEORGE ·· ONTARIO





All Grimsby Products are grown and packed right in the heart of the Niagara peninsula, well known as the Garden of Canada.

SELL THE GRIMSBY LINE

SELL THE GRIMSBY LINE



All Grimsby Products are grown and packed right in the heart of the Niagara peninsula, well known as the Garden of Canada.

SELLING AGENTS :

Nova Scotia:
HARRIS & ROOME
Halifax, N. S.

Quebec Province:
HARRIES & CROMWELL,
11 St. Sacrament St.,
Montreal.

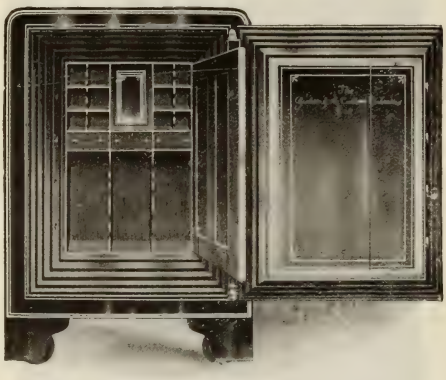
Ontario:
GRIMSBY BROKERAGE CO.,
106 Bay St., Toronto, Ont.

Manitoba, Sask., Alberta and British Columbia:
STROYAN & DUNWOODY CO.
Confederation Bldg., Winnipeg.



Has the Northern Ontario "Fire Fiend" taught you a lesson? . . . . . .

G. & McC. Safes



There is a G. & McC. Safe for every size and purpose at a fair price. Each one will bring your records safely through the worst fire.

How many merchants will recover their valuable records, books and papers from that inferno of smoldering, twisted wreckage left in the wake of the northern Ontario fire fiend? Scores and scores will never find a trace of them, others will find their charred remains. Had they been stored in a **Goldie & McCulloch** Safe, contents would have come through intact and many serious losses prevented.

Only a safe constructed as these sturdy fire-resisting G. and McC. Safes can stand tests such as this. Clever substitutes may mean the loss of all you possess. Don't forget the fire fiend is ever threatening us. What would happen to your papers if he came tonight?

The SAFES that have come triumphant through Canada's greatest fires for nearly 50 years

THE GOLDIE & McCULLOCH CO., LIMITED

Head Office and Works: **GALT, ONTARIO, CANADA**

"My EUREKA Refrigerator Paid For Itself In 6 Months" *says Belleville, Ont., Grocer*



EUREKA

REFRIGERATORS and FREEZER COUNTER CASES

"When I first opened my store," said Mr. E. A. Kellaway, aggressive Belleville, Ont., grocer, "I tried to get along without a good refrigerator but I soon found that I was rapidly losing money through spoilage and the fact that I could not display my perishables in an inviting enough manner to produce maximum sales. I then bought a large **Eureka Refrigerator** and **within six months it paid for itself.** My Eureka not only eliminates waste and deterioration but it enables me to display my perishables in a way that invites sales and brings me a better price."

For over thirty-six years Eureka Refrigerators have been increasing sales, preventing waste and saving ice for **more grocers, and provision dealers, than any other make of patent refrigerator.** Their ideal sturdy construction has earned for them a nation-wide reputation for greatest ice economy and perfect refrigeration. If you have a problem in refrigeration let us know it. We'll gladly help you solve it.

Eureka Refrigerator Co., Limited

Head Office : Owen Sound

Branches: Toronto, Montreal, Hamilton

Largest exclusive manufacturers of refrigerators in the British Empire.

Eureka Freezer Counter Cases are positively guaranteed to live up to the following—

To get below freezing and stay there if necessary (a small cake of ice can be made).

To keep meats not only overnight, but for weeks. That temperature can be regulated.

To maintain a perfectly dry atmosphere at all times, with a positive constant and natural air circulation.

That our Case will keep fresh meats as long and as well as any cooler.

One-year guarantee to replace any defective material.



Model 105. Size 40 in. by 36 in. by 10, 12, 14, 16 and 18 feet lengths.

JACK FROST

—Cuts refrigeration costs
—prevents waste; increases profits

"The JACK FROST Ice Machine reduced my Operating Costs One-Fifth"

Says W. SANDERSON
Preston, Ont.

Read what Mr. Sanderson says about Jack Frost Refrigeration on page 128 of this issue. Note the neat appearance of this remarkable machine as shown in photograph of Mr. Sanderson's store.

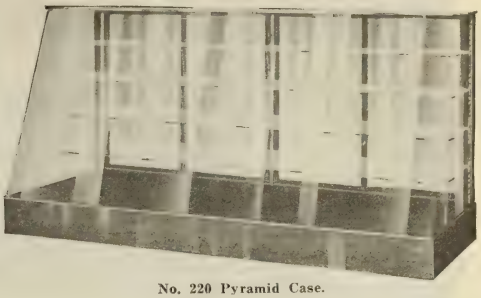


The
Jack Frost Ice Machine Co., Limited
Dundas Street Bridges, Toronto.
RYAN BROS. Winnipeg (*Exclusive Distributors*)
Port Arthur and West
GEO. CAMERON, 222 Sparks St., Ottawa
(*Exclusive Distributors*) Ottawa Valley

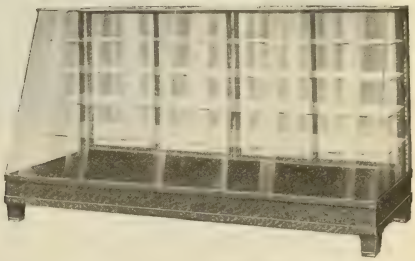
WALKER
Quality Fixtures

Walkers will equip you complete with everything in fixtures. No need of buying an odd counter, show case or display table here and there, when we supply you a standard style fixture at the same price or less.

Walker full capacity self-closing gravity bins in the rear of any counter, is the Ideal Equipment. Cost less and last longer. Then why not have them?



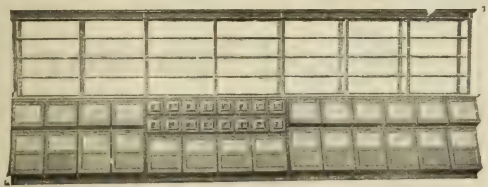
No. 220 Pyramid Case.



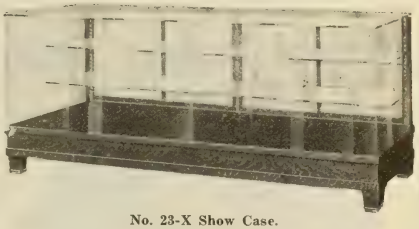
No. 23-P Pyramid Case.



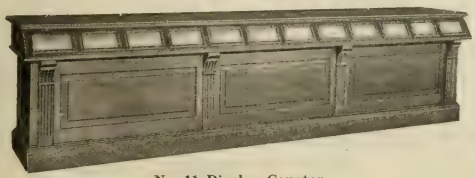
No. 3 Universal Display Counter. Full depth patented bins.



Assembly of Unit Bin Sections shows 21'7" length, 8' high.



No. 23-X Show Case.



No. 11 Display Counter.
Display top, panel front and the original of all false display fronts in Canada.

This will show a few of standard display fixtures for service at moderate cost.

Send us your floor plan and idea of requirements. We make plans and quote you in detail.

Right construction, price and life service in these fixtures.

The Cahill store in Halifax is a good illustration of Walker Service. Also McKenzie & Osborne, Halifax, shown in this issue.

The Walker Bin & Store Fixture Co. Limited

Kitchener, Ontario



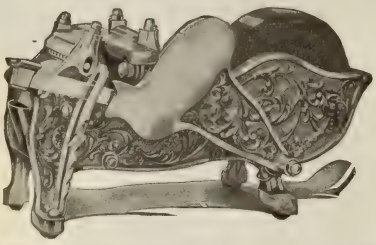
HERE'S WHAT YOU'VE ALWAYS WANTED

A practical, compact means of preserving and displaying perishable foods is now within the reach of every up-to-date provisioner. It is the new Arctic Refrigerator Counter No. 800. Look at the illustration. You can see for yourself what an appealing display your perishable foods will make in one of these Refrigerator Counters. Note the separate compartments which enable you to keep butter, milk, etc. from being tainted by the odor of other foods. The Arctic Refrigerator Counter is eight feet long, made of beautiful golden oak, and has a heavy plate-glass light in top, as well as lights in front. Removable tanks permit the use of either ice and salt, or block ice. Easily cleaned. An ornament to any store. Remarkably moderate in price. Write for prices and further information.

AGENTS:
E. L. Stailing, Granville St., Halifax, N.S.
A. Tilley, 10 St. Antoine St., Montreal, Que.
Geo. Cameron, Sparks St., Ottawa, Ont.
Western Butchers' Supply Co., Regina, Sask.
L. A. Andre, 410 Wyandotte St., Windsor, Ont

John Hillock & Co., Limited
Office and Factory:
154 George St., Toronto

National Package Sealer
And Gummed Tape
SAVES TIME AND MONEY



ARE YOU TYING UP YOUR PROFITS? . . . . . .

This national package sealer will enable you to wrap up your parcels more neatly in half the time and will cut 75% off your wrapping cost.

National Sealers are easy and simple to operate.

Let us tell you how they will save you money and speed up service.

CANADIAN NASHUA PAPER CO. LTD.
PETERBORO, ONT.

Wood Vinegar Measures and Pumps

WALTER WOODS LTD.
Hamilton - Winnipeg

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer
It reaches the Buyers It's a Business-Getter
Rates and Information on Request



Here's a sign
of square dealing

All your customers know that just as they depend on a merchant's judgment for the quality of his goods, so do they trust the unfailing accuracy of Toledo Scales, which guarantee a square deal on both sides of the counter.

This is why merchants everywhere are displaying this sign of Honest Weight to tell their customers of the advantage of trading with these particular stores.

The sign gives these merchants all the benefit of the favourable public opinion which Toledo Scales and their reputation for unfailing accuracy have built up.

Ask us to tell you what this sign has done for others—and what it will do for you.

Toledo Scales are Made in Canada by

Canadian Toledo Scale Co., Limited

46 Craig Street West, Montreal

HEAD OFFICE AND FACTORY: Windsor, Ontario
Sales Offices and Service Stations throughout the Dominion



Somebody is Getting this Business—Are You?

Month by month the sales of King George's Navy are steadily increasing—the high quality of this well-known chewing tobacco is winning new friends daily. You know what this means to the trade—increased business and more profits.

Somebody is getting this additional business—are you getting your share? King George's Navy business is easy to get, the demand is already established—it is easy to hold, the quality does that—and best of all, it is mighty good business to have, quick turnover and good profits.

Many grocers will continue to make money selling King George's Navy—will you be one of them?

ROCK CITY TOBACCO CO., Limited

Quebec

SAPON
GOLDEN CEREAL SOAP



Sapon Soap has become popular with the trade because—

It is a quick seller and returns a good margin of profit.

The reason for its popularity with the consuming public is because—

It is an absolutely pure soap which costs no more than ordinary soap. As the name implies—it is made of cereals—not a particle of animal fat enters into its manufacture.

Order a small quantity from any wholesaler. Try a cake of Sapon in your own home—you will then realize what a wonderful toilet soap Sapon really is.

Made in Canada by

SAPON SOAPS OF CANADA LTD., Hamilton, Ont.

Also at LONDON, Eng., MARSEILLES, France, and NEW YORK

Special Representatives:

The Wilson Chemical Co., Ltd., St. John, N.B.

A. H. Jarvis Brokerage & Purchasing Co., Ltd., Edmonton, Alta.

C. & J. Jones, Winnipeg, Man.

D. M. Christie, Vancouver, B. C.

Thomas J. Nagle, 211 Aylmer Apts., Ottawa, Ont.

Angus McIntosh, Room 10, 11 St. Sacrement St., Montreal (Agent for Quebec Province.)

J. S. White, 906 McCallum Hill Bldg., Regina, (Agent for Saskatchewan.)

R. H. Judge & Co., Fort William, Ont., (Agent for Northern Ontario.)

SAPON
GOLDEN CEREAL SOAP

Made in a Variety of Shapes and Perfumes

Acadia Sugar Refining Co. Ltd.
MONTREAL



Are You Selling It?



A Market of big profits you can reach

In the home of every one of your customers there is a desire for just such a beverage as bottled Coca-Cola.

Let it be known that you deliver it by the case. The volume of sales will multiply your profits into big figures.

Made in Canada
THE COCA-COLA COMPANY
Winnipeg — Toronto — Montreal

Sell by the case for the home



Dried Fruits and Raisins

Raisins

The crop in California this year is enormous. Estimated at 250,000 tons. Prices are very much lower than last year and they should go in consumption without doubt, as there is no carry over.

Prunes

Estimate of the crop is about 200,000 tons, and very little carry over. With prices lower again, the demand should be large all over the country.

Car Oregon Prunes on the way from the coast.

MARKET ADVANCING.

Delays

With the railway strike and the coal strike, there will be shortage of cars, and buyers should avail themseves of the opportunity of placing at least a share of their orders for California dried fruits.

We have received into store:

New Santa Clara Prunes, all sizes.
Shippers: **Richmond Chase & Co.**

New Seedless Raisins.
New Bleached Fancy Sultanas.

Near at hand.

We have also received:

New Sicily Filberts, New Tarragona Almonds, New Shelled Valencia Almonds, New Jordan Almonds.

Alicante Fancy Shelled Almonds, 5 and 6 crowns, Pecan Nuts, Shelled Pecans, Shelled Walnuts, Brazil Nuts, Peanuts.

New Hallowee Dates, New Smyrna Table Figs, New Table Raisins.

Our assortment is large ***Our Motto SATISFACTION***

Place your order with us and insure delivery.

L. CHAPUT, FILS & CIE, LIMITEE

Wholesale Grocers, Importers and Manufacturers

MONTREAL

Established in 1842

Progressive Merchants Appreciate the Advantage of Handling Better Quality Biscuits . . . . . .

Read what the

GEO. H. SHERWOOD & CO.

St. Catharines, Ont., think about

WESTON'S

ENGLISH TYPE BISCUITS

157 St. Paul Street
St. Catharines, Ont.
October 26, 1922.

Messrs. George Weston, Ltd.,
Toronto, Ont.

Gentlemen,—

We have been handling your lines of fancy cakes and biscuits very extensively for the last ten years. The goods have given complete satisfaction to us and to our customers. Our sales have increased continually and now **"Weston's"** is the most prominent line in our biscuit case and comprises over sixty per cent. of our entire biscuit business. We think this speaks volumes for the quality of the goods as without **quality** it would be impossible to have continued success over a term of years, with any line.

Very sincerely yours,

Geo. H. Sherwood & Co.

"The Taste will Tell"

GEORGE WESTON LIMITED

COR. RICHMOND AND PETER STS., TORONTO

BRANCHES:

Ottawa Montreal Halifax Quebec

Lipton Lines—Famous

To familiarize Canadian merchants with the great diversity of interests of the LIPTON Company, we give on this and the opposite page a complete list of the lines grown, prepared and manufactured:

MAIL ORDERS RECEIVE SPECIAL ATTENTION

Teas

Red, Blue and Yellow Labels.
1 and ½ lb. packages.

Coffee

Packed in 1 lb. tins.
Famous Yellow Label Brand.

Cocoa

The highest standard of purity.
½ lb. tins.
1-5 lb. tins

Individual Tea Bags

Economical, and a time saver.
These are for the hotel and restaurant trade.

Jams

Strawberry
Raspberry
Black Currant
Green Gage, etc.,
in tins or jars.

Orange Marmalade

A pure English Marmalade.

Jelly Tablets

Something extraordinarily fine—all flavours; also Jelly Powders of excellent quality.

Stocks Carried in Canada

THOMAS J. LIPTON

Factory and Head Office

24 Front St. W., Toronto

Branches : MONTREAL and WINNIPEG

the World Over

All these LIPTON lines are produced as well as experts know how. Their quality cannot be surpassed and all are available for the Canadian trade. Displays of them will bring you more business.

WRITE US FOR QUOTATIONS ON ANY OF THESE LINES

Pickles

Walnut
Plain Onion
Silver Skin Onion
Mixed
Chow Chow
Piccalilli

Ceylon Sauce

A delicious meat and fish relish

Worcestershire Sauce

No better thin sauce made than Lipton's

Mushroom Ketchup

A rare delicacy for your best trade.

Essence of Anchovy

Something "different" with a distinct anchovy flavor.

Sweet Sliced Mango Chutney

A chutney that is perfectly spiced—a splendid line for the Christmas and Winter trade.

Your Needs Quickly Supplied

THOMAS J. LIPTON

Factory and Head Office

24 Front St. W., Toronto

Branches : MONTREAL and WINNIPEG



Prairie Fields Give Forth Their Best

THE three Prairie Provinces of Western Canada have produced wonderful crops this year. While prices are not high enough to make this year's crop a debt-clearing one entirely, it is bound to make material progress in the right direction. It has already lent a buoyancy to trade that is appreciable. Competition is keen, yet everybody must eat so that the trade can look with a greater degree of confidence into the future than for some time past.

The Agricultural Department of the Dominion Government has estimated the yield in the western farming provinces, and this, compared with last year, follows:

MANITOBA

	1922	1921
WHEAT (bushels)	65,590,000	39,054,000
OATS (bushels)	95,498,000	49,442,500
BARLEY (bushels)	32,540,000	19,681,600
RYE (bushels)	5,838,000	3,564,700
FLAX (bushels)	768,000	544,700
Total	200,234,000	112,287,500

SASKATCHEWAN

	1922	1921
WHEAT (bushels)	230,218,000	188,000,000
OATS (bushels)	200,925,000	170,513,000
BARLEY (bushels)	13,073,000	13,343,000
RYE (bushels)	37,634,000	13,546,000
FLAX (bushels)	4,165,000	3,230,000
Total	486,015,000	388,632,000

ALBERTA

	1922	1921
WHEAT (bushels)	69,237,000	53,044,000
OATS (bushels)	42,475,000	64,192,000
BARLEY (bushels)	10,337,000	11,657,000
RYE (bushels)	3,465,000	1,999,000
FLAX (bushels)	194,000	171,000
Total	125,708,000	131,063,000

This gives the total wheat yield this year at 365,045,000 bushels as against 280,098,000 in 1921, and over 350,000,000 in 1915.

The value of the grain crops of the West has been estimated by one western authority at more than $400,000,000.

SALES SERVICE

FARLEY-MYERS, Limited

Manufacturers' Agents, Importers and Commission Merchants.



Office and Warehouse: 57 Victoria Street,
Winnipeg, Manitoba.

Reliable accounts solicited. We offer representation to manufacturers of food products of merit. Our territory covers Manitoba, Saskatchewan and Alberta.

References { Royal Bank of Canada
Wholesale Grocery Trade

SALES SERVICE



MANUFACTURERS

WE HAVE A MESSAGE FOR YOU

THE FOUNDATION POLICY UPON WHICH OUR BUSINESS RESTS IS

A FIRM'S RELIABILITY.

A FIRM'S EXPERIENCE.

A FIRM'S FINANCIAL RESOURCES.

These three points are worthy of your consideration when you are placing your products in a manufacturers' agent's hands.

¶ These important points have been the policy on which OUR BUSINESS was founded, and it has proved satisfactory to many manufacturers. We say it and say it advisedly that there is no other firm in Western Canada that can serve your interests more advantageously than we can.

W. H. Escott Co., Ltd.

Manufacturers' Agents and Wholesale Grocery Brokers

WINNIPEG, FORT WILLIAM, REGINA, SASKATOON, CALGARY, EDMONTON

Quick Turnover Spells Sure Profits

We have rounded the corner of Business Stagnation, and **PROSPERITY LIES AHEAD** of the **ALERT RETAILER.**

Competition will be keen in the days to come but steady profits will accrue from **QUICK TURNOVER.**

The Merchant who buys in moderate quantities will avert **LAZY DOLLARS** thereby converting his stock into **ACTIVE DOLLARS** to ensure permanent success.

The unique position of our respective Branches—"Factory service at your Door"—will solve the problem for you—Be convinced by drawing from our nearest Branch.

ALWAYS STOCK THE LONG RED PACKAGE



FRESH FROM THE OVENS DAILY

The Nutritious Value of Paulin's Sodas is Unequalled.

NEVER FAIL TO CARRY O'EATA CHOCOLATES—"SUPREMELY GOOD"



PREPARED FRESH DAILY IN LIGHT AND DARK COATINGS

OUR SUPERB CHOCOLATE COATINGS ARE UNSURPASSED FOR SMOOTHNESS AND FLAVOR.

QUALITY GOODS create PERMANENT and LASTING Customers. Handle the BEST this Fall and Christmas, and REAP the HIGHEST PROFITS.

"Buy Western Made and Boost Western Trade"

THE PAULIN-CHAMBERS CO., LIMITED

Winnipeg Regina Saskatoon Calgary Edmonton and Fort William

PREPARE FOR THIS SEASON

By Ordering

ROBERTSON'S

Jams, Jellies and Marmalades

THE REAL QUALITY LINES

Your store is largely judged by the Reputation and Quality of the Goods you Display.

By Stocking

ROBERTSON'S PRESERVES

And displaying them, you will increase the confidence of your customers in the many other commodities you carry.

Quality will be reflected in a general increase in your business.



The original Golden Shred Marmalade. There are imitations, but the original and only Golden Shred is Robertson's.

SELLING AGENTS

C. L. MARSHALL & CO.,
Gooderham Bldg., Front St., Toronto.

J. W. GORHAM & CO.,
Simpson Bldg., Halifax, N.S.

L. A. MACNAB & CO.,
City Club Bldg., St. John's, Nfld.

THE SMITH BROKERAGE CO.,
St. John, N.B.

C. & J. JONES, Winnipeg,
Western Agents, including British Columbia.

Removal Announcement

Change of Address

Please Note--That we will move into our new warehouse and offices on November 1st, 1922.

260 PRINCESS STREET
WINNIPEG

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

HEAD **WINNIPEG** OFFICE

WESTERN ONTARIO MANITOBA SASKATCHEWAN ALBERTA BRITISH COLUMBIA

Correspondence Solicited

Cable Address "PENCO"

Codes: A. B. C. 5th & 6th Edn., Armsby's, Bentley's, Western Union, Commercial, Private

When they ask for biscuit---



The biscuit in the striped package gets acceptance

To the people of Western Canada, the name "Som-Mor" is synonymous with "the best biscuit."

Uniform high quality maintained throughout the eight years it has been on the market—consistent advertising to keep this fact fresh in the public mind—and the general satisfaction it gives — has elevated the Biscuit in the Striped Package to such high public regard that it has become the most profitable biscuit line for dealers to handle.

When your customers order "biscuit," give them the Biscuit in the Striped Package—it will please them—and profit you!

NORTH-WEST BISCUIT COMPANY, LIMITED

EDMONTON, ALTA.

WINNIPEG MOOSE JAW REGINA SASKATOON CALGARY NELSON VICTORIA VANCOUVER

127

COUNTER CHECK BOOKS.

If you make any hand written records of which you keep one or more copies, you will be interested in our line of Counter Check Books.

We make Carbon Leaf and Black Back books, in a great variety of styles and standard sizes. The books are made in our plant at Winnipeg, which enables us to give prompt service to Western customers. They are made Right, and sold Right, and a positive guarantee of satisfaction goes with every sale.

Our Carbon Coated, or Black Back books are of exceptional quality. Just sufficient carbon is applied to give an exceptionally clear copy, and to keep the duplicate check from smudging.

Orders may be placed with any of our representatives. If we have no representative in your district, we will be pleased to quote you prices direct.

WESTERN SALES BOOK CO.
LIMITED

OFFICE AND FACTORY: COR. KING & JAMES STS.
WINNIPEG - - MANITOBA

Do You want "live," result-producing representation throughout the West?

Manufacturers and Packers who desire to obtain greater distribution and who wish to place a new quality product in the rich Western field, should investigate our unsurpassed selling organization.

Years of experience in the West enables us to render manufacturers valuable service and guidance in placing their goods both economically and efficiently.

Our organization reaching both the wholesale and retail trade in Manitoba, Saskatchewan and Alberta is at your disposal and can give you a service that brings results.

We specialize in grocery, drug and confectionery lines.

WATSON & TRUESDALE

WINNIPEG

REGINA SASKATOON CALGARY EDMONTON FORT WILLIAM

References: Bank of Montreal, Winnipeg **Trade references on application**

S. M. SCREATON. **W. H. WHITESIDE.**

SCREATON & WHITESIDE

181 Market St., East,

WINNIPEG.

MANUFACTURERS' AGENTS

Warehouse in the heart of the Wholesale Centre.

We are in a position to give you representation in

MANITOBA **SASKATCHEWAN** **ALBERTA**

Molasses

ALL GRADES FOR CANDY MAKING, COOKING AND TABLE USE

ALEXANDER MOLASSES CO., CINCINNATI, U. S. A.

Canadian Distributors: H. P. PENNOCK & CO., LTD., WINNIPEG and BRANCHES.

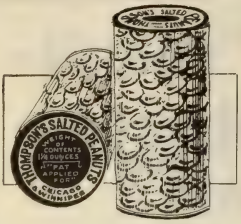
Insurance 30c.

BANKERS OF MERCHANDISE — Boulton's STORAGE — DISTRIBUTION AND WAREHOUSING

Controlled by the City Dray Co., Limited.

230 PRINCESS STREET WINNIPEG

Trackage Team & Motor Delivery Service



5c CYLINDER PACKAGE—PACKED 40 5c PACKAGES IN DISPLAY CARTON SPANISH OR BLANCHED SPLITS

FOR

GOOD PEANUTS

SELL

THOMPSON'S

SALTED PEANUTS

IN CYLINDER AND ENVELOPE PACKAGES; ALSO 5-LB. TINS, 30-LB. CARTONS, BARRELS CYLINDER PACKAGE NOW AT PRE-WAR SIZE

GOOD PROFITS TO JOBBERS AND RETAILERS

SURE REPEATS
HIGHEST QUALITY
LARGER TURNOVER
SATISFIED CUSTOMERS

Established 1905
Order To-day From

A. E. Thompson

149 NOTRE DAME E.
Winnipeg

D. J. MACLEOD & CO. Calgary—Edmonton
BROWN & DAVIDGE Victoria
G. B. THOMPSON & CO., LTD. Winnipeg

Nu Style
The Perfect Display
36 Attractive Orange and Black Packages to a Carton—
24 Cartons to a Case.
Lowest in Price.
Highest in Quality.





Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6



RELIANCE WATER-GLASS
In 1 lb. and 2 lb. cans.

Castor Oil, Sewing Machine Oil, Glycerine, Carbolic Acid (10%). In 2 oz. and 4 oz. bottles.

Ink and Mucilage all Sizes.

Reliance Ink Co., Ltd. Winnipeg

Can We Help You?

There may be certain articles that you would like to have information on. Do not hesitate to ask us. If we can be of any service to our readers it will be a pleasure to do so.

Canadian Grocer

is published in your interest, and we want to help you at all times.

Address:
CANADIAN GROCER
153 University Ave.
Toronto, Ont.



CODES:
A.B.C. 4th, 5th and 6th Editions
Armsby 1911, Western Union and Bentleys

Cable Address-All Branches
"DONBAIN"

Get More Sales

Do you realize the sales support this highly successful organization can give you?

BAIN has—

An up-to-date knowledge of Canadian trade.
An intelligent and forceful service.
Confidence of the trade.
The financial responsibility.
Exceptional warehouse accommodation.

That's why the "Star" accounts are BAIN accounts. Ask any of them.

You need Bain service to make the most of the prosperous times ahead.

DONALD H. BAIN CO.

"THE NATIONAL BROKERS"

WINNIPEG, MAN.

BRANCHES: Fort William, Regina, Saskatoon, Edmonton, Calgary, Vancouver, Montreal.

ALSO Saracen's Head, Snowhill, London, E.C. 1, and Liverpool, England.

FOUR OF BR



Kolacafé

Kolacafé is the world's finest coffee essence.

Kolacafé has made a decided hit everywhere it has been introduced.

Kolacafé has a particularly delightful flavor and aroma.

Kolacafé is sold by leading Canadian grocers from coast to coast.

Kolacafé is a fast, profitable seller. Costs you $2.90 per doz., sells at 30c a bottle.

JOHN MacKAY & CO., LTD.
EDINBURGH, SCOTLAND



THE CELEBRATED YORKSHIRE RELISH

If you are looking for a "live" seller it will pay you to try a sample order of ever-popular **Yorkshire Relish**—the relish that is as well known as Yorkshire Pudding. Once your customers taste this tempting dainty, you'll find it an unusually profitable line.

Try a Sample Order

GOODALL, BACKHOUSE & CO., Leeds, England

GEO. G. YORKE & CO., Selling

IT AIN'S BEST

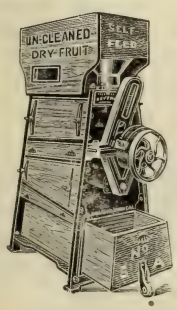


Peck's "ANCHOVETTE"

Peck's Anchovette will especially appeal to your customers during the fall and winter social season. This delicious fish paste makes exceptionally tasty sandwiches, salads, etc., for serving at afternoon teas and parties. Order a good stock of this wholesome dainty along with a supply of **Peck's** Tongues in Glass, Pressed Beef, Soft Herring Roes, and Camp Pies. You'll find them out of the ordinary sellers and highly profitable ones.

HARRY PECK & CO., LTD.
SNOWHILL, LONDON, ENG.

DUCKWORTH'S PATENT
DRY FRUIT CLEANING MACHINES



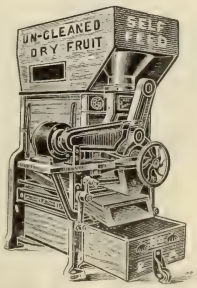
Two Testimonials

James Lumbers Company.
Oct. 7. 1922.

Dear Sir:—
We have just received back from you the Smyrna Sultanas, the Valencia raisins and currants that you cleaned for us. We beg to advise you that they are in every way satisfactory.
Yours very truly.
James Dumbers Co.,
C. J. MOYE.

Thos. Kinnear & Company
Toronto. Oct. 5. 1922

Dear Sir:—
We wish to say that we are very pleased with the way your machine cleaned the Valencia raisins last week, and we assure you we will in future have more work for it.
Yours very truly.
T. Kinnear & Company.
J. ELTON.



CALEB DUCKWORTH LTD.
Colne, Lancashire, Eng.

Agents for Ontario, 170 Portland St. TORONTO

Brew Now For Christmas

CARLING'S Famous OCTOBER BREW "REDEMIXT" Malt and Hop Syrup

Now being sold at the popular retail price of $1.75 per can.

George G. Yorke & Co.
170 Portland Street, - Toronto

—Distributors for Canada—

AGENTS WANTED IN EVERY PROVINCE--ONLY RELIABLE MEN WILL BE ENTERTAINED

Get our prices before you order

XMAS CONFECTIONERY



Xmas Stockings to retail at 5c. to $2.50. See our Lucky Tubs and Doll Sticks at from 5c. to 15c. each retail. These are the greatest repeaters we ever offered.

The best assortment of Xmas novelties you can buy anywhere.

MR. JOBBER AND MR. RETAILER—WRITE US FOR PRICES.

CHAS. LAUDER CO.

Wholesale Confectioners

TORONTO

-LARGE PROFITS-
ON GOLD-ROCK CLEANSER



"IT BRIGHTENS THE HOM E'

Does the work quicker at a lower cost. Unexcelled for kitchen utensils, plates; fine for bath tubs, kitchen sinks, floors, and all woodwork.

NO CAUSTIC
NO ACID
THE LARGEST CAN ON THE MARKET, AND COSTS LESS.

Price to Consumer, 8c. per can.
To Dealers—Case of 50 one-lb. tins— $3.30.

--0--

One case free with every order of five cases.
Order from your jobber.

Made in Canada and Distributed by
GOLD-ROCK CHEMICAL COMPANY
8 Bellwoods Place TORONTO, ONT.



Window of W. F. Martin's store, Halifax, N.S.

Window Display Increases Sale of

Red Rose Tea

This window in the store of W. F. Martin, Halifax, N.S., contains 300 lbs. of RED ROSE TEA, of which he sold the greater part in a week.

RED ROSE TEA is so widely and favorably known, to display it always means increased sales.

Would you like to make your sales larger? A window like this will surely do it.

T. H. Estabrooks Co., Limited

ST. JOHN, N.B. MONTREAL TORONTO
WINNIPEG CALGARY

"KIDD" Covers Kingston District

WHEN BUYING OR SELLING COMMUNICATE WITH
KIDD—KINGSTON
BROKERS, IMPORTERS AND EXPORTERS



CENTRE OF TRANSPORTATION—STUDY THIS MAP

MANUFACTURERS who are contemplating entering a new product in Kingston district or those who feel that their product is not at present attaining maximum sales will find it to their advantage to communicate with us. We will give you the service you are looking for in this rich district. We have done it for other leading manufacturers and we can do it for you.

Write us to-day.

T. ASHMORE KIDD - Kingston, Ont.

Representation : VANCOUVER, WINNIPEG, TORONTO, OTTAWA and MONTREAL



"SALADA" Tea Experts at Work

The uniformly delicious flavor of "SALADA" Tea is due to the skill and knowledge possessed by our purchasing departments. We have a staff of high-salaried experts, whose only duties are to taste and select the finest teas that are offered on the markets of the world. Through our large operations we are able to buy finer teas to greater advantage. When you supply your customers with "SALADA," you are giving them the benefit of **our** skill and long experience in buying teas, and also because of the tremendous Demand and Turnover, you make **yourself** a large yearly profit.

"SALADA"

The Universally Used Tea

CANADIAN GROCER

Vol. XXXVI TORONTO, NOVEMBER 3, 1922 No. 44

Autumn 1922

A Foreword



SPREAD ACROSS the front of a store, recently, was a large cotton sign reading "Business as Usual!" There is perhaps nothing unusual or new about such a sign, as it was a phrase used quite freely a couple of years ago, but it seems the proper slogan at the present time when business has just safely emerged from a period of readjustment, a period when merchants were required to take heavy losses through the sudden dropping of markets and the liquidation of stocks.

Someone has said that "no business can stand still. It is either going back or going forward." Undoubtedly there is much truth in that adage and thus it would seem that "Business as Usual" is a wrongly placed term. Business cannot be as usual. The aggressive merchant is constantly striving to improve it, and through being eternally on the job, by salesmanship and by being constantly on the watch for new ideas in store management, selling methods, quality and new goods, usually succeeds in making business better than usual.

"It seems to me that retailers are endeavoring to do business altogether too much on the price basis," said a manufacturer. "The public want quality just as much to-day as ever, and they are quite ready and willing to pay for it." This manufacturer in making this statement, no doubt, could substantiate the remark by specific cases. But the retail merchant would probably argue that he was forced into it by keen competition and the fact that distressed stocks could be purchased at a figure below the market price and consequently gave him a loop hole to talk price, selling on that basis instead of on the merits of the goods.

But the fact of the matter is, the consuming public does not now and never will make price and cheapness the ruling factor. The palate of the factory hand and the day laborer is quite as sensitive to taste as the palate of the most fastidious, and therefore self-gratification, the dominant element in human nature, is always insistent that quality takes preference to price. The retail grocer who ignores it is unwise. Even the poorest consumer seeks pleasure in eating.

The story of the old darky who went into a store and asked the clerk if they had any canned pears is recalled. The clerk replied that they had, and the price was 10, 12 and 17 cents a can. "Wall, give me the best," said the darky. "I'd rather have one can of the best once in a while than have a can of poor pears every day in the week."

For thirty-six years, Canadian Grocer has endeavored to impress that point upon the retail merchant. Stories of merchants have appeared from time to time, telling how they have built up a lasting business with profit to themselves by selling quality merchandise. Long established businesses have always kept in mind that "quality is remembered long after the price is forgotten." Business has grown year after year while many of their competitors who tried to build a business on "price and cheapness" are gone and forgotten.

With much of the uphill work and business difficulties with which the retail merchant has been passing through now fading in the background, and with market conditions working in co-operation with the law of supply and demand and a clearer sky for a prosperous future, let all of us endeavor to make "Business Better than Usual" the slogan for the coming season.



Why Women Leave Their Grocers

By HOLLAND COX, Ottawa, Ont.

"I DON'T know what's the matter with that grocer," Mrs. Anderson said worriedly. "He promised to have that order up sharp at two and it's half past now. If he doesn't get here in time I'll have to serve the ice cream without those nice little cakes—it's awfully annoying."

And she had to serve it without those little cakes later, because that order didn't turn up until nearly five.

She explained all about the grocer's defection and then and there her bridge party held an "experience meeting" and what they said about some of the grocers of their acquaintance was cruel. Sitting in a small den off the big room, unknown to the ladies, it was interesting to hear their views.

Oh, He's Never On Time

"Just like him," a fat woman commented solidly. "Branks, you mean? Oh, he's never on time. Why, for years that man kept promising me orders for certain times, and if he ever failed to be late when it was important that he be early, I don't remember it. I simply had to leave him at last. It was like this: My mother-in-law was coming north on a visit, and she wanted some of that 'wonderful Canadian lamb' she had heard Bill talk so much about. Well, I naturally wanted to please Bill's mother—she's wealthy in her own right and none too strong—so I ordered that lamb and laid special emphasis on the mint and green peas. Branks used to keep a sort of meat-grocery combination, and the lamb came up on the morning delivery. The boy said he'd be back at four with the other things from the grocery side. At five he wasn't there, and at half past five when he didn't come I sent down to find out what was wrong, and would you believe it? That wretch had forgotten all about the second order and was entirely sold out of the things I needed. It spoiled the dinner of course, and I just paid my bill and haven't looked that side of the street since. I'm dealing with a grocer now who is a fiend to forget things, but he's so obliging that I can't be nasty to him. He's always sending a follow-up order of some little thing or other he forgot to include in the original. It's very wearing on the nerves." She nibbled a salted almond pensively, and a little, chubby bride took up the narrative.

Meat of a Sort, With His Cereal

"Well, I began with Jimpson's after we were married, because he deals with my husband and of course we wanted to return the courtesy. But what I've put up with on account of it! You know, Stanley likes his morning cereal and the steam-cooked kind in packages won't do, because he was brought up in the Scotch way; and I never saw a plate of real 'porridge' until I came to live across the line. Well, it was weeks and weeks before I found that the rolled oats and cracked wheat I was cooking for him were full of moths and I'd been feeding the poor dear on meat, of a sort, with his cereal. I saw the queer little fuzzy stuff at the top of the meal tin, but I didn't know what it was until a neighbor told me. I never dared tell Stanley, but I left that Jimpson store right away. His stock is old and shopworn anyhow, and I like fresh goods."

The others laughed at her ignorance.

"That man Branks has more than one fault," said another. "When I pay the price for fresh eggs, for instance, I want fresh eggs, and that means less than a week old. Well, time after time he would send me some that were stale, and when I'd send them back he'd declare that they were fresh, and his manner insinuated that I was a fussy old lady who didn't know a fresh egg if she saw it. So one day I just marched down to his store with a rank egg I had broken into a bowl when I was making a cake, and advised him to have it poached for his breakfast as it was 'strictly fresh' and from his own store. And then he had the nerve to tell me that it had never come out of his establishment. That broke up our friendship right then and there. I left him and went to Jenkins and so far I haven't had much to complain of, really, though he will insist on sending me cheese with skippers in it. He isn't progressive. He keeps his cheese on the counter instead of under glass, and his place is untidy, but he is an obliging man and isn't trying to make a fortune in a couple of years."



"I just marched down to his store with a rank egg I had broken into a bowl and advised him to poach it for breakfast."

Try Snow For Awhile—He's a Robber

"You should deal with Snow for a while, then—he's a robber. Why, my dear, I stood that man for one month and then found my pocketbook was so flat I couldn't find a dime to put in the collection plate next Sunday," another woman, richly dressed, took up the tale.

"I didn't know he was so expensive," the lady with the determined chin exclaimed.

"My dear—he's a pirate, that what he is. I don't know whether he thinks I'm an easy mark or not, but someone told me to try dealing with him when I first arrived in this town and, of course, his place is clean and the stock is nice, and all that. But I found that I was paying from two to three cents more a package for goods in cartons, and from five to ten cents a pound more for butter and lots of other things than I could have got the very same things for elsewhere. It is true he has a nice establishment, but I don't feel like paying more for cleanliness and courtesy there than elsewhere—and so I just left him and went over to Smith-Harrison, and I must say I've had nothing much to complain of there. Of course, they are usually too busy to attend to me when I go in, but I just wait my turn and it comes in time."

Politeness vs. Honesty and Cleanliness

"Well, you won't catch me putting a foot inside that firm's doors," a nervous little matron exclaimed. "Smith-Harrison! Why, they're the rudest people in town. I nearly always have to do my ordering by phone because of my baby, and it's hard to get down to the shops early. But Smith-Harrison are dreadfully rude. I used to telephone and wait, and wait, and by and by, after central has rung the bell nearly off some clerk would lift the receiver and snap out—'Well! what is it?' So uncouth! I didn't like being spoken to that way, so I just left them and am dealing with Jimpson. Politeness is just as necessary as honesty and cleanliness, I think."

Adulterates the Maple Syrup

"Well, I left Jimpson's," another woman pursued the theme, "because he adulterated some maple syrup—I know he did. I was brought up where it is made and I know good syrup if anyone does. And he swore that he had some

of the very best on the market, and even named the people who made it. So I knew it ought to be all right, because I know the people who put it up, and when the can came to me it was adulterated, miserable stuff. I hadn't the nerve to tell him I knew what he had done, because it's a hard thing to prove, but I left him and went to Brank's."

"Oh, they're all robbers," the lady with the chin remarked indifferently. "If it isn't in one line, it is in another." She finished her ice cream and reached for the candy.

"Yes, indeed," the fat lady remarked heartily, "And the way they pack all the big apples on top of their baskets and hide the little ones underneath—scandalous! And the same with eggs—I always do seem to get the undersized ones, somehow. I suppose if I were to go and pick them out for myself I'd sometimes get fair treatment, but I'm always so busy."

"Yes, bridging and such," whispered the bride in a sly aside to the matron.

Here the hostess' aunt, a dear little old lady with silvery hair and a motherly face, had her say.

"My dears, do you know, while I sympathize with you all in your troubles and have experienced a good many of the same kind myself, I have come to the conclusion that it is a case of fifty-fifty, as the boys say, between you and the merchants—of all sorts, not grocers only. Let me see: You have scored them for dirt, forgetfulness, dishonesty, rudeness, lateness, substitution, adulteration, overcharging, careless handling, being kept waiting—and dear knows what else. In the first place, how many of you who have had faults to find with your treatment have gone personally to the men at the head of things and made your complaint direct? Most of you, by your own admission, have just 'left him and gone elsewhere.' If an employee is rude, ten chances to one the owner hasn't an inkling of the fact, and would be extremely obliged to you for the truth. And so many of us leave our orders until late afternoon and then suddenly phone down and ask for delivery of some little thing—why sending it alone more than takes the profit off. We don't go about this business right.



"I used to telephone and wait and wait and then some clerk would snap out, 'Well, what is it.' "

"Grocers are like other members of society—a hard-working class of men who are in their business for profit as well as health, and they need co-operation on the part of their customers. Do they get it? Not much they don't. Nothing but slams and knocks as a rule. We order things sent which we could just as well carry. We run bills when it would be quite as easy to pay cash. We leave our orders until late instead of going early and making personal choice of things. It is human nature for grocers to pawn off stale vegetables and such on people who don't show a greater care of their own families and purses than to send blind orders and expect the merchant to do better for them than they do for themselves. My dears, don't expect perfection in the groceryman until you find it in yourselves. The ideal customer will produce the ideal tradesman. I have finished."

And so had the others. They rose thoughtfully and wended their several ways homeward.

A Selling Window With a Purpose

THE accompanying picture shows a fruit window recently dressed by F. J. Payette's staff at 385 Bleury St., Montreal. The window was not dressed as a mere attraction, but as a selling force that would turn over the big supply of fruit that was coming to the market during that particular week. Yet the window, while attaining its purpose, is attractive from the standpoint of arrangement and colors. Price tickets on every line link up the attraction with the sale and so the effort to get an artistic arrangement of the fruit is repaid in increased sales.



An attractive display of fruits recently shown in the window of F. J. Payette, grocer on Bleury Street, Montreal.

This window was dressed particularly to attract the passing trade since the store is located at the transfer point of two of the busiest street car lines in the city and in that this grocer saw possibilities. He figured that this trade was not the one that bought large baskets of fruit for preserving, but one that demanded or at least was a prospect for small quantities for table use or for a mid-day treat in the office or on the street. Consequently all the fruit displayed was put up in small baskets that would attract such a trade. The fact of the matter was that this grocer was seeking to compete with the foreign fruit merchant right across the street who generally caters to just such a demand.

So it is that a window, to be a real monetary success, must have a definite purpose. It must be planned carefully before it is laid out and it must be dressed to appeal to the very class to which the merchant wishes to sell.

This photograph also illustrates how some grocers are using their windows as sign boards without shutting off any of the light from their stores. In this city the practice is a common one and the printing is showing a marked improvement through practice. Water paints are used for this purpose, which are easily erased. Many colors are popular but chiefly red, blue, yellow and white, which are used in combinations.



No Time Like Christmas For Increased Sales

Festive Season Now Approaching Presents Unrivalled Opportunity—John M. Boyle, St. Catharines, Ont., Starts Early to Boost Sale of Christmas Lines

"IT IS surprising how goods shown on the counter sell," John M. Boyle, grocer on St. Paul Street, St. Catharines, Ont., told a representative of Canadian Grocer the other day. Mr. Boyle has had the most convincing evidence of the value of display as a means of stimulating sales. Whether it be through the windows or on the counters, the results, he states, have always been very gratifying. Because he has such confidence in the selling value of counter displays, this merchant is shortly having placed on a part of his counter sectional glass-enclosed display cases for showing bulk lines. This new arrangement will be ready for use in a week or so, and Mr. Boyle contemplates displaying his Christmas lines in this way. He is convinced that such facilities for showing the Christmas lines like raisins, currants and the ingredients for the early Christmas baking, will do a great deal to increase turnover in these commodities.

What the Windows Do

"Of course we will use our windows for this purpose too, and will begin shortly to have a window of Christmas goods," he stated. "Window displays are a great help, and I believe that if a grocer changes his windows frequently he will find that he will maintain interest in his store that will be well worth while. But it is always essential to have price tickets in a window, I think, if the best results are to be obtained.

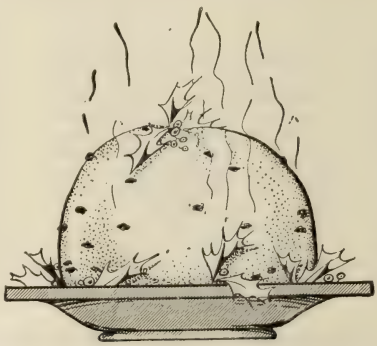
"We have had good results from our window displays. Recently we sold six dozen brooms in four days, by putting them in the window with a price on them. Another time we received a shipment of ten cases of a certain kind of canned fish, and in less than a month it was all gone. During the entire period we kept a pile of these tins on the counter, replenishing it as it was necessary, until the entire consignment was disposed of. Just the other day we received an order of thirty-five cases of jam. We had not previously stocked this particular kind, but I was convinced that it was hard to surpass it from the standpoint of quality. I arranged it near the front of the store on the shelves. It made a very attractive showing and excited comment. Sales already have been such that I feel it is going to sell well, and I intend to push it this fall and winter."

Displaying Fruits and Vegetables

While on the subject of display, another feature in the Boyle store in this connection should not be overlooked. On entering the store, immediately on one's left, there are two rows of fruit and vegetable bins that Mr. Boyle declares are worth a great deal on account of the business they create. Mr. Boyle had them specially built in this location, and from the time of their first use sales of these lines have shown steady increase. We always have oranges displayed in them in the winter months, and we sell a lot of them. "Right through the winter months we sell green stuff, that is, fresh lettuce, hot-house tomatoes, and such other vegetables and fruits as are available. At the week-ends our turnover in these things is on a substantial scale representing, as they do, a quick sale and a very good profit."

Discussing the selling of Christmas specialties with Mr. Boyle, he told the representative of Canadian Grocer that he started early in November to boost the sale of those groceries that constitute the necessities for the early Christmas cooking. In the two weeks preceding this festival, however, there are a number of high-class delicacies that have a special appeal at this season. "We intend to push the sale of that chocolate," Mr. Boyle remarked as he pointed to a certain make of high-grade chocolate that was displayed in a silent salesman near the door. "It is only recently that we have been able to get a supply of it. We did not have a stock of it last Christmas, but we are anticipating a big turnover this year. We think it is one of the finest chocolates on the market, and we intend to put every effort behind it in order to increase the sale of it.

"In the weeks preceding Christmas last year we sold ten dozen Christmas stockings and between four and five dozen Christmas crackers. These are good sellers for the holiday trade, and we think we should sell even greater amounts this year."



Quality First—Price Second

Mr. Boyle believes that if a grocer is going to make a success of his business he must pay strict attention to the maintenance of a high standard of quality in the goods that he is handling. Much depends on this fact. "The average person wants the best," he stated, "and I believe people are willing to pay for quality every time. I don't care whether the other fellow is selling for less than I am or not, but I do insist on buying the best, and expecting in return a fair, legitimate profit on the same. Quality must be first and price second."

This merchant aims to turn his stock once in every six weeks. Lines that are not selling quickly he aims to clean out through special selling effort being put behind them. No goods must be permitted to lie on the shelves for any length of time. This store is

(Continued on page 87)

Christmas Displays That Sell Goods

Here Are Two Windows That Increased Turnover in Holiday Lines in a Gratifying Way—Artistically Arranged and Possessing a Strong Selling Argument



THE top illustration is a reproduction of the window display put in by Harold Crone for McBride's Pure Food Store, Moose Jaw, Sask., during last Christmas season. This window is simply but tastefully arranged. The goods on display are seasonable ones which with the decorations, give the window a Christmas atmosphere. The show cards are well executed and add much to the value of the display. The firm stated that the window made hundreds of extra sales and well repaid them for the time taken to put it in.

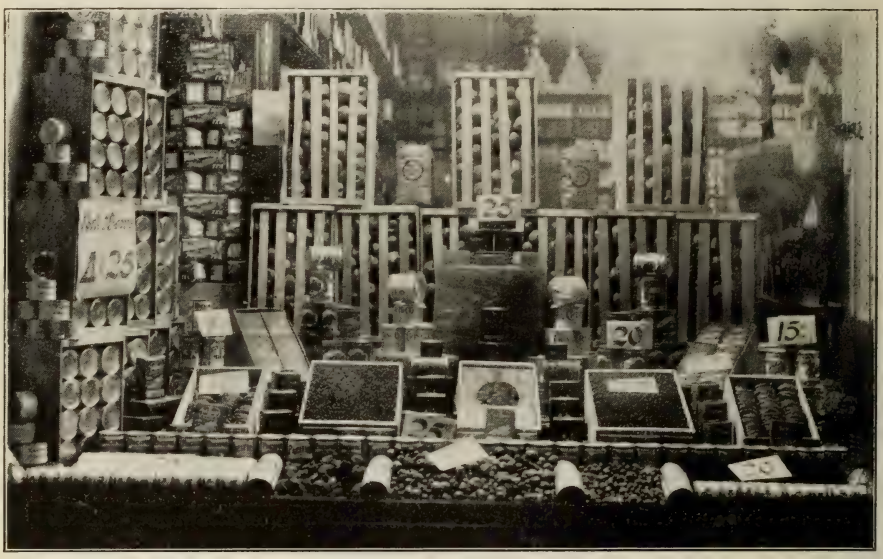
The lower picture is a cut of a Christmas window display trimmed by W. J. McCully, Stratford, Ont. Here again is a good type of a selling display. In the center of the display can be seen candies and nuts. On one end are shown raisins, currants, peels and other things that go into the making of the Christmas cake and pudding, while the other end of the window is devoted to fancy lines such as oranges, nuts, table raisins, etc.

Here and there throughout the display are ferns and baskets of fresh fruit. The background is a trellis arrangement upon which are hung Santa Claus stockings.



"Good Things to Eat and Lots of 'Em"

"That Grocer Will Get More Business Who Displays His Wares Best, Who Keeps His Store Neatest and Cleanest, and Who Studies the Needs of His Customers and Supplies Them"



A good type of window display showing general groceries dressed by John Paterson, Vancouver, B. C. This window is a forerunner to the Christmas season. In the foreground are shown raisins, currants, peels and nuts, thus advising customers that the season is not yet too early to commence making mince meat, Christmas cake and pudding.

SPEAKING of the subject of window dressing, John Paterson, 3150 Main Street, Vancouver, said: "Price-cutters may come, and price-cutters may go. Times may be easy or hard. The experienced grocer has seen business go through all the phases of these cycles, and finds that whatever the condition of the times, he will be well repaid for his constant attention to the principle of good merchandising year in and year out.

"Whether the public is eagerly spending or purchasing sparingly, that grocer will get more business who displays his wares best, who keeps his store neatest and cleanest, and who studies the needs of his customers and supplies them."

Judging from Mr. Paterson's windows, week after week, one of the primary requisites of a good grocery window is that it shall look like a grocery window. Mr. Paterson's windows are distinctively food windows.

The windows are almost always dressed with "things to eat." Apples in boxes, dried fruits, peel, cereals, canned goods, etc. The windows always suggest abundance. The displays are well planned and executed, but they do not go in for anything in the way of freak effects. The story the windows seem to tell week after week is "Good things to eat, and LOTS OF 'EM."

Unique Display of Yuletide Specials

All the Goods Shown in This Window Have a Particular Appeal During the Christmas Buying Period—Was Dressed by Thos. M. Bone, for the Hudson Bay Co., Vernon, B.C.



THE above illustration is a splendid example of what can be done in the way of a window display during the Yuletide Season. All the goods shown are what might be classed as Christmas lines, which especially appeal to customers during that season. This window, although having the appearance of being full, is not crowded by any means. Every article stands out distinctly. A neat price ticket is attached to each article, thus enabling passersby to know the price without the bother of asking.

The decorations are simple and do not detract the eye from the goods on display. But, nevertheless, there is sufficient to give the window a Christmas appearance.

The window was dressed by Thomas M. Bone for the Hudson Bay Co., Vernon, B.C., and from a sales point of view proved to be one of the best this firm ever put in.

Keeps a Stock Diary and Finds it Pays

Story of a Jeweler Who Enters the Grocery Trade, Whose Inexperience Makes Him More Careful and Diligent to Know His Goods—A Grocer Should be Thoroughly Conversant With Lines He Handles

By Special Correspondent Canadian Grocer

VANCOUVER.—It is entirely natural that we become careless after we consider ourselves to have become proficient. The auto driver is most careful when he feels his inexperience most.

This was borne out in a recent conversation with a jeweller in Vancouver who has recently bought a grocery business.

It is an old story that almost every tradesman and farm hand imagines he can successfully conduct a grocery business. In this case, however, the writer encountered a gentleman who claimed that to successfully conduct a grocery business required more ability, and more careful attention than any business of which he had any knowledge.

For that reason—knowing his unfamiliarity with the food trade—this jeweller was taking more pains, and giving more study to the various articles that go to make a grocery stock than many who have been in the grocery game many years. With each purchase of goods from the wholesaler's traveller he was extracting from that salesman all the information he could about the lines. He could tell a vast amount of information about the lines he was selling. It had all been new to him. It has become commonplace and even forgotten by many grocers of longer standing.

Keeping "Tab" on His Stock

This jeweller knew which of his package cereals was cooked or processed in some way, and which was raw. Which had been sterilized and which would likely harbor insect life after a certain time—and he had paid special attention to the length of time. He has tabulated his purchases of perishable package goods, and automatically, as the leaves in his diary are turned each day, a note will draw to his attention the fact that a certain purchase of this line or that, if not entirely disposed of, will bear attention—probably should be moved at once.

One other grocer in speaking on the subject of trade knowledge once known and since forgotten said, "I find that to discourse on the facts of interest and importance on various lines to the newer employees, freshens up my own information on those subjects and keeps me 'brushed up' in my own chosen business."

In speaking on the subject of knowledge some time ago for Canadian Grocer, R. H. Meek, chief food inspector for the City of Vancouver, said:

"In my estimation a grocer should know considerable about the lines he is handling. He should know how long any line of foodstuffs he carries will keep in perfectly wholesome condition. Those grocers with small stocks and slow turnovers who figure so prominently at all times in the Bankruptcy Court are almost always responsible for launching onto the market, stocks of stale and deteriorated foods. This ignorance of their lines is probably a contributing factor in their failure and it certainly works a hardship on the consuming public whose representative I am. A higher grade of retailers, and a higher standard of retailing efficiency would obviate much of this."

This jeweller on Main Street, Vancouver, bids fair to be a good grocer.

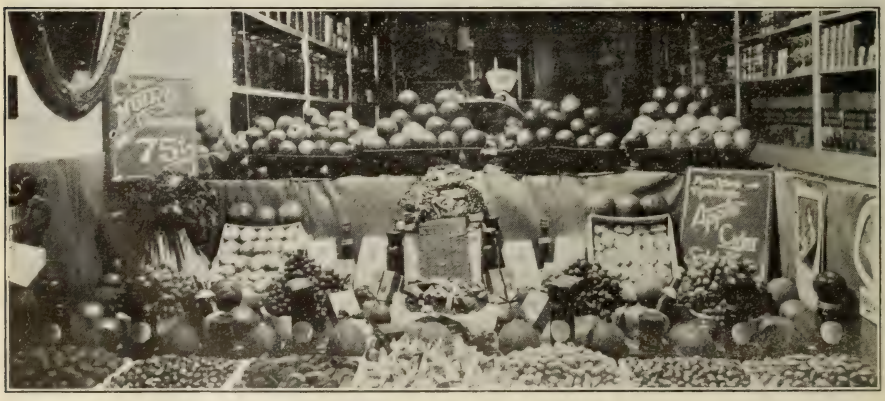
Real Movies.

Helen, age 3, was taking her first train ride and was passing through a woods. "What's them?" she asked her mother, pointing to the trees.

"Those are trees," was the answer.

"Where are they going?" she asked.

A Display That is Appropriate At This Season and is Valuable from a Selling Standpoint



Illustrating a window display put in by W. A. Ching, Summerside, P. E. I. It is a typical fall display showing apples, oranges, grapes, various kinds of nuts, etc., and one which brought many an extra sale to the firm.

Linking Advertising With Good Displays Gets Best Results

A. A. Black, Grocer in Fort William, Ont., Has Excellent Facilities for Showing Goods, But Makes a Point of Featuring Goods on Display in Talks in Advertising Space in Daily Papers—Does Not Pay to Keep One Line in the Windows Too Long

"WINDOW displays, if they are always looked after properly, are great assets," A. A. Black, grocer in Fort William, Ont., recently told a representative of Canadian Grocer. "It is wonderful the goods that we sell as a result of our windows. We use them all the time to show goods and in an effort to increase the turnover, the lines shown, I usually advertise them, and talk them up to customers either at the counter or on the telephone. Our situation, on Main Street, is ideal, to get best results from showing goods in the windows. I have a very wide frontage and three large windows. One is used exclusively for showing fruits and vegetables, from early spring until late in the fall, and it is practically one man's work all season to see to it that we always have attractive fruit displays, both in the fruit window as well as inside. The second window I keep for showing fancy goods in glass and packages. It is always changed at least once a week and sometimes oftener. I find it does not pay to have a line of goods in the window more than a week, as goods on display for a longer period lose their selling value. The third one is utilized for showing breakfast foods, chiefly, and at regular intervals it is dressed with the various products of this kind.



Several silent salesmen for the display of goods, are a feature of the equipment of the store of A. A. Black, grocer in Fort William, Ont. Splendid results are obtained from displays by this merchant.

A Good Display Invaluable

"The value of window displays to a grocer cannot be overestimated, and the merchant who is not paying a good deal of attention to this feature is losing a really worth while opportunity to boost his turnover. People will always stop and look at a good display whether it be groceries or other merchandise. The thing is to arrest their attention and having done this through the medium of a beautiful and striking display, their interest is soon aroused, and they go into the store with a view to buying something that particularly appealed to them in the display. Cultivating customers of this kind is good business, and the attention and service extended on the occasion of the first visit brings them back again, often resulting in them becoming permanent customers."

Advertising a Real Investment

Linking advertising in the daily papers with good window displays is a plan that is followed with success in Mr. Black's store. He uses regular space in the Fort William papers, and looks upon such as a real investment. "If advertising is maintained with some system of regularity, the returns are good, but if it is done only spasmodically, and without any aim to present a real selling talk, it is practically useless," Mr. Black declares. "If you are using the same space and position consistently, and talk to your public in a way that is going to interest them, I believe the results that will come to you in the way of new and increased business will more than repay you for the financial outlay that the advertising space represents. I find that the money I spend in advertising is spent to advantage, and together with window displays increases my turnover."

The Christmas Opportunity

In the way of selling high-class specialties and new goods that come on the market, this merchant has found that in these commodities there are profits that should not be passed up. The approaching Christmas season offers a splendid opportunity to cultivate this business. "I start to advertise goods for the Christmas baking very early, and it is surprising the quantity of goods that I sell," Mr. Black stated. "Every year I follow this plan of an early start at the Christmas baking. It gets the people interested, and extends the buying period for these lines. Such goods as glace cherries, pineapple rings, crystallized and preserved ginger, etc., are big selling specialties in this store, and representing as they do, a good profit, they are well worth handling."

Mr. Black conducts business almost altogether on a credit basis and considers it the better method. "Of course I sell a lot of goods for cash too, and we have customers who pay cash all the time, but who come because they like the service my store gives," Mr. Black remarked in discussing this subject. "I believe in treating all customers as friends, and in taking a thorough interest in them, and advising and aiding them in their purchases, I find they appreciate it. A great many orders are given over the telephone, and for this purpose two telephones are busy all the time.

The Motor Delivery Service

"I have a motor delivery, and service of delivery is planned for certain hours. Customers are acquainted with this fact and plan their orders accordingly. Seventy-five per cent. of our trade is credit, but I must say that I have had very little loss as a result. I never take on a new account, without knowing them personally, or without them coming recommended to me. Our terms are two weeks and I consider this good for business.

"I sell only the best goods that can be bought. We have aimed to create a reputation for quality, and believe that such a reputation has been one of the chief factors in bringing our business up to its present satisfactory volume."

Nothing Long Drawn-out.

"Did you interview the eminent statesman?"

"Yes."

"What did he have to say?"

"Nothing."

"I know that. But how many columns of it?"

"Responsibility for Profits Rests Upon Grocery Clerks"

Jos. Savard, Quebec City, Says That a High Standard of Efficiency Must be Demanded From Grocery Salesmen—Success of Business Requires Co-Operation of Proprietor and Staff

"THE grocery trade requires more and better salesmen, men who go into the business with the idea of making it a study and not merely a job," said Joseph Savard, a Quebec grocer who is president of the Retail Merchants' Association in that city to a Canadian Grocer representative. "We need men who intend to fit themselves to own their own grocery business some day and who will take a real interest in the work.

Grocery Business Requires Study

"The grocery business is not easy. It requires energy, forethought, initiative and business ability. The time has come when the grocer must go after his trade, and the secret of success is turnover. To get this, the grocer must be versed in modern business methods. His stock is so varied and of such a nature that it requires careful buying and rapid sales. Besides this he should have a keen insight into the condition of his own business. No retail trade requires more of a man than does the grocery business and so, if a man does not learn it from the ground up, he is likely to find his lesson very costly later on. Therefore I say we need more clerks in our grocery stores who are there to make the business a study.

"The grocery trade is to-day confronted with a real problem. We are in need of men who co-operate with the grocers and go behind the counters to take a keen interest in the business. The grocery clerks should realize that they are a real part of the business and that without their aid the firm cannot be a success. On them rests as full a share of the responsibility of showing a profit as on the proprietor who does the buying. What advantage is it to a grocer to take great care and trouble in his buying if when the goods are put on sale, through carelessness, the margin is lost. For example if a merchant should buy one hundred pounds of tea and by good buying get it two cents below the market price, if the clerks in parceling it up only lose one ounce per pound either in the weighing or in the handling all the margin the proprietor gained and more is lost.

Small Items Mount Up

"It seems a trivial matter but it mounts up quickly. There are more small items that will easily show a leakage in profits than could be mentioned in a whole page of writing. Yet in a day they total to an appreciable amount. All these things the grocery clerks should learn to watch if some day they hope to own their own stores. The margins are now so small that the most insignificant leakage makes the difference between profit and loss. I say that more co-operation between the proprietor of the business and his clerks is necessary. The clerk will take an interest in the small items when he is shown his responsibility.

Confer With Clerks

"This co-operation may be obtained by taking the clerks into confidence in the operating of the store. If the grocer will discuss the buying with the clerks and let them know just what the goods cost and what the margin of profit is the salesmen will take more interest in economy and system. As it is all too many clerks are behind the counters merely to wait on customers and there their interest ceases. In wholesale houses the salesmen are called into conference with the manager once a week and business problems are discussed. Such a plan can well be adopted in the retail business where detail is of the utmost importance.

Paving the Way For the Future

"The story of my own experience may illustrate a point here. At the age of twelve I started in the grocery business with A. Grenier in Quebec. I had from first a desire to go into business for myself but I had not the money and as far as I could see there was little hope of getting it. My parents were poor and I was getting only a small salary. Yet the business attracted me. I kept a record of the different prices so that I knew fairly well how the trend ran through the year. For twelve years I worked as a clerk and then one day I told a grocery traveller that I wanted to start a store of my own but that I had no money. He told me that he thought he could get credit for me, as he was willing to vouch for the account himself. At first it seemed impossible but later I got a letter from another wholesale house telling me that they heard that I was thinking of going into business for myself and that they were willing to give me credit. The way now seemed easier and I took the jump. I have now been in my own business for twenty-eight years and I thoroughly enjoy it, although it has been hard from the start to

"Improvement in Grocery Trade Demands More Business-Like Methods"

"THE RETAIL trade in Quebec, as well as the retail trade in general shows improvement," said J. Savard, president of the Retail Merchants' Association of Quebec City to a Canadian representative. "We feel that the worst is over. The trade has just passed through two of the most trying years in its history. None of the merchants of long experience have ever known such depressing conditions and so many varied problems both in buying and in selling. The sudden change in market conditions has necessitated the retail merchant to take a loss besides finding a general reduction in sales on account of labor conditions. It has necessitated careful buying on a small scale and aggressive selling methods.

"It has had a good feature however. It has brought together the retail merchants with a better understanding of each other's problems and more co-operation. They have benefited by the exchange of ideas and the discussion of matters common to the retail trade. It is to be hoped that what has been learned during the past two years will not be quickly forgotten.

"While conditions have been bad, expenses have remained heavy. Salaries are high and must, it seems, remain so. To reduce a clerk's salary at this time would be to destroy his interest in the business and make him dissatisfied. The remedy is to get more out of the clerks than in the past. Organization and co-operation will offset the high salaries and make the whole staff more efficient. With the signs of improvement come new opportunities for the retail grocer and more aggressive business methods must be adopted to get the most out of what the future holds."

finish. My ability to get credit lay in the fact that in the years I served behind the counter I took an interest in the business and showed the travellers that I understood the operation of a grocery store. I had made it a study.

The Need of To-Day

"That is what we need to-day. Clerks who will make the business a study and lend their hearty co-operation to their employers. We also need grocers who will make the effort to give their clerks an insight into their business and solicit their interest."

A Silent Salesman That Sells

This merchant has a silent salesman on his staff that sells day in and day out without salary and little or no cost. This silent salesman stands on the steps of the store and offers for sale, poultry, butter, cheese, eggs, vegetables and fruits. Sometimes specialty lines and candies are a feature.

This salesman is a showcase with two glass sides and two glass shelves. Each morning it is dressed with those lines which Mr. Savard wishes to feature for the day. The lines depend largely upon the weather. However he is never perplexed as to what to feature. There are always a number of lines that lend themselves to such a display.

Mr. Savard told a Canadian Grocer representative that this showcase showed definite results. For some reason it stands out far more strikingly than the window. Perhaps because it is unusual. On one end of the case is a mirror that completely covers the side and so makes the case look larger and improves the appearance of the display. The case is no novelty for Savard's Grocery. It has been there for a number of years and the staff take just as much pains in dressing it now as they did at first because they can daily see real results for their work. It is a real attraction and a real salesman.



A silent salesman that really sells goods—Various lines of grocery commodities are shown in this outside display case in the store of J. Savard in Quebec City.

This Store Staff Has Daily Conferences With The Manager

Daily conferences between the store manager or proprietor and the clerks have been inaugurated in a Western Ontario grocery for the purpose of securing facts on any complaints or suggestions before they grow "cold" and are overlooked or forgotten.

These conferences are held each evening just before closing time; salespeople and other members of the store's personnel attend the conference.

This policy has resulted in the correction of many minor matters, which individually, perhaps, were of little importance, but as a whole tended to make the service defective to a certain degree, or which might have brought about a certain feeling of ill-will on the part of some of the employees if allowed to continue.

Matters relating in any way to the store's treatment of customers or employees, suggestions tending to improve the work or increase sales, are welcomed at the meeting. Provision has been made by the management to reward those offering major suggestions, and evidence of foresight, ability and ingenuity on the part of the employees, brought out at these conferences indirectly, is applied when promotions are in order.

NO TIME LIKE CHRISTMAS

(Continued from page 80)

a service store, but Mr. Boyle has not found the competition of cash and carry organizations particularly baffling. He believes that to get business the merchant must go after it, and adopt such legitimate selling methods as are going to develop it. The service of both credit and delivery is given, and nearby suburbs are canvassed each week for business. Losses as a result of giving credit are not large, according to Mr. Boyle, and he has found that while during the period of depression a number of people hard pressed and out of work overrun their accounts, by the adoption of patient reasonable co-operation he believes that he will be successful in collecting all outstanding accounts.

Equipment of a type that facilitates service is not lacking in the Boyle store. He has an electric coffee mill, located on the end of the counter, and Mr. Boyle finds that his coffee turnover is increasing rapidly. He declares that he is building a reputation for coffee that is going to mean much for the future success of his store. A meat slicer, computing scales, conveniently situated, silent salesmen, are part of the equipment that make for an excellent service to the patrons of this store.

Strong on System.

At a certain coal mine down in New Mexico the superintendent was greatly annoyed from time to time by employees moving into and out of the company's houses without due notification of their frequent changes of domicile. It became quite impossible to keep the rent accounts straight on the office books, and finally the superintendent, in his exasperation, resolved upon stringent measures. He therefore posted the following notice:

july the 11

Notis to all them imployed:
æney Person or Persons what Moves into A House Without My Consent shall be Put Out Without anney Cemmony. Dam it i Must and Will have some Sistom.
(Signed) HEN FELKER.

"Costs More to Wrap the Cash Order"

This Grocer Finds That the Elimination of Delivery Only Means Heavier and More Costly Wrapping—Merchant Who Has Tried Both Plans Makes Some Interesting Comparisons

By British Columbia Correspondent of Canadian Grocer

NANAIMO, B. C.—In contrast to many merchants who claim that the cash business permits of lower prices to the public by reason of less expensive method of distributing, Mr. Malpas, of Malpas and Wilson, Nanaimo, Vancouver Island, B. C., does not altogether agree. At one time Mr. Malpas was operating four stores in Nanaimo, two on a credit basis and two on a cash system. At present three are being conducted on the credit basis. One of the stores that was being conducted on the cash plan was the Malpas and Wilson Groceteria, which has since been converted to the regular service grocery type. "In our groceteria experience I made a careful study of every factor and my findings were such as to decide us to change to the service plan," stated Mr. Malpas.

Average Sale in Self Serve 60c

"For instance I found that the average size of each sale in the self-serve, non-delivery, cash-over-the-counter store was 60c. In order to insure that a customer got her purchases home intact without tloss, it was necessary to provide an extra heavy paper bag. At that time, 18 months ago, those bags cost just around 1½ cents apiece. Figuring that at least one went out with the average sized order, and it probably ran along higher than that, it cost just 2½% to wrap the average order amounting to 60c, probably more to wrap the order that amounted to less, and perhaps slightly less to wrap the larger order, but the cost per average order was 2½%.

Delivery Costs 2¼ Per Cent.

"Now I have found by keeping accurate records at all our stores that delivery costs from 2 to 2¼%. In other words, in the self serve department, the fact that the customer has to carry her own parcel home necessitates an extra expense that would have been sufficient to deliver it for her. In regard to delivery, I have found that horses are economical for deliveries within a five-mile radius. I mean, of course, route deliveries in which the driver may make 30 to 40 deliveries on the one trip. In such trips the distance or the speed is not the factor, it is the actual time taken carrying orders into the residences and walking back to the truck that consumes the time. On a delivery in which there was a long, non-stop run, the motor truck would save time, and time is money. We use three trucks, for the more remote deliveries.

"I have also found," said this merchant, "that the sales per clerk are so much decreased in the cash business that the cost of selling is increased." In the Malpas and Wilson stores it was found that the sales per clerk were only 75 per cent. of the volume of sales per clerk in the service stores. The cost of selling was found to be 5% less in the service stores. Yet the losses through bad debts in the credit stores were one seventh of 1%. Mr. Malpas is convinced that if all stores adopted the cash basis, the cost of living would go up 5%, instead of down as many claim.

The whole town of Nanaimo is canvassed twice a week by personal solicitation at the door. For this work Mr. Malpas says it is necessary to pick the best material in your staff. Six are employed in this work in connection with the three stores. They are the contact men. They are the store as far as many customers are concerned and on their knowledge, tact and courtesy depends in no small measure the profitable volume of business done by the stores. The orders taken by these solicitors on Monday morning are delivered in the Monday afternoon delivery. Those orders taken on the Monday afternoon are sent out Tuesday morning, etc.

"This solicitation method of collecting orders permits of more economical delivery. The salesman knows that it is necessary to get the orders in by 11.45 to get the first afternoon delivery. He so arranges. If left to the householder, she would likely phone in at 1 o'clock and stress the importance of getting her orders SURE on the first afternoon delivery.

"This would not be economical but we would see that she was not disappointed. A solicitor however, gets all this business. We get orders on time by this arrangement, and the consequence is that all our waggons always go out loaded. This is a most important point in keeping down delivery costs."



During the last few months, while prices have been declining it has been the store policy to buy new goods regularly to lower the average cost of high priced goods in stock, and in this way sales have been maintained at prices that have shown some small profit on the "bunched costs" of those items showing the most marked reductions in price. This merchant stresses the advantage of keeping detailed records of every point in connection with the operation of the store of which figures may be had. With figures available, comparison and analysis are possible—and usually very helpful.

Eliminating the Ice Bill in the Winter Months

W. G. Meekison, grocer, Strathroy, Ont., has hit upon a novel way to eliminate his ice bill in the winter time. The glass front refrigerator is now set at the front of the store that the passer-by can see, at the same time as looking in the window, what is in the refrigerator. This is, of course, through the glass front on the latter. After setting this up in this way, Mr. Meekison had a hole bored in the floor of the refrigerator and to this connected a pipe which was run under the floor of the window to a second hole which had been made in the front of the store immediately below the window sill. This hole on the outside allowed the cold air to circulate through the pipe into the refrigerator and constantly keeps the goods inside in proper condition. This worked so well that on one or two occasions the interior of the refrigerator has become so cold that it has been necessary to shut off the circulation of the cold air to prevent the freezing of the meats, etc. This latter is, of course, only likely to happen on a very cold day.

In the opinion of this grocer, it is necessary for the grocer to always keep on the look-out for any new improvements he can make in the store that will be of help in any way.

Anything that will bring or increase business will meet with immediate interest from this man. A short while ago an electric coffee mill was installed and since then the sales have at least doubled and are steadily increasing. All these things soon pay for themselves



In the store of McKenzie & Osborne in Halifax, N. S., the interior of which is illustrated here, equipment to facilitate service and that makes for speedy and convenient serving of customers is a feature.

These Delivery Boys Now Own Their Store

Story of How Hard Work and Close Attention to a Study of the Grocery Trade While Employees, Leads to Realization of Ambition of McKenzie & Osborne, Grocers in Halifax, N.S., is Interesting

STARTING as delivery boys in a large grocery house in the City of Halifax, two young men in that eastern city are today proprietors of their own store. The firm of McKenzie and Osborne is the one referred to, and their store at Morris and Barrington Streets is the result of ten years' hard work and diligent effort in the grocery trade. Ten years ago they were delivery boys, but always determined to have their own store some day, they are today conducting it, and their efforts are being crowned with a good deal of success. Paying strict attention to their work as employees, they never lost an opportunity to study the grocery trade from every angle.

A Small Store at First

With this practical experience gained through hard work, and with plenty of ambition, these two young men opened their first store. It was only a small place on Barrington Street, and it was not long before it was evident that it was not large enough for the business that they were already doing. Consequently it had to be enlarged, and today it is five times the size of the first one, and ranks as one of the best stores in Halifax.

Situated in the residential section of the city, their clientele constitutes a fine class of trade. Located on a corner, they have window space on two streets, and these windows are always dressed in an attractive manner. Much importance is attached to these displays, as both members of the firm realize their value as a means of increasing turnover. "We change our windows frequently," Mr. Osborne told Canadian Grocer. "We always get good results from our displays, and take advantage of every opportunity to boost certain lines through showing them in the windows. We think appearance counts for a great deal in the success of a grocery store, and it has always been our aim to make our windows and store interior attractive."

A Well Equipped Store

Equipment of a kind to facilitate service, and to show goods in the best possible way has been installed. Silent salesmen for displaying confectionery, patented bins for storing bulk goods, meat slicer, and other modern fixtures, are all a part of this store.

"We have also built a reputation for carrying only the best goods, during the time that we have been in business for ourselves. Good goods and service has been our slogan, and we believe that attention to both these things has done a great deal towards bringing our business to what it is to-day. We give credit, and our losses as a result are hardly worth speaking about.

Like Goods Delivered

"Cash and carry stores are located down the street, but as far as our business is concerned, the competition has not been serious. Our customers like to have their goods delivered, and like to pay their accounts either fortnightly or monthly. By catering to their wants in giving them the best merchandise on the market, backed up with service, we have found that cash and carry stores have not affected our business at all. Our turnover is showing a steady increase from month to month. We aim to sell goods at a fair, reasonable profit, but make no attempt to compete with the fellow who is not giving service. We pay strict attention to our own business, and are not worrying about the fellow down the street, nor what he is getting for his groceries.

Baskets of Fruit For the Tourist

Specially Packed Fruit Baskets Have a Particular Appeal for People Wishing to Remember Friends Leaving Vancouver, and J. McTaggart & Son, Ltd., Grocers in That City, Are Building Up a Big Business in Supplying Them

By Special Correspondent Canadian Grocer

VANCOUVER.—Taking advantage of the opportunity presented by the fact that this city is the Mecca of thousands of tourists every year, J. McTaggart & Son, Ltd., grocers, have built up a big turnover in specially-packed fruit baskets for this class of trade. Reference has been made before in these columns to this feature of the McTaggart store, but the growth and increasing popularity of the novel ideas are such as to warrant further comment.

Develops Business

"We have a feature in this sale of fruit baskets that has brought business to our store," Mr. McTaggart told a representative of Canadian Grocer recently, "and the permanency of the idea and the fact that people look to us to supply these baskets has created a reputation for our store that cannot be underestimated. We believe we have in Vancouver a great tourist city, and it is becoming more and more so all the time. So many folks leaving on the steamer or on the train like to have a small lot of choice fruit, just to eat at their leisure or when they feel so inclined.

For the Traveller on Land and Sea

"People having friends leaving on a voyage often want to remember them in some way, and the suggestion of a prettily arranged basket of fruit appeals to them at once. We have people from all over the city phoning us to pack a basket for such and such a person leaving on a certain steamer. Of course we have had to build this business ourselves. It has not just come to us, but once having it under way, the idea has developed very rapidly. One friend telling another, recommending our baskets as suitable gifts on occasions of seeing friends away, has been one of the big factors in building this trade. In first going after this trade we sought out hostesses who were entertaining friends from a distance. Finding out when they were likely to leave the city, the suggestion was made to the hostess of a basket of fruit as a parting gift. Of course the baskets are artistically arranged and present a very tempting appearance, making an ideal gift and one that is more than likely to be thoroughly appreciated.

Working With the Florist

"We have found it worth while in the development of this trade to get in touch with local florists. They have carried the idea a good deal further in their line than we have, and very frequently when florists have a request for flowers to be sent to a departing friend, an order for fruit is also given and this is passed on to us."

Increasing Sales of Biscuits

A good deal of attention is given to window displays in the McTaggart store. In fact the windows are always arranged with a view to increasing the sales of some particular lines. As indicated by the accompanying photograph a display of biscuits was recently a feature. On this occasion sales were very considerably increased. The display in the window attracted more than ordinary attention, which, together with sales efforts on the part of the staff, resulted in a turnover above the average.

Coffee Sales In This Store Increased 100 lbs. Per Month

An electric coffee mill in the store of John McNight, Fredericton, N. B., has proved to be a splendid investment. Sales increased nearly one hundred pounds a month and show every indication for a further increase. Showcases placed near the front entrance have also proved a good idea. In these cases are displayed chocolates and cigars and cigarettes. Pivoted bins in the wall cases and under the counters have proved a valuable investment in this store, assisting in sales and keeping the goods in a clean and sanitary condition.

This firm has a large turnover in flour and feed, and for this purpose have fitted up a large room in the rear of the store with a storage capacity of three car loads. This room is lined with sheet steel and painted white, which prevents loss from rats and mice.



Illustrating a window of fruit baskets for tourists, business in which is on a big scale in the store of J. A. McTaggart & Co., Vancouver, B. C.

A good deal of attention is given to window display in the store of J. McTaggart & Co. Vancouver.



A recent display as indicated in this reproduction was that of biscuits and sales results were very gratifying.

Saves Time and Makes Fewer Mistakes

Cudmore Bros., Charlottetown, P.E.I., Find Account Register a Valuable Aid to Bookkeeping—Well Arranged Displays Both in Store and Windows Make for Bigger Business—Fruit Windows a Feature

By Special Correspondent Canadian Grocer

IT DOESN'T do for a grocer to have to tell people they haven't certain lines when they are requested, according to Cudmore Bros., Charlottetown, P.E.I. "It is something we have always tried to eliminate," Mr. Cudmore added, "and with that end in view we keep a 'want' book. Of course, it is not always possible to have the particular things people ask for, and if we feel we have something just as good, and can safely recommend it as a substitute, we do not hesitate to do so. I think it is a good policy to let the customer feel that you are anxious to give her exactly what she wants, or something just as good and which will fill her need to her entire satisfaction."

Well Arranged Displays

Cudmore Bros. believe in keeping their store always attractive and declare that attention to well arranged displays and cleanliness constitutes a good part of the secret of success in this business. The store is finished in white, and the shelves and interior arrangement present an appearance that is altogether pleasing. While this store has only gotten under way in the past year, both members of the firm have had long experience in the grocery trade. Although capital has been limited to some extent, and caution has been exercised at the outset, this firm realizes that modern equipment is an asset that helps sales. "The public, I think, like to see nice fixtures in the store," Mr. Cudmore added.

"That register has been invaluable to us since we started," he continued, referring to a system for keeping accounts. "I don't think we could get along without it. It simplifies our bookkeeping and makes for fewer mistakes. Our business is conducted both along cash and credit lines, and we cater to all classes. We watch our accounts very closely and only give credit to those who we know are perfectly reliable."

Windows are used all the time in this store to boost turnover. A good part of the time they are used for showing fruits, and the arrangement of the same, are always attractive. The aim is made to keep them fresh and as original in design as it is possible to make them. The window as shown here resulted in a large volume of grapes being moved. During a two day display over two lugs of grapes were sold.

While window displays are a valuable aid to selling, if the grocer does not put special effort into his salesmanship, he will sell only the particular things asked for, this merchant contends. Suggesting goods to the customer as she places her order is in most instances worth while, and as Mr. Cudmore states is generally appreciated by the customer.

Increases Meat Turnover

Discussing the value of their slicer in the smoked and cooked meat department, Mr. Cudmore expressed the opinion that they sold more bacon and ham in a week since they had installed the slicing machine than they otherwise would have done in a month. A very nice display of bacon is made in this store, in a small case which is situated at the front of the store. This has been found a good means of stimulating sales.

Sales of Coffee Average More Than Seven Hundred Pounds Monthly

The Secret of a Successful Coffee Trade is Maintaining a Standard of Quality, According to George H. Sherwood & Co., Ltd., St. Catharines—Buys Only Two Blends and Has Had no Other During a Long Period of Catering to Particular Coffee Tastes

MAINTAINING the blend of coffee at a uniform standard of quality is the secret of success in developing a coffee trade, according to George H. Sherwood, president of George H. Sherwood & Co., grocers in St. Catharines, Ont. This firm, it might be truly said, has had a fair measure of success in selling coffee, when it is considered that sales in the main store on Queen Street average between seven and eight hundred pounds a month. Coffee to the amount of 794 pounds was sold in the month of August last. In February last more than 800 pounds were disposed of. These constitute two of the outstanding months in the current year, but reference to figures for all months for a year past indicate sales well over the seven hundred mark.

"Our coffee has really advertised itself," Mr. Sherwood told Canadian Grocer the other day. "We have never put any advertising on it. When we started in business nineteen years ago we bought two blends and these we have never changed. The quality has been maintained right along, and that, we believe, is the reason our coffee business is what it is to-day. We have often been asked to buy other blends, but we have never done so. Day after day, month after month, year in and year out, our coffee is always the same, and because people have come to realize this fact they continue to buy their supplies here.

"We always, of course, freshly grind the coffee as it is ordered by the customer. It is then put up in parchment lined bags, one grade in a bag of a particular color and the other grade being packed in a different colored bag."

Discussing the advantages of building a business in coffee such as this, apart from the fact that it is well worth while from the standpoint of profit, Mr. Sherwood stated that it is always a distinct advantage to build up a trade in a line that the other fellow has not. A great many merchants do not particularly stress the sale of coffee, he said, and concentrate their efforts in building a reputation for the same. They sell it, but just as it is asked for, with no special endeavor to increase sales of it. "A reputation for good coffee brings people into the store who otherwise might never enter," Mr. Sherwood added. "They have heard from their friends, persons who are customers of the store, that Sherwood's is the place to buy the best coffee, and forthwith they are ready to give it a trial. They come purposely to buy coffee, but the opportunity is presented to sell them other things, and this thing is impressed on our staff. More often than not orders are extended beyond the mere request for a pound of coffee, and here is a very direct advantage of having given some attention to the sale of coffee. Permanent customers have been gained for the store in this way. Interior displays, too, catch the eye of the occasional customer, and here, too, is where sales can be stimulated. Attracted by a showing on the counter or on the tables in the store of some particular merchandise that makes a ready appeal to a customer of this kind, a sale is invariably made.

"Specializing in the sale of coffee is good also from the financial viewpoint representing, as it does, a very fair margin, and if properly handled there is absolutely no waste."

An electric coffee mill is used by this firm for grinding the coffee. It is situated at one end of a counter, occupying a prominent place in the store. Like so many other merchants who have made a real success of coffee selling, Mr. Sherwood finds this a particular advantage and one that certainly means something in the development of the trade. "We could not get along without our electric mill. It is indispensable with a turnover in coffee such as ours," Mr. Sherwood added.

It is a case of quality first and price second in the business of George H. Sherwood & Co. "We can sell more high-class goods than we can sell the cheaper grades," he stated. "Jams last winter were selling at all kinds of bargain prices but we found that the highest-priced jams were the best sellers in our store. The average housewife wants anything in the line of food of the very best and usually does not dispute the price if she knows that she is getting top quality.

"We are selling more than three hundred pounds of biscuits here every week. We do not confine our sales to only one make, but we stock several. However, there is one that we sell more than any other. We think they are of an excellent quality and have no hesitation in selling many of the varieties of this manufacturer before all others. In the fall and winter months we aim to increase turnover by giving some attention to the sale of high-class specialties particularly suitable for special occasions like afternoon teas, dances and similar social gatherings. Inquiring of our customers, ladies who are contemplating entertaining, as to prospective 'parties,' we are then ready with suggestions of some delicacy or dainty that

Sells 500 lbs. of High-Class Chocolates in the Fortnight Preceding Christmas

"WE START early in November to boost the sale of Christmas lines such as the ingredients for the Christmas cake, plum pudding, and such like," George H. Sherwood, of George H. Sherwood & Co., Ltd., St. Catharines, told a representative of Canadian Grocer. "In the fortnight preceding the holiday, however, is the real time to sell the high-grade specialties that have a special appeal for the Christmas dinner or party. Lines that sell well in this period include such commodities as fancy boxes of figs, crystallized fruits, almond paste, nuts both shelled and unshelled, and of course a high-grade chocolate. Christmas stockings, and Christmas crackers too, constitute good sellers at this season, and last year our turnover in the same was very large. We pay a good deal of attention to the sale of chocolates in the two weeks before Christmas. While chocolates are a good sale with us the year round, we have considerably increased sales in the days just before Christmas. Our sales a year ago represented a turnover of 500 lbs. of chocolates in two weeks before the holiday. We have one high-grade chocolate that we have found is very popular with our trade. We always have them fresh, and many of our customers will have no other."

is likely to add interest or individuality to the luncheon or supper of the hostess. It is for occasions of this kind that a grocer can sell high-priced edibles that at other times have no appeal. Potted meats, fruits, high-grade biscuits, chocolates, hot-house tomatoes and lettuce are all good sellers for occasions of this kind."

Too much cannot be said about the value of window displays, according to Mr. Sherwood. In his present location there is a constant flow of people past his store, and the advantage of showing goods in the windows is readily apparent. "We are always well repaid for any time we spend on window displays. Increased sales can frequently be attributed to our windows. Very often we are able to buy a line of goods at a special price. We fill the window with the same and offer these goods at an attractive figure. We change our windows every week. We keep our showcases at the front of the store frequently renewed with fresh stock." One showcase, in which is shown a high-grade chocolate, is a productive source of trade, and Mr. Sherwood told the Canadian Grocer representative that sales of chocolates weekly to their regular customers were in good volume. "We also keep a large table in the centre of the store for purposes of demonstration and display."

Handles Goods Easily

The facilities for handling goods in the Sherwood store are worthy of note. Storage space is amply provided for, not only in the basement, but in the rear of both the first and second floors. An elevator carries stock to the second floor. Here all sugar is weighed out and parcelled, and consequently is never handled over the counter. What this means in the actual saving of time on a busy day and in the elimination of waste is of inestimable value. Likewise a number of other bulk lines are prepared beforehand for distribution. In the store itself orders are put up by the clerks in wire baskets before they are gathered for delivery. This avoids mixing of orders, and renders the checking of the same much easier.

HOW THIS MERCHANT JOGGED THIS CLERK'S MEMORY

Some stores have a tickler or follow-up file in which is placed all the correspondence and notes that have been set ahead for future reference. But, unless these files are consulted regularly the first thing every single day, they are likely to be worth little or nothing. One store manager had a clerk of the type that had to be reminded to look in the follow-up file. He used an interesting little device to remind her of the file the first thing every morning.

On the post immediately below the hook on which the clerk hung her hat every morning, he had tacked a small typewritten card to remind her that her first duty was to look in the follow-up file. By placing the card immediately below the hat hook, the hat or coat hanging on the hook covered up the card during the day. It performed its service the first thing in the morning and then retired from view.

Window Displays That Think

By a Housewife

THE WINDOW displays of grocery stores wield a bigger influence on the welfare and health of the homes of Canada than do goods put before the public from any other shops. Good food makes good health and health is one of life's gifts, the big asset in the race for success.

Outstanding in window displays of grocers, are those of T. A. Rowat & Co., London, Ont., for displays that really think. In these hurried days of hasty shopping, the mind of the housewife is very apt to get into a rut in her choice and preparation of food, but be she ever so aggressive on her own behalf and that of her family, the brightest of home-maker's minds is refreshed and delighted and open, oh, very much indeed, to the new suggestion. It is the latter's quick response to the thought in the window that is the chief encouragement of the merchant.

Demonstrations are very interesting but the watching of them takes time. A process can be visualised from displayed goods, and windows that think, give forth their suggestions quickly and concisely. The briefest glance can carry away very much that is helpful and business-getting in the window that concentrates.

Recently Mr. Rowat displayed a certain cake flour in an artistic arrangement of packages. But these alone might not have captured a passing thought from a preoccupied mind had it not been for the bowl of eggs, the dates, the cocoanut, the baking powder, the egg-beater even, flavorings and all things delectable, that go to the art of cake-making. Everything necessary and new and delicious was displayed on a little raised space, the arrangement of which was a marvel in economy of purpose and amount of material visible. Women paused, gazing intently, and with the October tang in the air to add zest to the suggestion, mentally made cakes for supper that very day. Inspired faces sought the interior of the store to search out the needs for those suggested cakes.

When merchants work hand in hand with the welfare of the home it is safe to foresee their success in the winning of the confidence of their patronage. The time will come when windows will concentrate on entire menus for unoriginal housewives, by displays of prepared food for entire meals, with the necessaries close in touch, in the window, to prepare just such many-times duplicated meals, as the one suggested. While the average woman of the home knows the clever methods of a routine of menus, she lacks often incentive or inspiration to vary her scheme of cooking and dishes. Shops and windows have long been meeting this need, and the future will bring about many revelations in this art of window-thought. Not only to help someone be happier, and make others happier, but to educate and inspire and make for the welfare of Canadian Homes.

The proverbial supper of cold ham and fried potatoes, while good and substantial and not to be "sneezed at" calls for the assembling of two articles of food. The windows that suggest dishes requiring a list of needs are those that make for business. Such windows have a very interesting method in their thinking.



The above illustration is made up of several advertisements, all except three being clipped from one newspaper of the same date of issue. These ads leave no impression on the mind of the reader except one of price and cheapness,, a factor which the consuming public rarely takes into consideration in preference to quality. This is especially true during the Christmas season.

Makes the Christmas Advertisement Appeal

The Success of the Advertisement From the Standpoint of Sales Getting Effectiveness, it Will be Found, Lies in the Stress Put Upon the Quality Rather Than the Price of the Goods

PICK UP almost any daily newspaper, be it the weekly paper of the small country town or the big daily of the larger city. Glance over the advertisements of the retail grocers and the similarity and apparently mad rush to offer goods at bargain or special prices can hardly escape the observation of the reader.

A couple of years ago when the bottom fell out of the markets and during the period of readjustment, there might have been some reason for this form of advertising copy. But even in those days the only real excuse was to post the public on the fact that prices had reached a lower level, thus assisting to bring business back again to a normal basis.

More Attention to Quality

Those days, however, are now in the past. The majority of people have got over the habit of looking for bargains. They no longer buy goods at a price but rather pay more attention to quality and price is a second consideration.

The foundation upon which business is built is goodwill, which by the way, is just another way of saying service and selling quality goods at a fair price. But judging by many of the advertisements appearing in the daily press, many merchants are forgetting that fact today. Building a business with goodwill may be a little slower process, but it is certainly more lasting.

Offering goods at a price or at a special bargain may be justified when the merchant is over stocked with a certain article or when an article is "dead" and it is the desire to close it out. But it does seem the utmost folly to persistently advertise goods at a price and to carry this frenzy of price cutting right into the Christmas season, when the majority of people are quite ready and willing to pay a fair price and even a little higher price if the quality is there.

Housewives as a rule, pay little attention to advertisements of Christmas fruits at "bargain prices." They want the best it is possible to get and even though the goods advertised at a special price may be first-class, the mention of Christmas fruits at special prices tends to make the buyer think of gritty currants, hard peels and dried up raisins.

A perusal of the advertisements announcing specials, which are reproduced on this page do not give the reader any idea of what value the buyer can expect for his money. These advertisements with the exception of two, were all clipped from the same paper. Three of them were taken from the same page and are fair examples of the average grocery advertisement appearing in the daily press to-day. They tell no story, nothing of real interest to the reader which would convey something to the mind to possess some of the goods. The only impression they leave with the reader is one of cheapness, something which the average housewife is not looking for at the Christmas season.

Undoubtedly the public has played a certain part in creating this price featuring form of advertising, such as a year or two ago when the prices of food commodities were on everybody's tongue and so much newspaper talk of the public "clamoring for lower prices." Then again, perhaps the competition of chain stores has something to do with it. But to-day there is little talk of that nature and the public, generally, are quite ready and willing to buy quality advertised goods and to pay a fair price for them.

But getting right down to brass tacks, the business which builds its foundation upon price, as a rule, rarely lasts long. It is the business built upon quality goods and service which lasts.

In writing an advertisement on Christmas lines, it is well to keep mind the fact that people want the best obtainable and like to know something about the goods themselves. If it is fruits for the mince meat, plum pudding and cake, say something about the currants being free from dirt and grit, that the peels are this year's make, soft and flavory, that the raisins are plump and juicy. That the spices are pure and just right to give the cake and pudding a delicate flavor and aroma. In fact point out that the niceness of the cake depends largely upon the quality and richness of the fruit, and give reasons why yours can always be depended upon.

An advertisement carrying such a message does not depend upon a "price"

to make a sale, but rather it is the human interest touch, and the quality of the goods themselves which put over the sale.

"It may seem a strange thing, but we have people coming here year after year with their Christmas order for currants, raisins, peels, nuts and other things," said one merchant. "We rarely ever see these people through the year, but every Christmas they are right on hand. It is pretty hard to account for this, except perhaps they are not quite so particular with their general groceries, but they are certainly very careful about the kind of ingredients they buy for the Christmas cake. Other stores, no doubt, carry just as good a quality as we do, but many do not advertise it. Quality is the first thing we talk about, both in the advertising and over the counter, and price is never used as a feature. Of course we do mention a price, but that is done incidentally."

"Writing grocery advertisements is the simplest thing in the world," said another merchant. "There are so many articles to advertise adapted to every season of the year that the merchant need never be at his wits' end to know just what to advertise. Another thing is that it is the woman of the house who reads the grocery ads and there are several things which she looks for in the ads, as for instance, cleanliness, service, pure foods. Variety is another important item she looks for, because she is always eager to add new things to the worrying daily menu. The price too is portant, but I might say that it is the least one. We have found that advertisements featuring goods to be sold at a price, do not build for the future and we have found that customers obtained through our service and quality goods, generally stick to us. I would say that the most important thing to think about in writing advertisements is to say something interesting about the article, ever keeping in mind the season of the year, and the articles most suitable for that season. Such advertisements never fail to attract attention."

Doing as Much Business for Cash as When on Credit

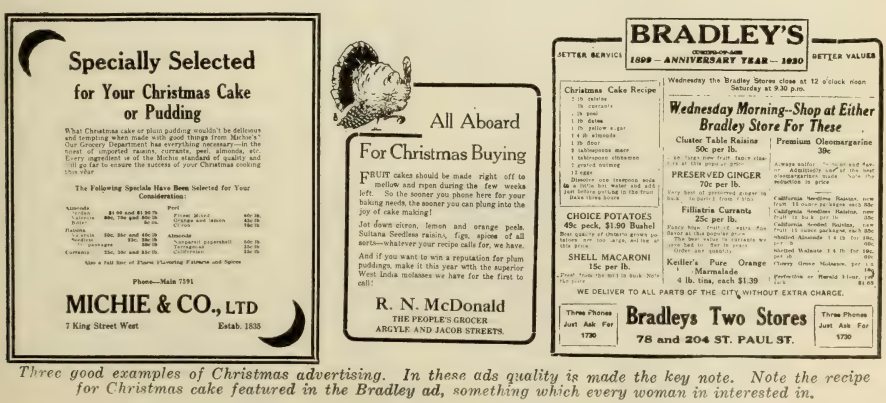
St. John, N. B., Nov. 1.—One of the many St. John grocers who has adopted a cash and carry system of doing business is Samuel Irons, of the Western section of this city. Many merchants are afraid that when methods of doing business are changed, a loss of customers is likely to be the result, especially during the process of turning a credit business into a cash business. Mr. Iron, during an interview with the Canadian Grocer, stated that over a year ago he decided to trade on a cash basis only, but did not largely advertise the fact. In fact he did not advertise it at all, but notified each customer that came in the store personally, stating his reasons for changing over to cash a carry business, and at the same time pointing out that he would be able to give better service and also be able to sell at a smaller margin of profit than is possible when long standing accounts have to be carried from month to month.

The first week, Mr. Irons stated, business was very quiet, but the second week showed a good improvement, and within a very short time he was doing the same volume of business on a cash basis as was being transacted formerly on credit. At the present time a much larger volume of business is done than before the change was made. Mr. Irons accounts for the increase in business by the fact that in doing away with his credit system and delivery and thus reducing his cost of doing business, and passing along this reduction of operating expenses to the consumer, his customers realize that it is to their own interests to pay cash. The increase of Mr. Irons' business has given him a quick turnover, enabling him to have good fresh stock on the shelves all the time. Another matter is carefully watched, that of prices. Mr. Irons stated that he watched prices very closely, and as soon as there was a drop in any commodity, he immediately adjusted his prices accordingly, and did not wait until he was re-ordering, as is the ease, he states, with many grocers who do not keep an eye on markets. The customers are very quick to appreciate this method of keeping prices up-to-date, and it gives them considerable confidence in their grocer. "Nothing exasperates a customer more than to find that she has just paid five cents more for an article than the other grocer down the street is selling it for," stated Mr. Irons, "owing to the fact that he just bought his stock at a new price, but her grocer has had it in for a little while." Mr. Irons states that he has not lost one of his old credit customers, and that they are all paying cash now without a murmur, some of them stayed away for a week or two after being notified that only a cash trade was being handled, but one by one they all came back. Another special feature with this store is the pricing of the goods, every article bears a price ticket, this system of marking everything has been found to be a great time saver, both for the customer and the store help, no customer finds it necessary to ask for a string of prices. "How much is this" and "How much, is that," etc., the customers just look around, state what they want and get their money ready, and if they have the right change can give the correct amount without any delay whatever.

According to Mr. Irons his system of "Cash and Carry" has proven to be so successful that he would never for a moment think of going back to the old credit system.

The Phone Humorist.

As I was in the grocery store the phone rang and the clerk answered. The party asked if he had any dry onions, and the clerk responded "yes," then the other party asked him if he would please give them a drink. The clerk hung up the receiver and told the customer of the request.



Three good examples of Christmas advertising. In these ads quality is made the key note. Note the recipe for Christmas cake featured in the Bradley ad, something which every woman in interested in.

Aiding the Party Hostess in a Choice of Her Menu



Grocers Should be Ready to Aid Customers in Arranging Menus for Afternoon Teas, Dances and Supper Parties During the Social Season—J. Grenier, Retail Grocer in Quebec City, Has Built Up a Big Business by a Study of This Trade—His Methods

MONTREAL.—The grocer who enjoys the confidence of his customers has a wonderful opportunity to build up sales in specialty lines an opportunity that must be jealously guarded and not carelessly exploited. Such confidence is only won through personal contact with the customers and the good service of years. When this has been gained the grocer is often called upon for advice when a social function or a dinner is to be held in the home. According to grocers who have made this a feature of their business, service is the secret of success in this connection.

Ready With Suggestions

"I am often asked for some suggestions for novelties in the food line," said J. Grenier, a retail grocer on St. John St., Quebec City, to a Canadian Grocer representative. "My customers come to me and tell me that they are giving a dance, an afternoon tea or a dinner and ask me to suggest some new delicacies or some novelties that they may use on the table. Sometimes they want a dainty desert or some appetizing hors d'oeuvres. In the first place a grocer must be well posted to make the suggestions, and in the second place he must know well his customers' likes and dislikes. There is not the steady demand for these lines that would warrant the grocer stocking these novelties in any quantity. The fact that they are wanted is because they are not common. At such functions a woman likes to serve something new and to her grocer she goes to get some suggestions.

Quality Above All

"At such a time the grocer is put to a test. Price then is a secondary consideration. Quality is everything. The merchant must know what he is recommending. Therefore he must have sampled the goods himself. If he does not carry a stock of the novelties he must know where he can get them at short notice. He must then be positive of their quality. It is a good plan for a grocer to make a list of such lines, so that when he is called upon for suggestions he can produce the list and go over the items with the customer. During the holiday seasons particularly such a list is of great value. It gives the store a reputation for service in the store to supply suggestions. Caterers make this a specialty but few homes can afford to call in a caterer whenever there is a special function and the grocer is naturally the one to whom the woman goes."

Mr. Grenier then explained how he keeps posted. He reads magazines that have up-to-date dinner and luncheon menus. From these he gets tips and then he finds out where these dainties may be had. Before he needs them he asks the different travellers if they can supply the line. From different advertisements he gets names of firms who handle such specialty lines and by making a note of the item he knows just where they can be had at short notice. Then too, travellers supply a fund of information along this line and although at the time it may not be of interest, it is well to bear the line in mind or keep a record of it. Such information on hand builds a service that in turn makes a reputation.

Where Service Counts

Just a week ago a man went to a Montreal grocer and asked him to pack two fancy baskets of fruit and dainties and send them to a certain hospital with his card. These were all the instructions the grocer had. This man had seen a similar basket in the window as a display feature. The man asked for the price and the grocer said "Three dollars each." The man was pleased and left the entire responsibility with the grocer. It required an artistic taste to arrange such a basket and it also required a supply of high quality specialty lines but the job was executed. Two days later the man telephoned to express his appreciation of the service and, as the grocer later told Canadian Grocer, he then decided to make this work a feature of the business. There is another grocer in Montreal who makes a feature of this service as well as featuring specialty lines for the table. As one grocer said, "When a service in specialty lines is featured along with a reputation for quality the grocer avoids the evils of price cutting. The service eclipses the thought of price and puts the business on a different basis altogether."



Calls Customers On The 'Phone And Finds It Pays

According to the McBeath Grocery, Moncton, N. B., calling customers on the phone each morning is good business. Not only are the regular customers called up on the phone, but others who occasionally buy at the store are spoken to in this way. This is particularly so when the firm has received some new goods and at special seasons of the year. Newspaper advertising is done consistently and has been a valuable aid to selling.

In the store and placed near the front where customers can readily see them, is a fine display of biscuits. Biscuit sales in this store are very large and Mr. McBeath claims that a great deal of this is due to the location of the biscuit case. Window displays of biscuits are sometimes put in and sales at that time always show a marked increase. Since installing a meat slicer, sales have increased fifty per cent., Mr. McBeath states. Customers buy bacon more freely when it is cut in thin even slices. He also finds there is no waste as each side of bacon can be sliced to the very end.

A SERVICE THAT CITY CUSTOMERS APPRECIATE

In the waiting room of a large city department store hangs a large street map of the city. Strangers find it a great convenience in locating any particular street or district. And even residents find it a convenience at times in looking up unfamiliar sections of the city. In this simple way customers are saved the time and embarrassment of making inquiries, which often employees cannot answer, and the store employees are saved the time and trouble of directing these people.

An Interior Display of Real Value

An Attractive Arrangement of Fruit Within the Store Means Constantly Increasing Sales—This Merchant Devotes One Side of the Store to Showing Fruits



Showing the interior display of fruit in the store of Bumaylis Bros., Montreal. It is a display such as this that keeps the cash register ringing merrily.

"WE CAN sell every kind of fruit we put on display and the larger variety the bigger our sales," stated Mr. Bumaylis, Montreal, to a representative of Canadian Grocer. "If at any time we allow our display to get disarranged, I have noticed that sales will decrease. The more time we spend on the appearance of our displays the better the sales. Many people come into the store for only one article, yet before they go out they have bought several. This is due entirely to the fact that the display has created the desire."

Although the Bumaylis store makes splendid window displays of fruit, it is on the interior where the most striking display is made. Practically all one side of the store is devoted to fruits and has a very attractive appearance. This display measures thirty feet in length and sixteen feet in width. Almost every variety of fruit is carried, both in season and out. Scattered throughout the display there are also nuts in the shell, displayed in bags. Shelled nuts are also shown in baskets.

This store, although not situated in the higher class district, nevertheless disposes of a large quantity of fruit. The fruit is chosen for the quality and price is never considered first. Quality is the first consideration. For instance, Mr. Bumaylis pointed out to Canadian Grocer representative a couple of crates of grapes which were marked up at $1.50 a pound and said that they sold quite a lot of them.



Reproduction of a showcard which reminds customers to place their order for the turkey early. The card itself was green in color with the letters painted in white. The figure of the boy was in colors and cut from a magazine and pasted on the card. The original card was 22 by 14 inches in size.

Showcards Play An Important Part

Window Displays Are Made More Effective If Backed Up With Snappy Showcards—Judicious Use of Showcards About the Store and in the Windows Invariably Gets Results

SOMEONE has said that the public requires prodding, not only to create new wants, but actually to induce people to buy the goods which it frankly needs. This is certainly a true statement and the live merchant is continually on the alert with suggestions and ideas to induce the public to procure not only their every day requirements but "extras" as well. By store and window display and newspaper advertisements he is persistently introducing and suggesting new lines to assist the housewife in that ever worrying question "what shall we have for dinner to-day?"

The merchant gathers together in his stock, everyday essentials besides other articles which might be termed luxuries. As the windows and store interior are the logical mediums by which distribution can be obtained the quickest, the merchant proceeds to display his merchandise in the window and the store because they reach the buying public at the psychological moment when it is easy to purchase the article.

Displays Not Alone Effective

But mere displaying of merchandise in the store and windows no matter how attractive they may be, will not always put over the desired sale. Undoubtedly a certain number of sales will be made, but to impress the public to the point where your store is made the shopping center in your neighborhood, requires something more than display. And that is where the showcard and price tickets enter into the prodding process.

The judicious use of showcards and price tickets about the store and windows adds life and attractiveness which otherwise they would not have. For instance if a window is trimmed with material for the making in the home of Christmas cakes and plum puddings and a card placed in the center reading something like this "FOR THOSE MOUTH WATERING MINCE PIES, WE HAVE THE INGREDIENTS IN THE FINEST QUALITY" or "FOR THE CHRISTMAS CAKE AND PLUM PUDDING, YOU WANT THE FINEST MATERIAL—NOTE THE QUALITY

MAKING IT EASY FOR THE CUSTOMER TO BUY

Display by its very nature makes it easy for the customer to buy. It helps to overcome previous buying habits, and one must not overlook the fact that the average human being, making an average purchase, follows the line of least resistance and either buys what he has purchased before or buys according to the last suggestion or impression made on the mind.

AND RICHNESS OF THE FRUIT ON DISPLAY IN THIS WINDOW." Smaller cards, say about two by three inches in size, naming the kind of fruit and the price could then be placed on each individual article. Such a display could not fail to be attractive and create much comment and eventually result in sales.

An Interesting Display

Another window display, which by the way is by no means new, but nevertheless has always proved interesting, is to procure a large map of the world, and hang it at the back of the window, thus forming a background. The floor and balance of the window is made of raisins, currants, figs, peels, preserved ginger, flour, extracts, nuts, molasses, sugar and other things which form the ingredients for the Christmas baking. Strips of narrow red ribbon are then arranged leading from the article and attached to the country, represented on the map, from which that article is derived. For instance, shelled almonds from Spain and California, peels from Canada and England, molasses from the West Indies, spices from India, preserved ginger from China, currants from Greece, Valencia raisins from California, flour from Canada, etc. To make this display more effective, a showcard say about eleven by fourteen inches or even twice that size should be placed in a prominent place, where it would not be in the way of the goods on display, but at the same time be conspicuous. This card could read something like this, "THE MATERIALS WE HAVE GATHERED TOGETHER FOR YOUR CHRISTMAS CAKE AND PUDDING COME FROM ALL PARTS OF THE WORLD—THE FINEST THE WORLD PRODUCES."

Importance of Showcards

Thus it is seen by these two suggestions for window displays, the importance of the showcard in assisting in the prodding process. These displays without the showcard to complete the story would indeed be very tame and ordinary windows.

The writer does not claim that showcards and price tickets should be used promiscuously, or that every article should bear a price ticket. That remains for the merchant himself to decide. Some merchants have found that a good plan, while others have not found it so. But it is the opinion of merchants who use showcards and price tickets, that the careful use of them cannot fail to bring results.

Not a Difficult Proposition

The writing of showcards may appear to be a very difficult proposition, but in reality, with a little practice, anyone can make a good card. As the work goes on, it is surprising how interesting it becomes. Plain letters which can be made with a single stroke of the brush are the best to use. Public taste, today, does not favor the card ornamented with scrolls and elaborated shadings. The card to be most effective should be simple but so attractive that it catches the eye at a glance and as one person said "can be read on the run."

The illustrations with this article will give the reader some idea of how attractive and readable a simple card can be made. These cards were all written with a number nine brush, the large letters being formed by using the brush from one eighth to half of its length. The smaller letters with the point or flat end. The pictures are simply cut outs or clippings from advertisements appearing in magazines and pasted on the cards.

See Page 105 for Chart Showing Styles Of Letters and Figures

Over 60,000 Loaves Of Bread Sold In This Store Yearly

"People to-day are buying bakers' bread who a few years ago never thought of it," stated Mr. Turner, of Turner Bros., Sackville N. B., to a representative of Canadian Grocer. "A few years ago there were not twenty-five loaves of bakers' bread sold in a day in Sackville, while to-day over a thousand loaves are sold each day. Although the law says it is necessary to have all bread wrapped at the bakeshop, we always put another wrapper around it before sending it out. This prevents the bread from coming in contact with any dirt in case the sealing on the baker's wrapper should break, as it does sometimes. People want foodstuffs properly wrapped and protected from dirt and I think it is up to the grocer to see that foods going out of the store are protected."

Sales of bread in the Turner Bros.' store average sixty thousand loaves a year. Chocolates and biscuits are other lines which have a ready sale. In the matter of chocolates, this firm used to handle several makes, but recently they have been only selling one and found that their chocolate sales have increased by concentrating selling efforts on the one make.



A reproduction of a combination showcard and price ticket. It was 11 by 14 inches in size. The letters were painted in black with grey underlining.

Believes a Well Equipped Store Attracts Business in a Way That Soon Returns the Investment

Cahill & Co., Grocers in Halifax, N.S., Find That Goods Properly Arranged and Shown to Advantage Very Frequently Sell Themselves—Coffee Sales Increase With the Installation of an Electric Coffee Mill

By Special Correspondent Canadian Grocer

THAT equipment that makes for an improved and efficient service is essential to the success of the grocery business, there does not seem to be any doubt, according to the opinion of Cahill & Co., grocers in Halifax, N. S. This store represents one of the finest equipped in the province. W. M. Dalton, manager of this concern believes that equipment such as he has, is a good investment, and because his store is attractive in this respect, he finds it is a big factor in increasing turnover.

On entering this store one is at once impressed by the surroundings, the cleanliness and general attractiveness of the place. Everything is arranged to bring about the best results in the way of sales, and in this regard it is evident that the value of good displays is not overlooked. Goods are arranged in such a way as to catch the eye of the customer, and with a view to creating interest in the same. Showcases for the display of special lines are utilized to great advantage. Bulk goods are kept in patented bins, that are not only convenient, but guarantee absolute cleanliness in bulk lines all the time. Rapid computing scales are so situated on the counters, that waiting on the part of the staff in order to get a chance to weigh goods, is never necessary, and results in a saving of time that is very valuable. A new cash register has recently been installed. Receipts are given to all customers at every purchase. Business is done on both the cash and the credit plan, and in this connection it might be stated that all charge slips are also entered in the cash register, so that at the end of the day, it is possible to learn the volume of business for the day. This firm finds that most customers appreciate slips with all their purchases, and it is no trouble to render them under this system.

Coffee Grinder Increases Sales

Coffee sales run into big figures in this store, and the management declares that the installation of an electric coffee mill has been the means of stimulating the turnover in the coffee department, in a very gratifying way. "We grind the coffee as it is required," Mr. Dalton told Canadian Grocer. "There is no doubt but people appreciate this fact, and will buy their coffee supplies where they know that they can have it freshly ground for them. As we grind the coffee, it is packed in dust-proof, air tight packages, and each package bears a guarantee of purity and excellence. We have the greatest satisfaction from this grinder, and the convenience and service is provides has certainly meant a considerable increase in the volume of our coffee sales. There is always an aroma of freshly ground coffee in the store, and this fact I believe goes a long way towards inviting inquiry about our coffee, that invariably results in sales. This grinder can be adjusted to grind coffee into eighteen different sizes, so that every customer can practically have it ground as she desires."

Meat Slicer Gives Real Service

As will be noticed in the photographic reproduction of the interior of this store, a meat slicer is prominently located. It is always kept polished and shining. A great deal of bacon and ham is cut by it every day, and the sales in this department have shown an increase since the installation of the slicer. It makes for speed, Mr. Dalton states, and permits of customers having their bacon cut to their own particular liking. Situated as it is in this store, it frequently suggests bacon or ham to the customer when perhaps they might not otherwise have thought of purchasing it, the manager added.

This firm is long since convinced of the value of advertising in the city papers, and persistently and regularly advertise. In fact a certain space is contracted for and used every day. Mr. Dalton prepares all advertising copy himself, and he declares that no attempt is made at sensationalism. "We never advertise," he stated, "with the idea of cutting prices. Our business is not a 'cut price' store. We aim to give value for money received, and sell at a reasonable, fair profit. We give service of delivery and credit, and our idea in advertising is not to sell lower than our competitor, but rather to stress the high standard of quality that is represented in our merchandise, together with the service we render. Of course we do mention prices in our advertisements, as we realize this is an important factor in any successful advertisement, but no attempt is made to 'cut' below what we think is a fair legitimate profit."

Opens Branch Store

Three months ago Cahill & Co., opened a branch store in the West End of Halifax. It is conducted entirely separate from the main store, with the exception of delivery and advertising which is done on a joint basis, thereby reducing the overhead on both. The new store is managed by J. E. Cahill, while Mr. Dalton is in charge of the main one.

Saves Time and Does Away With Double Entry System of Bookkeeping

HALIFAX.—The value of a cash register in a grocery store cannot be overestimated, according to the opinion of the management of the Terminal Grocery Co. in this city. Since the installation of one, a great deal of time has not only been saved, but the firm has done away with the old double entry system, and saves the expense of a bookkeeper. "It was not long before the machine paid for itself," Walter Share, manager of this store, told a representative of Canadian Grocer. "It is a piece of equipment that I think is essential in the conduct of a grocery store."

The Terminal Grocery is a combined grocery and meat business, and Mr. Share declares that without a doubt the combination is a very satisfactory one. The meat department stimulates the sale of groceries, customers realizing that it is an advantage to buy meat and groceries at the same store. Instead of taking time to call the butcher and the grocer individually, busy housewives appreciate this saving of time, by giving the double order at the one time.

The meat department is situated at the back of the store, where a large modern refrigerator stands, in which the meat is kept free from contamination, and effort is made always to have it fresh and in the best possible condition.



Showing the interior of the store of Cahill & Co., Halifax, N. S. The arrangement and location of the equipment is an important factor in stimulating sales and attracting business.

"A Credit Business Must be Run on a Rigid Policy"

Vigilance and Carefulness in the Matter of Collections Must be Observed at All Times—Montreal Grocer Declares Credit is a Handicap Under Which Many Merchants Are Forced to Operate

By Staff Correspondent Canadian Grocer

MONTREAL.—The deplorable condition of some credit grocery businesses and the handicap under which some grocers are working is illustrated by the story told to a Canadian Grocer representative by a local grocer who conducts a credit business. As he said he has paid dearly for the trade he is carrying and he has now gone so far that he cannot afford to change his policy. He is holding his customers mainly by their indebtedness to him. The story is typical of many grocery businesses and as a wholesale grocer said, "A good number of stores have reached the point where they are insolvent if their 'paper' were discounted."

Carrying Heavy Accounts

"Look at this amount," said this grocer, producing a grocery bill for one family that amounted to $286.75, accumulated during the past two years. The strange thing about the account was that during the past four months it had grown only by about $11.00 a month whereas in previous months it had amounted to $60.00 and $70.00 a month. It was evident that this debtor was buying elsewhere although the account was still open with the first grocer and little or no attempt has been made to pay it off. The largest amount that the grocer had collected on the bill during the year was $33 and the total was larger than it had been at any time during the period.

Strangely, while the grocer was examining this account with a Canadian Grocer representative the telephone rang and the customer who owed the amount asked that ten pounds of sugar be sent over to her home as soon as possible. "Is there anything else?" asked the grocer. "No thank you," was the reply and the conversation ended. "There is an illustration of the position I am in," said the grocer. "I know very well that that woman is buying from so-and-so down town, yet when she runs out of something she calls me for it, knowing that I can let her have it in a hurry. Yet she makes no attempt to pay my bill. She is influential in this district and according to all appearances she can very easily pay up my account but when I ask her to settle it, she always has a pitiful excuse. If I humiliate her she will use her influence with her neighbors to hurt my business for they have no idea that she is so heavily in debt.

There is No Way Out

"I cannot see the way out. I have often made up my mind that I will refuse to sell her any more goods until the old account is settled but each time she calls, I take the order and forget my resolution. In the past I have turned over accounts to collectors but I only get 50 per cent. of what they collect. I have tried dogging the account every month, have written letters, and have spoken personally to customers who have allowed their accounts to pile up but the only result seems to be that these people go elsewhere for their groceries. I do not know whether or not they get credit where they go, but if they pay cash for their groceries, it is so much more unjust to the grocer who has given them so much credit."

Still Prefers Credit

"Would you now change over to a cash trade if you could?" this grocer was asked. "No" was the reply. "I would be 'stepping out of the frying pan into the fire.' The competition is too keen in that class of trade. One must sell his goods for little or nothing. In that business everything depends upon the amount of turnover and the people who pay cash go here and everywhere for thier groceries, picking up a bargain here, a bargain there and dealing in no particular store. In the credit business the grocer practically buys the account and often pays dearly for it too. I have found that those who pay cash here are the ones who buy the smallest quantities. They are the people who live carefully and the ones who after all would make the best credit customers. From the customer's standpoint cash buying is the best way, yet there must be credit groceries and where there is credit there is also loss. The thing is to avoid as much loss as possible. That can only be done by demanding monthly payments and adhering to that policy. A credit business must be run on a rigid policy."

Sell Better if Sold in Assorted Sizes

This Merchant Sells Bananas by the Pound But Assorts Them According to Size First—Has Special Biscuit Counter That Pays Good Returns—Broom Rack Increases Broom Sales 50 Per Cent.

By British Columbia Correspondent of Canadian Grocer

DUNCAN, B. C., May 8.—"How can I prevent these stocks of bananas getting unsightly and less saleable?" This is the question C. E. Stoney, manager of the grocery section, Cowichan Merchants Ltd., Duncan, Vancouver Island, asks.

He tried an experiment.

He hung half of the stocks in the usual way, with the fruit hanging down, and the balance in the way it grows on the tree, with the fruit pointing up. The stocks hung in nature's way were used neatly from the bottom up. The others hung in the usual way were soon picked over, cut out in spots and the stocks soon unsightly with the smaller bananas only left.

"Of course we sell them by weight but even so," said Mr. Stoney, "they sell better if sold in assorted sizes. When only the small green ones are left on a denuded stock, the offerings do not look so attractive." In this store every fixture is designed to give the maximum display. The counters have plate glass tops, under which various bulk specialties are displayed. The delicatessen counter has a sort of 'second deck' which is enclosed with glass and screens giving fullest display but evident security against dust and flies. In speaking of this display feature Mr. Stoney mentioned that he found a couple of weeks earlier that his stock of dessicated cocoanut was excessive. In the shallow drawers built beneath the plate glass tops of the serving counter he arranged displays of fine, medium and coarse cocoanut—with the present price plainly displayed—and when interviewed had entirely cleaned up the stock.

His Special Biscuit Counter

All surplus tub candies are put into good tin biscuit boxes when stored in the store room, this method having been found to properly protect from dust, vermin, and in a measure, to reduce the amount eaten by the staff "in passing." A special biscuit counter is always dressed and repays splendidly the attention and space devoted to it.

The style of counter used is the conventional bulk candy counter, with the same nickled trays used to display toffees, caramels, etc. In this case a display of each fancy biscuit is made, using these nickeled trays, and the sales are much greater than before, when the large boxes were racked. Orders for fancy biscuits are filled right from the trays, in the same way one is served in a bakery, the trays being replenished from the tin boxes as required.

A surplus biscuit rack of the usual style, with lifting glass covers is utilized in a novel and effective way, the boxes under the glass are filled with evaporated peaches, prunes, apricots, pears, raisins, etc., where they are in excellent display and a neat price card is attached to the glass over each offering.

Since constructing a special broom rack which, being on castors, can be readily moved out in front of the entrance, the sale of brooms has increased fifty per cent. In an article like brooms one might think that the additional sales made from such a display would be negligible, but Mr. Stoney has proved by actual trial that there is hardly an article in the grocer's line that will not respond with added sales to added display.

It is the experience of this merchant that wooden egg carriers are too expensive, by reason of their frequent loss, and he is using pressed board one-trip cartons, with, what he claims, a saving.

Recalls the Days When Chickens Sold at 25 Cents Per Pair

"YES indeed, I can remember the time when we sold chickens at twenty-five cents a pair and were glad to get that for them."

Such was the statement made to the Ottawa representative of Canadian Grocer by Charles McArthur of Russell, Ont., during a recent converation when Mr. McArthur seemed to find pleasure in reviewing experiences of forty years back when he commenced business in a very small way in a sparsely settled community.

"Those were the days when we had to work," went on Mr. McArthur. "In order to secure even twenty-five cents a pair for our chickens it was often necessary for us to drive thirty odd miles through a blinding snow storm to find a market for our goods in Ottawa."

Mr. McArthur humorously remarked that during his forty years of country store merchandising he had sold marriage licenses, done a little undertaking, and had sold "silk and codfish."

An Interchange Would Be Good

"I sometimes think," he said, "that it would be a mighty fine thing if city grocers would spend a few days in country stores, and vice versa. I am sure we country fellows would learn a whole lot by watching the city dealer's methods of merchandising, and I don't believe it would do the city fellow any harm to get an idea of how we do business in the country and villages."

Mr. McArthur thought the opinion might prevail that the country dealer was lax in his methods. But such was not the case in the majority of instances. "Our clerks are taught to be right on their toes all the time, just the same as they would be required to be in the city stores," he said. "We endeavour to impress upon them at all times the importance of neatness, promptness and above all, courtesy.

Encourages Initiative

"In my stores, I have always made it a point of encouraging initiative by offering bonuses for increased turnover. Where we come across a machine-like clerk—the fellow who does his work faithfully and honestly, but who makes no effort to spread himself—we endeavour to instill a little pep into him. I have had men who have sold a customer so many yards of cloth or so many pounds of sugar and let it go at that, but I make it a point of bringing home to these fellows the importance of throwing out suggestions and endeavouring to effect larger sales. I tell them that by proper sales methods, they can, in a great many cases induce a customer to buy merchandise they never intended to buy. A hint here and a suggestion there will often go a long way.

"There is a big opportunity for this kind of salesmanship in a country store, owing to there being such a variety of merchandise. I have very often sold a man a bag of sugar, and then, by patient but telling sales methods sent him home with a couple of shirts or a suit of clothes which he had not intended to buy just then."

Fractions in Religion

A colored revival was in full blast, and one old fellow was extorting the people to give liberally, to contribute generously.

"Look what de Lawd's done fo' you-all, brethren!" he shouted. "Give Him a portion of all you has. Give Him a tenth. A tenth belongs to de Lawd!"

"Amen!" yelled a perspiring member of the congregation, overcome by emotion. "Glory to de Lawd! Give Him mo.' Give him a twentieth!"

Hive of Bees in Window Attracts Crowds

Merchant in Montreal Increases Sales of Honey by Unique Display—Hive of Leather Colored Italian Bees Swarm in and Out of the Combs



The above fine window display of fruits and vegetables was put in by the Cash & Carry Grocery, St. Catherine St., Montreal, the feature of which is tthe hive of live becs placed in the center. The hive had a glass front so that peaestrians could readily see the busy little bees at work. Needless to say, this idea created a great deal of interest and many sales of honey and fruit was the result.

MONTREAL.—A window dressed by the Cash & Carry Grocery, St. Catharine Street, Montreal, attracted much attention on account of a hive of "leather-colored Italian bees" that was placed in the centre of the window. As the front of the hive was of glass the work of the bees could be seen by those passing the window. The window attracted much attention during the week that this was featured. Honey in combs and jars was built up around the hive.

Frank Lamere, the manager of the store, told Canadian Grocer that the presence of the bees in the window had increased sales of honey to a surprising extent. At almost every hour of the day a crowd surrounded the window watching with intent curiosity the swarming mass of bees as they worked in and out of the fine combs of the hive. Not only did the display increase the sales of honey but a general increase in sales was noted in all lines since the spacious window was well filled with fruits and vegetables.

Aims to Turn Stock Every Six Weeks

Campbell and Gibbon, Grocers at Port Arthur, Ont., Doing a Business of One Hundred Thousand Dollars Annually, Are Not Finding Competition of Chains or Mail Order Houses Serious —Where Good Equipment is Valuable

ESTABLISHED in the grocery business in the City of Port Arthur, Campbell and Gibbon have built up a trade that represents a turnover of more than one hundred thousand dollars annually. Just at the present time Port Arthur is enjoying a return of better business, the bountiful wheat crop of the West stimulating trade in a most gratifying manner. Discussing conditions with Canadian Grocer recently, George Gibbon stated that the grocery trade is good and considerable improvement is already apparent.

Notorious Competition

"We conduct our business largely on a credit basis," Mr. Gibbon stated. "The competition of the chains and cash and carry stores has not been a serious factor, and our losses as a result of giving credit have been less than one per cent. Even the large department stores through their mail order system, have not been successfully competing with our prices, and we believe that we are able to sell at just as low, if not lower, in addition to giving service. We aim to turn our stock at least every six weeks. Many lines of course are turned oftener, but all should be disposed of at least in a period of six weeks. To do this means every effort directed towards selling goods. With a staff of seven clerks, each one is looked to for certain results, and all are expected to sell more than merely the goods asked for. In stimulating sales of slow moving lines, the combined selling ability of the staff is utilized, and results in this direction are always very gratifying. In this way, it is our aim to keep nothing that does not sell readily, and no goods are allowed to stay on the shelves beyond a certain length of time.

Suggesting Articles

"In the same way we use window displays all the time to increase sales, which combined with the selling effort of our clerks are very effective. Interior and counter displays too are always a means of interesting customers in new goods or in some lines that they are not particularly looking for. Suggesting articles that perhaps go well with the certain items of the order is a splendid plan to follow, and more often than otherwise results in sales being made."

Good Equipment Essential

The store of Campbell and Gibbon is well equipped. With such a large turnover as is characteristic of this concern, Mr. Gibbon states, equipment of a kind to improve the service is absolutely essential. "We could not get along without the assistance that these conveniences afford," he added. The store is fitted with patented bins, and Mr. Gibbon claims that from the standpoint of cleanliness and sanitation they keep bulk goods in first-class condition all the time. An electric coffee mill is an asset in any grocery according to this firm, and it has been their experience that it has increased sales as well as rendering excellent service. It is prominently situated in the store, and the aroma of freshly ground coffee invites interest and eventually secures sales.

"We could not give the service in our provision department without a meat slicer," Mr. Gibbon remarked. "We have a large turnover in bacon and cooked meats, and our slicer is certainly a piece of equipment that is most necessary."

In conjunction with the grocery business of Campbell and Gibbon, a bakery is also conducted, and works well with the general grocery trade. A full line of bread and pastry is carried, and this department serves as a drawing card to many people who perhaps otherwise would not be attracted to the stores. Sales of groceries are frequently made to people who come in for bread or pastry, and here is where displays are particularly advantageous in increasing sales.

CUTTING DOWN ON MISTAKES IN THE BOOKKEEPING DEPT.

Too many mistakes were occurring in the bookkeeping department and, what's more, the employees realized it too. But no one was able to place the responsibility; they were always passing the buck.

To stop this the bookkeepers agreed among themselves, at the request of the manager, to cut these errors by paying for every mistake. Now when any one bookkeeper gets something on another, the "victim" must pay 25 cents to the man who finds the mistake. A list is kept showing "who caught whom" and the fellow caught each time is the "goat" for the day. It's cutting down on mistakes in this office.

Three Sticks of Candy for a Muskrat Pelt!

"WHEN I first worked for the Hudson's Bay Company, thirty years ago," said W. Bunting, General Merchant in Fort Fraser, B.C., "we used to give three sticks of candy for a muskrat skin. The highest I ever gave while with the old company was 35 cents in trade." (Two years ago some were bought in McBride for $5 per pelt.)

For many years Mr. Bunting was a clerk at the old Fort Fraser trading post. Then in 1908 he went to Fort St. James, at Stewart Lake. This was another of the Posts founded by Simon Fraser when he found and named the Fraser River, and then went on to the Pacific Ocean. This was in 1806. At Fort St. James Mr. Bunting soon got into his stride, for in 1915 he was in charge of the Fort.

The old trading post experience would do many a modern grocery clerk a lot of good. The traders knew their commodities. They knew their customers, and they knew the conditions under which they had to work.

While the representative of Canadian Grocer stood in Mr. Bunting's store, a few orders were being packed for waiting ranchers and trappers. When I say packed, I don't mean merely grouped together. The sugar, tea, beans and such commodities were wrapped in double and sometimes triple wrappings and ample strong. The whole was so carefully re-checked, and prepared for carrying that one rancher was forced to voice his admiration for the care and skill with which his order had been prepared for him. "That will be alright when you get home, Fred," said Mr. Bunting. "I've always been in the habit of considering how my customer gets his goods home," Mr. Bunting remarked. "There are certain packages suitable for canoe travel. Others are best for conveyance on pack horses or dogs; different styles again for carriage by pack strap and boxes are best where a waggon will be used. In any case, the way the goods leave the store is immaterial—the way they arrive at the journey's end is all important."

While Mr. Bunting hustles around the log store and chats about beaver-pelts and 100 mile "mushes" and the logs crackle in the big sheet iron heater, it is a jolt to be brought back to the present by the strident ring of the government telephone.

This Advertising Plan Is a Success

A Grocer and a Butcher in Lynn Valley, a Suburb of Vancouver, B.C., Join Forces in Advertising Their Stores to the Community —Claim That Good Returns Have Been the Result

By Special Correspondent Canadian Grocer

LYNN VALLEY, B. C.—R. Thompson, proprietor of the Lynn Valley Store, Lynn Valley, B. C., and president of the North Vancouver Branch, Retail Merchant's Association, has had in operation for several months an advertising policy which he claims has brought him good returns.

Lynn Valley is really a residential suburb of Vancouver, situated on the north side of the harbor.

Circularizing the Community

"The store adjoining mine is a butcher shop and C. V. Kay and myself decided to use circulars," explained Mr. Thompson, "and to share the space and expense. This we have done with very definite success. I find that 500 copies of our circular which we have printed each week, will adequately cover our immediate territory. He gives them out to his customers, many of whom probably have not previously come in my store, and I do the same here, likely reaching customers that have not as yet given him their patronage.

"Besides the copies that we hand out, we have copies sent out to the homes in this way. Each of the two Vancouver evening papers has carriers who deliver to the householders in Lynn Valley. They each have about five boys and each of the boys carry out about thirty papers. We have arranged with the boys, once a week, to put our folder inside of the papers before they deliver them. In this way the circular gets to the householder in clean condition, and in a definite system."

A Straightforward Statement

As a preamble to a recent list of specials, Mr. Thompson had the following concise piece of educational matter.

"LADIES—Every article we have in the store is priced as low as possible consistent with safety. We compared a Vancouver departmental store catalogue some time ago, and on 75 grocery lines we were selling at lower prices. We pride ourselves on the service we render you. You can buy all you need in your own stores and get delivery in a very short time. We do not sell below cost. We stay in business because we sell goods at a profit. 95 per cent. of grocery stores fail or go out of business because they think they sell at a profit. If you appreciate a good store in the Valley, we hope you will give us a chance to serve you. We are here for that purpose, and would count it a pleasure to number you among our customers."

In commenting on the foregoing, Mr. Thompson said:

"It is futile to everlastingly state to the public that you are selling at cost or below it. Any thinking person knows that you are either lying, or if you are telling the truth you are going broke."

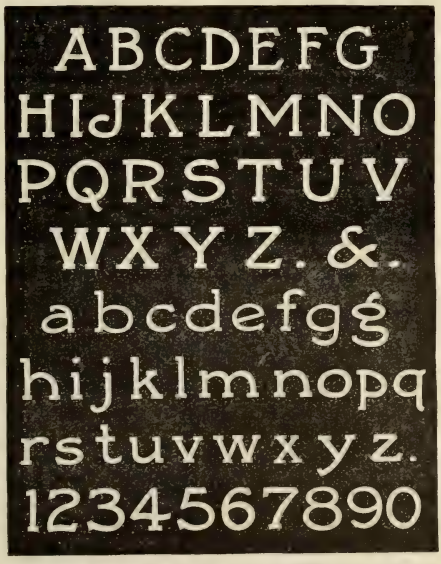
Treat Customers As Friends

Mr. Thompson discussed the attitude of the leading manufacturers to-day who assume some responsibility for their goods until they are in the consumers' hands and until they have given satisfaction to the ultimate user. "The retailer must, in some measure, take the same attitude," said Mr. Thompson. "Everything we retailers sell is sold to our friends. Our enemies don't deal with us. If we want to keep our friends, our interest must not wane until the goods have given satisfaction. I feel that a grocer doing a family trade should feel that he can 'take tea' with any of his customers and feel that he has given them 100 cents worth of value for every dollar he has collected from them. The family trade is what counts. The trade you can figure on, the trade on which good will is built."

North Vancouver has a retail merchants' association branch of thirty members, a fairly high percentage of the "possible."

R. M. A. ELECT OFFICERS

At a recent meeting of the Quebec City branch of the Retail Merchants' Association the following officers were elected:—president, Francois Bouret, vice-president, Ernest Lapointe, 2nd vice-president L. E. Martel, 3rd vice-president, Napoleon Moisan, treasurer A. A. Lacasse, and secretary Charles Martel.



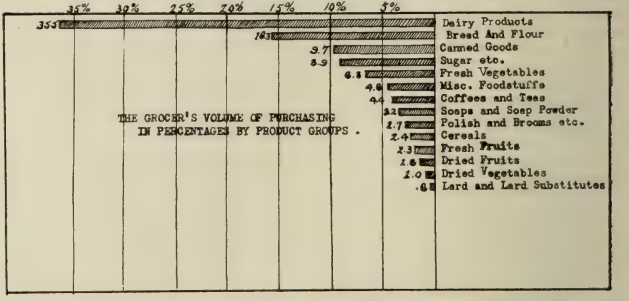
A good style of letters and figures for the showcard writer, which can be rapidly executed with single strokes of the brush.—See pages 98 and 99.

Should Know Average Gross Profit

Results of a Year's Test in 58 Retail Grocery Stores—Fifty Dollars of Every Hundred Invested in Grocery Stock Goes to Buy Sugar, Milk, Butter, Eggs and Bread—A Comparison of Food Costs of 1918 and 1922—Grocers' Biggest Volume of Business is in Dairy Produce

By Staff Correspondent Canadian Grocer

MONTREAL, Nov. 1.—The New York Federal Food Board in 1918 made a study of the retail grocery trade with a view to examining some of the problems of the retail grocer and their reaction on the cost of food products. This report was not published until this year when it was prepared particularly for the benefit of the grocer so that he might take it as a guide in studying his own business and perhaps find one or two new angles from which to approach his own problems. Although the figure given in the report pertain to the grocery trade in the state of New York the conditions and the quantity of food products are typical of the general trade, particularly in the cities.



Analyzing Buying

This study was made by analyzing the purchase bills of 58 retail stores for the period of one year. Purchase bills were analyzed in preference to sales slips in order to save the immense amount of work that such a procedure would involve. Had the sales slips been analyzed, the only differences that should occur between purchases and sales would have been ascribable to products deteriorated to such an extent as to be unfit for human consumption, and to variations in profits. Intelligent buying and handling make these differences for staple products a comparatively negligible factor.

Dairy Produce Takes Most Capital

From a careful analysis of the books of these 58 stores it was found that for every $100 worth of merchandise bought $35.50 went to purchase dairy produce, that is butter, cheese, eggs, milk and butter substitutes. Of the total $13.13 went to buy butter alone. The next large item was bread and flour for which $16.33 was spent. Canned goods were the third largest item and sugar fourth, even at the then high price of sugar. Approximately $50 out of every hundred dollars of money invested by the grocer is spent upon butter, eggs, milk, bread and sugar. Naturally in the country districts the grocers do not sell as many or as much dairy products.

Comparison of Volume and Profit

It is interesting to note how percentage of gross profit based on selling price compares with the percentage of total trading. Butter which has the largest trading volume of any single product yields the smallest percentage of gross profit.

One of the largest gross profits shown in the analysis was on potatoes which gave a gross profit of 23.53 per cent. Canned tomatoes ran high at 20.31 per cent. It can therefore be seen that the percentage of profit varied almost inversely to the volume of trading. When a product is turned over rapidly, it costs the merchant less to handle and he can afford to take a smaller percentage of profit and still show over a given period a larger gross profit.

Big Reduction in Outlay

During the past four years there has been a big reduction in the cost of food products, and therefore in the outlay necessary to keep up the retail stocks. The accompanying chart shows a comparison of 1918 and 1922 prices for the month of October. This reduction is so general as shown here that the percentages should although slightly changed during the past four years, due to the decreased cost of the products, still be typical of the grocery business in the larger cities.

A COMPARISON OF FOOD COSTS

	Oct. 1918	Oct 1922
	$.	$.
Butter prints per lb. . .	.50	.37
Cheese	.25	.23
Lard prints per lb. . . .	.33	.20
Eggs, new laid, per doz	.60	.48
Canned Tomatoes, standard, 2½'s	2.30	1.42
Canned corn, standard 2's	2.35	1.20
Canned peas, standard	1.45	1.45
Sugar, granulated	9.50	7.50
Coffee, Maracaibo	.31	.47
Teas, good black	.57	.60
Rolled oats, per 90 lbs.	5.50	3.10
Apples wealthy's per barrel	7.00	5.50

Analyses of Percentage Differences

In comparing the volume of trade and the percentage of profit of one product with another, it will be observed that while the 35.5 per cent .of the total volume of trade is in dairy products and 13.80 per cent. is in butter only, 1.20 per cent. of the total volume is trade in cheese, yet cheese shows on the gross profit 15.05 per cent. and butter only 7.84 per cent. So butter makes about one half the percentage of gross profit that is made on cheese and involves the expenditure of a little less than twice the capital per pound. On the other hand it must be considered that butter is used as a leader in the trade, a product on which a price is well established and a necessity of life. The investigation showed moreover that the average cost of merchandising in the grocery business, taken from stores of all types was 14.1 per cent. of the gross sales. It was also shown that the largest percentage of profit on any dairy produce was on milk which yielded 12.44 on selling price. It would therefore seem that in the final analysis that dairy products are sold at a net loss by the retail grocer. In many instances however these products might be listed as advertising products for many grocers use them as a feature.

Keeping in mind that in this investigation it was found that the average cost of selling was 14.1 per cent. of

gross sales, it is interesting to see what the percentage of gross profit based on the selling price of certain staple commodities was found to be. Butter yields 7.84; bread 12.99; sugar 9.66; canned fish 19.78; canned tomatoes 20.31; raisins 16.16; canned corn 18.42 and cornmeal 24.16. This can be checked up by the retail grocer by figuring the percentage of profit on some of the lines in his own stock. The present cost of canned tomatoes is approximately $1.45 a doz. for standard. These being sold at 15c a tin would yield the grocer today 19.44 on the selling price, which is not far off the estimate made in 1918.

How to Apply Findings

In the case of sugar only about half the percentage of profit is obtained that is derived from canned goods. Moreover, each pound of sugar has to be weighed wrapped and tied and the chances of loss through handling and wastage is great. On the other hand less capital is involved or is necssarily involved than in the sale of canned goods and from seven to ten times the quantity is sold. Knowing this and by keeping an accurate account of purchases and sales in this item, a grocer can make a special effort to cut down the overhead cost on this particular item and eliminate some of the shrinkage at least. His monthly figures will measure his success and the report will not only encourage extra care and economy but it will give the grocer some satisfaction. A definite example of how this works out is that it can be plainly seen by the figures that it costs less to sell fairly large quantities of sugar at one time than to make a number of sales of smaller quantities Every sale no matter how carefully it is executed represents a shrinkage in the percentage of profits.

A Worth While Task

It will prove worth while for the retail grocer to compute his volume of trading for each commodity handled, but it should not stop there. He should know also his average gross profit based on selling prices, and the comparative labor required in handling a given product. Above all he should know his service costs. He would then be in a position to make comparisons between stocks that pay and those that do not. He could also determine which were worth while featuring as leaders to attract trade and which could be discarded as a source of profit leakage.

"Who Was Your Last Grocer?" Should Be First Question Before Extending New Credits

Victoria, B.C. Merchant Says That When Any New Customer Asks Him for Credit That There Are Always a Few Questions He Likes to Have Answered—It is the Grocer's Safeguard

VICTORIA, B. C.—"No customer whose record is clean with all grocers will take offence at being asked fair questions by a grocer to whom she is applying for a credit account," states F. L. Honor, of the McKenzie Street Grovery, Victoria, B. C.

"When any new customer applies to me for goods to be paid for other than at the time, I have a few questions that I ask—and have answered. The first is 'Who was your last grocer?' This is the most important question that you could have answered. If you know him or not, it is easy to find out from him whether he has any bills still standing against this customer. Your fellow grocer will be glad to answer any such question.

Should be Fullest Co-Operation

"Ordinarily there should be the fullest co-operation between all retailers on such matters. It is an advantage to the trade as a whole that the 'dead beat' cannot go on swindling one grocer after another. We have a credit bureau in Victoria that gives good service. Frequently I have been approached by new customers asking for credit, and then found, before I had sent the first order that unpaid balances were standing at other grocers. It has frequently happened that customers from other points came here and left accumulated accounts at home. While the men were coming in from all parts to work in the shipyards the credit bureau was of the greatest advantage. Without some service it is impossible to judge correctly every time. I almost got 'stung' on one of the members of the legislature here who 'breezed in' one morning, recited the list of groceries needed and gave his name and the address to which the order was to be delivered. Although his account might have been considered gilt edge, I applied to the bureau for information and found that a complete record of this individual was on file and the number and amounts of his indebtedness to various retailers was ample warning to me. I phoned up and advised that the order would go forward C. O. D. pending credit being finally arranged. The driver got the money in full but I never got another order. I presume that some merchant who does not use a credit bureau service is at the present time under the delusion that that prominent public man's account is as good as gold.

"The most dangerous man that the grocer has to contend with is his fellow grocer who is not a member of any association and does not subscribe to any credit bureau. The fact that he may contract bad debts is his own loss, but the fact that he will contract bad debts and not tip off the other grocers to the dead beats is a distinct menace to the whole trade."

The Ideal Arrangement

Mr. Honor says that the ideal business is 66 per cent. cash and 33 per cent. credit. During the present time the ratio has slipped to a fifty-fifty basis, but with careful attention to the credit risks Mr. Honor considers that business in this proportion may be safely and profitably conducted.

"Who was your last grocer?" That is the first and most vital question to ask the customer who applies for credit and the customer with a clean record will not 'hum and haw' about giving the information.

And Still They Come

Lady (in grocery store)—I'd like a pound of alphabet crackers, please. My children make sentences out of them, so will you please put in a few oyster crackers for periods.



Showing the interior of the grocery store of F. L. Honor, McKenzie Street, Victoria, B. C.

Learning Something From the Chains

How Can You Plan to Increase Your Average Sale Unless You Know What It Is Now?—Chain Organizations Follow a Plan of Knowing the Exact Number of Items in Their Stock

By HENRY JOHNSON, JR.

WHEN you ring your cash register, what is your average sale? Not one chance in several hundred that you know. Yet you should know—you can very easily know. The chains know.

How can you plan to increase your average sale unless you know what it is now? Live merchants are working along these lines constantly. The chain organization enjoys no monopoly of brains or industry. Any grocer can do most of the things done by chains to increase their efficiency if he will. It's up to him.

How many items are there in your stock? Again, you don't know. But the chains know—you should know. It is really very important that you should know.

Chains do not start large. They grow. How and why they grow is important for us to know—not that they are large now.

The Story of a Successful Chain Store Man

He had a trifle of capital. With that he bought out a single store. It was a small but prosperous store with well established trade. Nothing remarkable about that, is there?

No; but he worked. So did his wife. The business grew. To-day he has around 110 stores. He is opening new ones so rapidly that I can not keep track. He will have 200 by December 31 and probably 350 by the end of next year.

How does he do it?

Knows Precisely Where He is Going

Well, for one thing, he knows. He does not guess. Nor is he satisfied to know anything in the ordinary, orthodox way. When he learns all about any angle of his business in the customary way, he goes at it another way. He turns it upside down, wrong side to, inside out in his further investigations. Then he watches for more things to study and investigate from new angles.

For instance: How much more do you get in every day, on the average, than you pay out? "For what?" you ask. Never mind that now; the question is, how much more do you get in? Try it from that angle. Put down everything you have paid out—never mind for what—during the past four weeks, and see how much more money you have got in.

Remember, that in the last analysis, items are secondary. If you know nothing about items but always manage to get in more than you pay otu, you will make money. If you fail to do that, no matter what else you may do, the sheriff eventually will tack a sign on your door. And he won't bother you about items, either. He'll just want so much money to make up your deficit—and he'll proceed to get it!

Well, to get back to this merchant. He has one cardinal rule. He will carry 2,000 items in stock, or less—never more. If you convince him that a thing you offer him is desirable, he may stock it. If he does, he will make room for it by discounting something he already carries. That is one of his rules.

And, by the way, a peculiarity of chain store rules is that they are regarded seriously and lived up to rigidly—by the whole push of the organization, beginning with the man who made them! That's not a bad point to bear in mind.

Not All Rules the Same in All Chains

There is another chain. It is much bigger than this one I have referred to. It formerly carried 1,450 items. Now it carries 450. It made the reduction in about sixty days. There is a big difference, and there are important reasons behind such rules and limitations.

For example, this chain formerly carried 22 kinds of soap. Now it limits varieties to six. How many do you carry? I have met up with little grocers everywhere with their shelves so loaded with all the brands of canned coffee imaginable that they had little room for other things. How many have you?

It is a wonderful thing to have a stock limit. It will safeguard you from a thousand fool buys of stock that never will bring your money back, to say nothing of profit. Where is the average grocer who does not every little while part with anywhere from $25 to $75 on a gamble, for stuff he has no real reason to think he will sell?

The Tragedy of Unredeemed Coupons

Commenting on the woeful carelessness of the average grocer, a chain manager recently told me that only 45% of manufacturers' coupons are cashed by grocers. He said:

"Think of that; less than half of the coupons which grocers take in exchange for merchandise for which they have paid are ever presented for redemption!"

How about you? When Mrs. Smithson's little girl presents a coupon which calls for a full sized bar of Dumdum soap, what do you do with it? The records show that you lose, or mislay, or burn up, or sweep out more than half such things. There is no doubt about it. Those manufacturers give them out. They know. There are the figures. And the chains are amazed at such wasteful, careless methods.

You will have to hustle a long time about your store to make a nickel in actual profit. Why not have some system to insure the saving of nickels you hand out to miscellaneous customers?

A chain store man showed me a time ago that his average net profit on prunes was .256%. That means something over 2½%. And he knew he got that. What do you make on prunes? Do you know anything about it?

Another chain merchant has run a series of ads, to educate customers to the truth that it is greater economy to buy and eat medium and small sized prunes than large ones. Any grocer anywhere can cash in on that kind of advertising. Probably those "independents" who saw those ads growled out: "tain't true. He's just stuck on some little prunes and wants to unload before he loses too much on them." But it is true. Be not deceived; the chain man is not losing many buys. Nor is he fool enough to attempt to build trade on deception. He builds on the solid

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A Display of Fruit That Attracted Much Comment Because of Its Distinctively Artistic Arrangement



J. E. Ker & Co., St. James Street, Montreal, have developed the sale of fruit to the point where the sales mount as high as eleven thousand dollars per month. Displays such as the above constitute a strong factor in the success of this business. Tempting arrangements, as this one is, act like a magnet in getting people into the store.



Illustrating the interior of the store of Nation and Shewan, at Brandon, Man. The store has been decorated for the Christmas season, and presents a very attractive appearance. Display front counters, it will be noticed, are a feature of the equipment that makes for good service.

Paying the Staff on a Bonus System

Plan Works Out With Great Satisfaction, According To The General Manager in Montreal of A. Martin & Co.—Gives the Clerks a Real Incentive to Build Up Sales

By Staff Correspondent Canadian Grocer

MONTREAL.—Paying the staff on a bonus system which is dependent upon the percentage of increase or decrease in department sales is the plan that has been adopted by A. Martin & Co., Ltd., who operate 28 retail provision stores in the City of Montreal. According to the general manager of these stores, this plan has worked out splendidly so far, and it has been in operation for some time. The idea is to give the clerks a real interest in building up sales and to make them see the business from an angle apart from that of being to work on time in the morning and being at their posts throughout the day. In speaking to a Canadian Grocer representative about this plan, the manager said: "We realized, in operating so many retail stores, that there is a great need of stimulating the clerks' interest in salesmanship. When they have a real interest in seeing the sales built up they have an incentive to work towards that end."

Details of Plan

The plan adopted by this firm is that a fair average of daily sales in each department is taken, and the clerks are paid at a flat rate on that basis. A bonus rate is determined which is dependent upon the percentage of increase in sales. In other words if for every thousand dollars per week business done by a certain department, the clerks are paid $25 per week and for every hundred dollars increase over the thousand, the clerks get a bonus of $2.50, then when the sales have been built up to one thousand five hundred dollars per week the salesmen in that department would get $37.50 for that week. The manager of each department is paid on the same basis but with a little higher bonus percentage. The figures here are only taken as an example so that the case may be illustrated with ease.

Clerks Pleased

According to the management of this firm the sales staff throughout is well pleased with the system and it has been found that the employees find the work more interesting and less monotonous when they have this very real interest in working for a weekly increase in business.

For some time this firm has also had a system whereby the salesmen are checked up in their efficiency in handling the goods. In the beef department in particular there is need for great care in cutting, dressing and weighing the meat. Each counter is charged up with the weight of meat requisitioned by it during the week. When a sale of meat is made the clerk marks down on the card for the purpose the weight of the piece, the cost per pound and the total amount paid by the customer. At the end of the week this is added up and gives the total sales of meat during the week which once subtracted from the total weight of meat supplied the department is the exact amount of wastage. From these figures the management can determine the degree of efficiency on the part of each clerk with which the meat is prepared for sale and sold.

Looking For New System

Although this firm have many satisfactory systems now working, they are still looking for others with which to keep check on their business, on the work of the staff and on the points where leakage and profits may occur. In their largest store they have a staff of forty men behind the counters and eighteen girls, either behind the counters or in the cash offices. Large as this staff is, it is not sufficient to handle the trade during certain hours on certain days as well as the management would like to see it. This is one of the big problems with which this firm has to contend. It would not pay to increase the staff more than it is at present since during the greater part of the time it is quite ample to meet the demand of the business. However, there are hours on certain days of the week when they cannot handle the demand of the buying public as rapidly as might be expected. This is a problem that is confronting nearly every retail grocer to-day. The only solution seems to be to have the sales staff so trained that they can attend to the customers' wants during these busy hours in such a manner as to show the people that the store is giving the best service possible under the circumstances without any undue rush. Each customer likes to get particular attention to her order and yet they hate to stand around waiting for their turn. The solution, therefore, is to train the selling staff in handling the trade during the rush hours in a diplomatic and good-humored way.



LEARNING SOMETHING FROM THE CHAINS

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basis of real value for money—and he enjoys no monopoly on that head! This way lies before any grocer if he will but follow it.

But it's quite a good deal like work to know all these things. One has to think and plan before one can execute; and there must be execution of plans evolved by thought or they will get nobody nowhere.

Many Grocers Are Getting Rich Right Now

Now, don't run off with the idea that I am boosting the chains and turning over to favor them as against "regular" grocers. I am doing nothing of that kind, even if I do not always pat you on the back. Note that I have had nothing whatever to do with evolving any of those markedly successful institutions. I have not made any of these conditions—I simply report them to you.

But I report them straight so that you may profit by what I learn in my wide travels.

Maybe I have been prompted to write all this by the following correspondence. Read it and see:

Dear Sir:—Please send one retail selling chart. Also, I would like same explained if this is figured on the sales end or on cost.

The chart was sent and I wrote him:

If you have followed my articles, I cannot understand how you have any doubt in your mind as to how my tables are figured. Of course, if you have just taken the tables and not read the articles, there is room for doubt. You must pardon me for saying that I can hardly expect to be of much service to merchants who will not read what I write because that is the only way I have of reaching them.

What do you think of all this, Mr. Grocer?

Silverwood's Ltd., London, has purchased the poultry and produce business of Fred Muller, Springfield. Solon Walker is appointed buyer.



One view of the interior of the store of W. C. Bullock, Queen Street West, Toronto—A glass enclosed, sectional counter makes possible a good showing of bulk lines, that has resulted in a very considerable increase of business.

Increases His Sales Fifty per Cent

Displaying Goods in Sectional Display Cases on the Counter Boosts Turnover for These Merchants—Declare That They Are Now Able to Show More Goods and Consequently Get Bigger Turnover

ONE RESULT of the keener competition for business among grocery stores, particularly in the larger centres, is a greater endeavor on the part of the service merchant to display more goods. Canadian Grocer recently made an investigation in connection with this point and found many displays of more goods and in places where they would be easily seen by their customers.

One grocer, W. C. Bullock, Queen St., West, Toronto, has, for instance, installed a fixture on top of his counter made of glass in sections. In each section one particular product is shown such as beans, rice, peas, biscuits, tapioca and other goods that he sells in bulk. Mr. Bullock states that this has increased the sale of these goods considerably. He claims that it is because he is showing more goods than before and that the more goods that are shown the more customers will ask for. The various lines are kept under glass and in a sanitary condition so that power of suggestion, he points out, is very prominent and results in increased business.

James McKinlay, Avenue Road, Toronto, is another merchant who believes in displaying as many goods as possible in order to increase sales. He has a similar glass show case on top of his counter and states that, while he does not know exactly the extent of the increase in sales of goods shown in this case, he is certain that it has been of great assistance on account of it placing the goods in front of his customers.

Sales Up 50 Per Cent. On Goods Displayed

W. P. McCoy, Royce Avenue, Toronto, has also realized that in order to sell more goods more must be shown. He endeavors to keep as many different lines in front of customers as possible, and in a sectional display case on the counter has several lines including tapioca, rice, beans, peas, etc. He believes that this case has easily increased the sale of the goods shown 50 per cent. He states, for instance, that whereas he used to sell about 15 lbs. of a certain-priced tapioca a month he now sells approximately 50 lbs. in the same length of time. In addition to this being a silent saleman this case, Mr. McCoy claims, protects the goods from dust and vermin.

The results he had from showing bulk goods on the counter in this way have given him the idea to display his package goods in a more prominent place so that customers cannot overlook them.



CRANBERRY IS FIRST STARTED ON CAPE COD

The first intensive cultivation of the cranberry was started many years ago on Cape Cod. The average annual production in the United States is about 2,000,000 bushels or less than a quart a year per head population.

There are four main varieties—the cherry, olive, bugle and bell, and these names are descriptive, in a measure, of the varying shapes. As everyone knows, there are light and dark cranberries—some are almost white—but even the lighter shades cook up to the rich cranberry red.

The soil best suited to their production is low ground or peat soil that can be drained a foot below the surface and is at the same time capable of being flooded in winter to protect the roots from freezing. They constitute one of the riskiest of crops, since an early frost often injures or kills the berries.

No More Fruits Are Likely To Be Shipped From Smyrna

British Soldiers Save Some Packing Plants From Destruction—Damage Not as Serious as First Reported—Some Dealers Now Working From Patras

MONTREAL, Oct. 30 (Special)—Fruit dealers in Smyrna report that two or three shipments of raisins were made from that port prior to the recent collapse of the city. No figs or currants have been shipped, however. Fire has destroyed most of the fruit packing establishments and all draft animals have been commandeered by the army, thus preventing the movement of the usual fruit supply to Smyrna from the surrounding country. The destruction of the bridges, railroads and tunnels and cars and the flight of the workmen who handled the export freight will result in a loss of approximately 70 per cent. of the fig crop and in injury to the remainder. The tobacco crop has suffered even more than the raisin crop and the price of tobacco will be much higher than formerly in Europe.

Supplementing this information is a report published in "Commerce Reports" which was received from the United States' Trade representative at Constantinople, who has visited Smyrna since the disaster. He reports that the fruit packing establishments have not been destroyed and that the damage to the railroads is much less than formerly reported. He also reports that about one-half of the large fruit crop will probably be saved.

No Exportation

John T. McBride, president of John T. McBride & Co., Ltd., Montreal, recently received a cable from their agent in Patras, Greece, who moved there from Smyrna during the first half of October. He reports that the British soldiers occupied the offices and packing plant of their firm and that the buildings were all saved, although the stores were seized. He also stated that the retreating soldiers destroyed a good portion of the crops so that they would not fall into Turkish hands and what fruit was taken by the Turks was used as food as they do not know the art of curing the fruit. In his cable he asserted that there will be no exports of figs, currants or raisins from Smyrna this year. Most of the fruit packers and fruit dealers from Smyrna have gone to Patras and are carrying on a business in currants from Greece.

Estimate of Santos Coffee Crop for 1922-23 is Below World's Consumption

Review of the Coffee Situation Indicates Stocks in Europe of All Kinds on October First of 2,294,745 Bags

By L. C. CHRISTENSON, representing Hard & Rand, New York

COFFEE buyers will be interested in a review of the situation at the present time.

Brazilian exchange on London at this date is six and three thirty-seconds pence (6 3/32d) the lowest for many years and for many good reasons, due to the financial condition of the exchanges of the world, showing marked improvement since the war. I refer more particularly to Sterling on which the Brazilian exchange has great bearing. With the advance of this exchange in the conversion by purchases, prices must advance accordingly.

Stocks in Europe of all kinds on October 1st, were 2,294,745 bags. This time last year there were 1,723,681 bags. Coffee afloat for United States 320,600 bags; this time last year 497,200 bags; coffee afloat for Europe and Africa 660,000 bags, against 804,000 bags last year.

The above will give evidence of increased purchases and holdings, more especially to Europe, which has had a great bearing on present crops.

The average estimate of the Santos crop of 1922 and 1923, (beginning with July 1st, 1922) is 7,000,000 Santos, 3,500,000 Rio Victorias, with 5,500,000 of Milds which collectively is below the world's consumption by about 3,000,000 bags.

It is too early to form any conclusion as to what the 1923 and 1924 crop will yield, but the tendency is, from advices from Brazil, that the crops will be increased to some degree and will most likely be needed for consumption.

There is no question but that the consumption of Rio Victoria and Bahia, in Canada as well as the United States, has been much reduced. Thus consumption has fallen largely upon Santos and mild sorts, and the tendency is that there will be a wider difference of values between Rio Victoria and Santos of which as you know, 65 per cent. is contained in blends and sold straight.

To-day's advices from Brazil:—"Markets very firm as well as options on the New York Coffee Exchange."

Returns Wealth of Chocolate Manuf'r to the People

London, Oct. 30.—Glowing memorials to the life and work of George Cadbury, the famous Quaker philanthropist and chocolate manufacturer who died last week, have been published in London newspapers, but little space is given to the unusual action of his daughter, formerly Beatrice Cadbury, but now married to a Hollander named Boeke.

In a letter to the management of the Bourneville chocolate works, Mrs. Boeke gives away outright all her holdings and her husband's in the British Cocoa and Chocolate Company, amounting to 9,000 preferred and 27,000 common shares. The whole amount is presented to a trust committee composed of men's and women's councils in the Bourneville works to promote home and foreign activities. Mrs. Boeke says that the world war, with its appalling consequences, led her to believe that private holding of great capital lies at the root of nearly all social and economic trouble.

"We therefore feel it our duty," she says, "to surrender the privilege we have so long enjoyed, hoping that if such action is generally adopted it will be in the interests of humanity."

FOODSTUFFS DECLINE 1.51 PER CENT. IN OCTOBER

THE AVERAGE wholesale prices of 32 leading staple food commodities during October shows a reduction as compared with the general average during September, of 1.51 per cent. The greatest decline in any one commodity from the high point in September, was in flour which shows a total reduction for the two months of $1.30 per barrel. Canned goods were lower, tomatoes declining 17 cents and corn 25 cents per dozen. Shelled almonds dropped two cents per pound while walnuts were reduced seven cents per pound. During the month of September, potatoes dropped ten cents per bag, but during October the decline was recovered and the month closed at the same figure as at the beginning of the previous month. Cereals held fairly steady, rolled oats showing a slight reduction but cornmeal advanced a shade.. Sugar advanced 50c per hundred and lard, eggs and cheese were higher while butter remained at stationary prices during both September and October.

Comparative Prices of Commodities 1914-1922

Prices on sugar on the Montreal basis, others Toronto basis, during the last week in October of each year:—

	1914	1916	1918	1919	1920	1922
Granulated Sugar	$7 11	$8 05	$9 50	$11 00	$17 90	$7 50
Molasses, Barbadoes, per gal.	0 45	0 69	1 18	1 08	1 45	1 05
Corn Syrup, 2-lb. tin, case	2 65	....	4 80	5 45	5 55	4 25
Rolled Oats, 90-lb. bag	3 25	3 25	5 30	5 00	4 75	3 25
Cornmeal, 98-lb. bag	2 65	2 95	6 00	6 00	6 00	2 75
Rolled Wheat, 100-lb. bbl.	3 75	3 50	7 00	7 10	7 75	5 25
Split Peas, 98-lb. bag	5 00	....	10 00	7 25	8 40	5 50
Sockeye Salmon, 1s, doz.	2 52½	....	4 50	4 75	5 80	5 00
Tomatoes, 2½s, doz.	0 95	2 17½	1 90	1 85	1 75	1 47½
Peas, Standard, 2s, doz.	0 95	....	1 45	1 85	1 90	1 42½
Beans, Golden Wax, 2s	0 95	....	1 95	1 85	2 15	1 92½
Corn, 2s, doz.	0 95	1 47½	2 27	1 65	1 62½	1 25
Pineapple, 2s	1 92½	....	3 10	2 30	4 75	3 75
Pumpkin, 2½s, doz.	0 85	1 65	1 60	1 10	1 50	1 45
Apples, gals., doz.	2 05	....	5 00	5 25	5 25	4 75
Peaches, H. S., 2s, doz.	2 02½	1 85	2 40	3 25	5 00	2 85
Strawberries, H. S., 2s,	2 17½	....	4 00	4 65	5 50	3 25
Raspberry Jam, 16 oz.	2 15	2 30	3 90	4 25	5 65	3 60
Do., 4 lb.	....	0 69	0 98	1 05	1 50	80
Strawberry Jam, 16 oz.	2 25	2 35	3 90	4 35	5 65	3 40
Do., 4 lb.	....	0 69	0 98	1 10	1 50	83
Lemon Peel, lb.	0 12	0 20	0 40	0 46	0 46	28
Orange Peel, lb.	0 12	0 21	0 41	0 47	0 48	28½
Citron Peel, lb.	0 19	0 25	0 46	0 62	0 75	49
Currants (Amalias)	0 17½	0 16	0 32	0 27½	0 19	19
Do., (Patras)	0 08	....	....	....	0 22	19
Raisins, Valencia, lb.	0 06	0 11	0 11½	....	0 23	19½
Do., Seeded, pkg.	0 09	0 11¼	0 14	0 14	0 25	0 15
Shelled Almonds, lb.	0 35	0 42	0 55	0 62	0 60	0 43
Do., Walnuts, lb.	0 35	0 43	0 85	0 80	0 58	0 53
Rice, Blue Rose, 100 lbs.	7 85	....	15 00	17 00	17 00	7 00
Do., Rangoon B	3 50	4 75	9 50	11 75	12 50	7 00
Do., Japan	6 00	7 50	11 25	14 50	17 00	7 00
Tapioca, Pearl, lb.	0 15½	0 10	0 15	0 13½	0 12	0 07½
Potatoes, 90-lb. bag	0 65	1 70	1 75	1 50	1 75	0 85
Flour (Firsts), bbl.	6 70	10 00	x11 75	x11 15	13 00	6 60
Butter, Creamery, lb. prints	0 29	0 42½	0 50	0 63	0 55	0 38
Cheese, lb.	0 16	0 22	0 26	0 29½	0 28	0 21½
Eggs, new-laid, doz.	0 36	0 45	0 65	0 73	0 75	0 58
Lard, tierce basis, lb.	0 12¾	....	0 26½	0 31½	0 31	0 32
Breakfast Bacon, lb.	0 19	0 25	0 44	0 45	0 46	0 19

x Government standard flour under Government control.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI NOVEMBER 3, 1922 No. 44

More Farmers' Stores Closing

IT IS not surprising to find that H. B. Clemes, general manager of the United Farmers Co-operative Company, is closing up a number of the farmers' retail stores in Ontario. The announcement is made this week that the one at 130 King St. E., closed on Saturday night as well as the stores in Harrowsmith, St. Thomas, Dorchester and Plattsville.

It will be remembered that at the last annual meeting of the company, Mr. Clemes intimated that the farmers should stick to their own business and that the work of operating retail stores was out of their province. They had made a success of their own marketing problems, but had lost money on the co-operative stores.

Chain Competition Helps Business

A RETAIL grocer who conducts quite an extensive business recently told Canadian Grocer that a certain store of the chain groceteria type was instrumental in bringing more business to his vicinity. This merchant claims that not only his own business has increased but his neighbors in other lines have also shown a larger turnover since this particular chain "invaded his neighborhood." He said that this chain store attracted customers from city points and also from many smaller places. These people usually drove into the city in their cars and bought their groceries from the groceteria, but as the chain store did not stock many lines such as vegetables, fruits, cooked meats and bacon and others, they must necessarily go to other stores for such goods. He says that when these new buyers in his neighborhood come into his store for some article which they could not purchase in the chain store, that it is only a short step to sell them other articles and after awhile they become regular customers.

This is just another phase to the chain store subject which appears to be a live issue in the retail trade. The above goes to show that although the price competition of the chain stores is probably felt to be serious, that after all it is an ill wind which does not blow someone some good. Merchants who consider the competition of the chain stores on a price basis, would undoubtedly do well to follow in the footsteps of the merchant mentioned above, and pay more attention to quality and goods which the chains do not carry. At any rate it would tend to hold customers who have become restless over the chain prices and keep them interested in your own store.

Poor Jam—A Customer Lost

THE TEMPTATION for the retailer to sacrifice quality for price in buying and selling goods is one that the service merchant must withstand. This temptation seems to be greater in the larger centres where there is considerable chain store competition. Some retailers think that because the chain stores, which do not make delivery, or give other services, are selling goods lower than they, that they are going to lose all their business unless they can meet prices.

Our attention was directed recently to a case where a merchant lost the jam trade of a good family because he was not supplying a good quality jam. The husband in this case absolutely refused to eat the jam that had been purchased from the grocer and insisted on his wife making her own another year. A friend happened a short time later to show him a real good jam, one made by a firm that sticks to quality and not price. He tried it and was immediately converted. His family is now buying that brand of jam continually and has no complaint whatever. Nevertheless their original grocer lost a good account because he tried to sell an inferior product.

Merchants should realize to-day that most people are willing to pay for a quality article, even if the price is a little higher. One sure thing, the sale of a good product does not lower the good will of the merchant in his community. It should be the aim of the aggressive dealer to understand jams so that he will buy intelligently. As a selector of goods for his customers, he cannot afford to jeopardize their confidence by offering something that will not satisfy.

Tact in Handling Customers

IT IS a well-recognized commercial truth that nothing is more vital to the success of any business, wholesale or retail, than the possession of an intelligent sales force. Capable salesmen and saleswomen are even more necessary for the success of a retail store than for a wholesale establishment, and many incidents are told of how clever selling, tact, etc., have obtained sales that otherwise might easily have been lost. Not all of these incidents concern salespersons employed by the larger stores.

There is the "I-will-look-around-some-more-before-I-decide" type of customer who always supplies a problem. Yet, if this kind of customer is properly handled, the final making of the sale is not so difficult. It has been found, by some salesmen, that to force goods on that kind of a prospect is sure to drive him or her to some other store. This type of salesman advises the cautious customer to shop around as much as possible, for he knows that if such a customer returns to the store he does so for the sole purpose of buying. In cases where the customer is not so decisive in his assertions about looking around more first, the salesman in question has two methods of working.

One of these is to ignore the customer's assertion and to present special features of the merchandise that will appeal more strongly to him than the thought of making a round of the stores. The other is to lay aside the article under consideration and to take up something which the salesman knows cannot be beaten by any other store in town.

While the second article is not often sold, unless the customer really wants it, the fact that it beats anything for the price that any competing store can offer frequently causes the customer to regard the disputed article in a more reasonable light and clinches the sale.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

James Collins, for many years a grocer on Union Street, St. John, is now a member of the board of assessors for the city of St. John, having retired from the grocery business.

The Water Street Grocery has been opened in a St. John district hitherto avoided by retail grocers and known as the territory of the wholesale grocery only. The new store is located at the corner of Water Street and South Wharf.

J. McGrath and Son, of St. John, who have been conducting a meat and provision business on Prince Edward Street, St. John, have removed to a store recently vacated by J. Isaacs, retail clothier, on Prince Edward Street, opposite the Clarence Street intersection. J. McGrath and Son have installed a line of groceries and will devote half of the large store to the sale of groceries.

F. T. Barbour, of G. E. Barbour and Company, wholesale grocers, has been elected president of the St. John Y.M.C.A. Mr. Barbour succeeds his brother G. E. Barbour of G. E. Barbour and Company. This is the first time in the history of the Y.M.C.A. in the Maritime Provinces and so far as known, in the Dominion, where two brothers have acted as head of one branch of the Y. M. C. A. Both of the Barbour brothers have manifested a deep interest in the St. John Y.M.C.A.

Quebec

E. G. Strenz, sales manager of the Kraft-Maclaren Cheese Co., Montreal was in Toronto this week on a business trip.

R. Carman of the Oxo Limited, London, England, was in Montreal this week on a business trip after making a trip through Canada.

W. S. Ware, general manager of the Kellogg Toasted Corn Flake Co., of Toronto, was in Montreal last week making a business visit to their Quebec representatives, J. L. Freeman Co.

J. H. Williams, a retail grocer, 44 Westminster Ave., Montreal West, is moving this week into his new store which he has just completed, a few doors from his old premises. The new store is much larger than the old one and has accommodation for a fresh meat and fish department with a large display refrigerator. The new store was designed by Mr. Williams and has the advantage of three large display windows.



Charles Chaput

Charles Chaput Celebrates His 83rd Birthday

Montreal, Oct. 30.—Another year has sped around and with it comes another anniversary for Charles Chaput, president of the wholesale grocery firm of L. Chaput Fils & Cie., Montreal. On the 14th of this month Mr. Chaput, one of the pioneers in the grocery business in Canada, celebrates his 83rd birthday. On May 1st, 1922, he celebrated his 65th year in the same firm, which is a unique record.

Mr. Chaput still attends to his duties in his office and refuses to relinquish his executive position. Every morning finds him busy at his desk as in years gone by, and his hobby is his business. He claims that the interest he still enjoys in the grocery business is the power that keeps his vitality up and gives him the energy to go about as he did in his younger days.

Ontario

J. B. McMilne, Smithville, has sold his store to M. Harris.

The Sunny Cup Tea and Coffee Company have recently opened a new store on Roncesvalles Ave., Toronto.

James J. O'Loane, export manager, O'Loane, Kiely & Co., Vancouver, B. C., has been in Eastern Canada on a business trip. He was in Toronto last week and will return West by way of Chicago and St. Paul. Mr. O'Loane states his firm is opening an office in China.

The annual convention of the Canadian Produce Association will be held at the King Edward Hotel, Toronto, on January 8 and 9.

The Carling Distributing Co. of London, Ont., have amalgamated with George G. Yorke & Co., Toronto, and distribution will in future be taken care of from the premises of the latter firm.

C. McIlhargey, who for the past seventeen years has been president of the Stratford Wholesale Grocery Co., Stratford, has severed his connection with that firm. W. D. Martin is the new president and M. W. Binkley, formally of Drumbo, is the vice-president.

M. W. Binkley, who for nearly twenty years has conducted a general store in Drumbo, has sold his business to W. S. Murray. Mr. Binkley is moving to Stratford where he has become associated with the Stratford Wholesale Grocery Co.

Simply Arranged Display of Honey Increases Sales

London, Ont. (Special).—Scandrett's Grocery has been boosting sales of honey by a very simply arranged but attractive showing of various sized jars and tins. Clover leaf fixtures adjusted so as to hold three of the smaller jars assisted materially in helping to make the display artistic. The honey was arranged on white tissue paper on the floor of the window in little pyramids and triangles with the clover leaf fixtures placed evenly between them. This plan permits of an endless variety of arrangement and the effects depend upon the skill of the window dresser. Scandrett's display was not only pleasing but a business getter and the honey commenced to move almost as soon as the window was dressed.

A pyramid of cans of salmon in an adjoining window seemed to interest housewives equally and there was a heavy call for it.

TOWN OF ORMSTOWN, QUE. SUFFERS HEAVY FIRE LOSS

Fire that broke out in the general store of McGorrigle and Son, in Ormstown, Quebec, the other night, threatened at one time the destruction of the entire town. The Bank of Commerce building, a grist mill and three private houses nearby were badly damaged. Aid was sent from Montreal.

Must Think in Terms of Weight Instead of Measure, When Selling Potatoes

Rulings of the Root Vegetables Act Are Expounded and Made Plain to the Members of the Ottawa Retail Grocers' Association—Must Sell Potatoes by the Pound

OTTAWA, Oct. 30 (Special).—An opportunity of obtaining an exact definition of the Root Vegetables Act, as well as the point of view of those in charge of the administration, was afforded the members of the Ottawa Grocers' Association by the presence of Capt. L. F. Burrows, one of the officials of the Fruit Branch of the Department of Agriculture, at a recent meeting.

"From now on you have got to think in terms of weight instead of measure when selling potatoes," said Capt. Burrows. He pointed out that the grocers would have to adopt every means within their power to educate the housewife to ask for so many pounds of potatoes instead of so many gallons. "In order to make it easy for you to figure out the retail price of a pound of potatoes, we are endeavoring to educate the wholesalers to sell by the hundred pounds instead of by the ninety-pound bag, as in the past," said the official. "What you have got to bear in mind is that there is no longer any such thing as a gallon or a bag of potatoes."

Someone asked: "How many pounds are we supposed to sell to the gallon?"

"There is the very thing I want to emphasize," replied Capt. Burrows. "We want you to forget the gallon, and we want you to educate your customers to forget it also. You are to sell them so many pounds at so much a pound. There is no such thing as so many pounds to the gallon."

How About the Hucksters?

Another member wanted to know how the Department proposed to hold the hucksters on the market to this arrangement. It would hardly be reasonable to expect every huckster to carry a set of scales on his rig.

The answer to this question was that the hucksters would be expected to weigh their potatoes at home and place them in baskets or other containers, with the number of pounds marked on the container. In this connection, he called attention to the fact that the Act compelled all who sold potatoes by the bag to: "mark the initial of his Christian name and his full surname and address, and the grade of the potatoes or onions as prescribed by the Act, in a plain and indelible manner, before the package is taken from the place where it is packed."

"Any retailer buying his supplies on the local market," asserted Capt. Burrows, "should insist upon the above provisions of the Act being carried out, because if he has any reason to suspect that he is not receiving fair weight, he will have the producer's own written statement to bear out any claims he may wish to make in any proceedings which might follow."

Must Sell By Grade

Another point emphasized by Capt. Burrows was that retailers would be expected from now on to sell by grade. The various grades, he thought, were clearly defined in the Act.

Upon the suggestion of Duncan Bell, a resolution was adopted calling upon the Government to furnish all grocers with cards calling attention to the changes in question. These cards could be placed in various parts of the store and would, undoubtedly, go a long way towards bringing the public in line with the amended regulations.

Practice of Giving Coupons

Opposition to the practice of issuing coupons was voiced by a number of the members, and a resolution was passed authorizing the secretary of the Dominion Board of the Retail Merchants' Association to take whatever steps are necessary to have it abolished.

This system was characterized by some as a nuisance and a hindrance to business. The coupons in question are those which are included in manufacturers' advertisements and which call upon the grocer to issue a certain article to the holder, either without cost or at a reduced price. One or two dealers stated that they had refused to accept the coupons, thereby antagonizing their customers. Their reason for not accepting them was that they felt the practice was illegal.

Those who attended the meeting were: A. E. Kelly, chairman; C. J. Allan, secretary; Duncan Bell, treasurer; T. W. Collins, Alfred Walsh, A. S. Moreland, R. W. Porteous, J. Paterson, T. Bowman, W. Neate, T. A. C. Kennedy, D. G. Cowan, R. A. Wright, A. Thompson. K. L. MacIntosh, H. J. Hill, J. Gladstone, James Regan and P. G. Allan.

Young Woman Head of Large Wholesale and Retail Business

Quebec City, Oct. 30. (Special).—In Quebec City there is a unique example of a grocery business entirely under the control of a young woman. Miss A. Guerard, although a mere girl, is the manager and buyer of Georges Patry & Co., wholesale and retail grocery, which was owned by the late Georges Patry who, while attempting to save one of his children from drowning, lost his life a little over a year ago.

Since then Miss Guerard has taken full control of the business for the widow of the deceased owner. To a traveller or salesman who has not known Miss Guerard before she took control it is somewhat of a surprise to be ushered into this young woman's office when he asks to see the manager of the store, which is one of the largest in Quebec City.

She has spent eight years in the business and, as she told a Canadian Grocer representative, she likes every detail of it. "If I did not," she said, "I could not make a success of it. One must take a real interest in the work to make it go and to me it has a fascination. I like buying and I thoroughly enjoy working out systems and plans to keep the sales up. The main feature of a successful grocery business to my mind is a system that keeps the grocer accurately informed of the true condition of the business and its weak and strong points. One can not do it blindfolded."

U.F.O. Closing Retail Stores That Are Not Showing Good Results

Toronto, Nov. 1. (Special).—"We are closing out our retail stores that are not showing a satisfactory volume of business," H. B. Clemes, manager of the United Farmers' Co-operative Co., of Ontario, told a representative of Canadian Grocer, in commenting on the closing of the retail store at 130 King Street E. Stores at Harrowsmith, St. Thomas, Dorchester and Plattsville have also been closed. Asked as to whether it was his intention to close all stores operated by this company, Mr. Clemes stated that such was not the intention at present. Stores showing a profit will be continued for some time.

"This is in line with your policy, closing out the retail stores, it is not?" Mr. Clemes was asked.

"Yes, it is. I still believe that if we stick to the livestock end of our business and the creamery we will find the greatest success."

It will be remembered that Mr. Clemes made the statement at the annual meeting of the United Farmers, last winter, that retailing was not in their province and if they devoted all their attention to the marketing of their livestock and continued conducting the creamery business, they would find it to their advantage.

The Dominion Live Stock Branch of the Department of Agriculture, Ottawa, has received a report from England that Gunns Ltd. have been awarded a bronze medal in the Colonial bacon class at the Royal Dairy Show in London. The bacon was made from the Yorkshire type of hogs.

Western Canada News

Fire damaged the premises of the Ogilvie Flour Mills Company, 52 Higgins Ave., Winnipeg, to the extent of $250.

Pacific Starch Products Ltd., New Westminster, B. C., contemplate the erection of a factory to cost around $6,000.

A. B. Johnston, of A. McKim Advertising Agency, Winnipeg, has been transferred to the firm's head office at Montreal.

A. McIntosh, of the W. H. Luden Company, of Reading, Pa., manufacturers of Menthol Cough Drops, was a recent business visitor to Winnipeg.

J. E. Davis, assistant sales manager of the Robin Hood Mills, Ltd., Moose Jaw, Sask., while on a business trip to Winnipeg called on the firm's representative, W. Lloyd Lock & Company.

W. J. Shaw, of the London Soap Company, Ltd., London, Ontario, has returned to the East after a business trip to Winnipeg with their western representatives, H. L. Perry Company Ltd.

L. C. Christenson, representing Hard and Rand, of New York, is on a business trip to Winnipeg, and called on his firm's western representatives, Donald H. Bain Co.

Farley-Myers Ltd., manufacturers' agents, have been reappointed as selling agents for the Maple Crispette Company of Montreal, and are covering the territory from Western Ontario to Nelson, B. C.

Mason & Hickey, manufacturers' agents, Winnipeg, have been appointed western representatives for the firm of William H. Luden, of Reading, Pa., manufacturers of Luden's Menthol Cough Drops.

H. P. Pennock & Company Ltd. are now located at 260 Princess Street, Winnipeg. Previously the above firm maintained a downtown office and the above move has consolidated both office and warehouse in the same building.

Fred Crosby, of the Crosby Molasses Company, St. John, N. B., spent a few days in Winnipeg with their western representatives, Watson and Truesdale. Mr. Crosby is going as far west as the Coast in the interest of his firm.

A committee from the Retail Merchants' Association of Duncan, B. C., is preparing petitions to the city council on the half holiday and early closing questions. The question of uniform closing hours in the evening is also being considered.

Over 146,000,000 Bus. of Wheat Already Have Been Marketed

Winnipeg, Nov. 1.—Movement eastward of the Western Canadian wheat crop continues very heavy and is breaking all previous records. Up to Friday night, Oct. 20, farmers had delivered at country elevators 146,721,445 bushels. Of this amount 45,000,000 was still in country elevators, and 95,920,800 bushels had been inspected. It is estimated that 16,000,000 bushels are en route now to the head of the lakes.

There has been shipped from Fort William and Port Arthur, up to Friday night, lake and rail, 60,163,672 bushels, and the amount still in store at the lake terminals was 24,828,793 bushels, an increase of 5,377,479 from the previous week. There is also in store in the lake terminals the following coarse grains: Oats, 2,194,183; barley, 2,553,894; flax, 283,487; rye, 2,149,406 bushels. The total capacity of the lake terminal elevators is about 50,000,000 bushels, and the total grain now in store is 31,809,793 bushels.

Shippers say that every effort will be made to get every bushel possible across the lakes during November or before the close of navigation, but eastern port channels are plugged with grain, boats are scarce and are being badly delayed from discharging their cargoes, and unless there is a distinct improvement in shipping facilities in the immediate future, it is feared the close of navigation will find large stocks in terminal elevators which will quickly become filled, and there will be a backing up in the western movement and possibly an embargo placed against loading cars for Fort William and Port Arthur. The shipping facilities at Vancouver are now plugged and an embargo has been put in force today against further car shipments to that port.

Want Higher Fees Put on Peddlers in City of Calgary

Calgary, Nov. 1.—Retail grocers of Calgary, represented by H. M. Jenkins, J. Shenkmin, F. Tankston, W. Batten, L. Irwin and H. J. Fleming met the legislative committee of the city council the other day to complain that pedlars are permitted to sell fruit and vegetables on Wednesday afternoons and after 6 p. m. other days when the grocery stores are compelled to close. They said the city receives a license fee of $50 each from 63 pedlars, while there are 160 grocers in the city paying business tax. In some cases this business tax from one merchant would equal the total received from the pedlars.

They ask that the license be increased and that the pedlars be confined to the same hours as the merchants. It was stated that some pedlars sell sugar, tea and spices and even fruit sealers.

The committee consisted of Aldermen A. McTaggart, chairman; George Webster, Andy Davidson and Mrs. Annie Gale, most of whom expressed the opinion that it hardly seemed fair for the pedlars to have privileges denied the merchants, for while the merchants might sell fruit after hours, the Factory Act hindered them from keeping open to do so. The delegation was assured the condition would be remedied if possible.

AN END TO THE WEEKLY HALF HOLIDAY IN BRANDON

Brandon, Man. (Special).—At the request of 75 per cent. of the grocers of the city, a by-law was recently passed by the city council putting an end to the weekly half holiday. The early closing on Saturday nights is also done away with. The hour for closing on that night is now 11 o'clock. It is claimed by the former advocates of the early closing that this change has been brought about by the fact that other stores in a different line of business have been going in largely for groceries, making competition very keen.

Plays Heroic Part In Recent Disaster In Northern Ontario

Many stories have come out of Northern Ontario relating to the presence of mind and heroism of traveling salesmen who happened to be in the Haileybury district at the time of the disastrous fire. Another one tells of the splendid assistance that Robert W. Vout, a Red Rose Tea salesman, rendered to a number of the destitute. "Bob" was chased by flames for hours. At times he was apparently hemmed in completely with little prospect of surviving. His clothes were burned. At one time he sought refuge in a stone and cement church with slate roof, only to dash out later as the structure burst into flames. He was knocked down by a flaming telephone pole and rescued by a friend. Then he helped to evacuate a hospital.

When finally he got through these horrors, the only thing he had intact was his sample case with a quantity of tea. A fire was built on the beach and dozens of women were soon served with hot tea. Mr. Vout had arrived in Haileybury about 4 o'clock in the afternoon from North Cobalt with the idea of getting out by the next car, but there was no next. It then became a life and death struggle and he not only won out but helped a large number of others to escape the flames.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

CONTINUED strength marks the sugar market this week, the price basis being $7.75 per cwt., Montreal delivery. There is a much better demand reported, and altogether, the situation is firmer. Some sales, however, are being made under the listed price. Refiners' prices in the United States have advanced 10 points, the price basis there being $7 and $6.90 per cwt. A recent estimate of world production of sugar for 1922-23 places it at 17,824,000 tons as against 17,461,668 tons for the preceding season.

An advance in flour is reported this week. In view of the strong position of the wheat market, higher prices on flour were inevitable. Certain cereals, too, are also very strong. Rolled oats are quoted higher this week, and cornmeal is very strong. Shipments of western oats are held up on account of the heavy movement of wheat from the West, and this is said to be the reason of the stronger market for rolled oats. Canned goods are moving in good volume with prices showing little change as compared with a week ago. Dried fruits are selling freely. New currants to arrive in the course of a week are quoted. Prices are strong for the same. New California raisins are now available. Advices received by importers in this country from their houses in the far East indicate that the remaining crops of Sultanas and figs in Smyrna and the interior have been definitely lost for the season. There will, therefore, it is declared, be no arrivals of these fruits on this continent following the small supplies that got out of Smyrna at the beginning of the new crop during the last days of August.

Coffee is a very firm market at the present time. Teas are continuing their upward trend, and the market on spot is generally stronger. Nuts are for the most part steady. Rice is in moderate demand and is firm. Fruits and vegetables are much the same as a week ago.

QUEBEC MARKETS

MONTREAL, Nov. 1.—Grocery markets continue to show an improvement in general with more activity and interest noted in both retail and wholesale circles. Buying shows a marked improvement since restocking is absolutely necessary in many lines which, with the firmer tone evident, has been on a better scale than for some time. Sugar took another 25c jump and the list price, which is being fully maintained is now $7.75 a cwt. for granulated. The raw market also shows an advance. Canned goods are firm with a strong future and comparatively heavy buying. The dried fruit market is in a healthy condition with a tendency towards an advance in prunes and raisins. Many retailers are ordering prunes to meet future requirements. There is nothing of note in the spice market. Primary markets in coffee show strength but there is no sign of an immediate change locally. Teas are strong and only keen price competition is avoiding an advance in wholesale prices. The nut market is firm with another advance in jumbo peanuts. There is no change in rices. The cereal market shows particular strength with another advance in the miller's price on rolled oats.

Montreal.

COFFEE.—There is no change in the local coffee market but in New York a stronger note is evident with some advances. Coffee dealers state that the local demand has shown a marked improvement but that they do not look for a change in price in the near future.

COFFEE—		
Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound	....	0 35

COTTON TWINE STRONG

Montreal.

COTTON TWINE.—Prices on cotton twine are firm after the recent advance which came as a result of the strength of the cotton market and the higher cost of raw material.

COTTON TWINE—	
4 ply balls	0 50
3 ply balls	0 47
3 ply cones	0 46
3 ply tubes	0 46
4 ply cones	0 49
4 ply red and white	**0 57**
Cotton rope 3-16	0 45
1/4	0 44
5-16	0 44
3/8	0 44

ROLLED OATS ADVANCE

Montreal.

CEREALS.—Further advances have been made by the millers on rolled oats but the wholesale trade has not yet made the change. Competition and price cutting has staved off the advance so far but the change is due to come since the strength in the cereal market appears to be permanent. Millers state that there is a good supply of milling oats in the west but that deliveries have been poor and at the same time there has been a big demand for the finished product. Congestion in shipping and railroad handling is the main cause of the strength in the market through scarcity of supplies at the mills. Wheat products are in the same position for the same reason and other cereals show strength in sympathy. The cereal market is in a good condition in this province.

CEREALS—		
Rolled oats, bag	3 10	3 25
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

RICE MARKET STEADY

Montreal.

RICE.—There is no change of note in the rice market. Advice from England is that Oriental rices are firmer and the easier trend that had been expected did not materialize. American rices are also firm. The local market shows some improvement in buying. Millers state that the present price on rice is about 25 per cent above normal values.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

CANNED GOODS ACTIVE

Montreal.

CANNED GOODS.—The canned goods market is active with good buying and a firm note throughout. List prices are well maintained locally and the retail trade has taken a keen interest in buying. Tomatoes in particular are firm and orders from the United States have been placed with Canadian canners. The demand has been even greater than was expected since the retail stocks were very low and replenishment was absolutely necessary just as soon as the new goods were on the market. This heavy buying has placed the canned goods market in a healthy position.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	**180**	....
Corn, 2s	1 20	1 40
Corn, extra quality	....	1 40
Corn (on cob) 2½	....	2 40
Carrots (sliced), 2s	**1 45**	**1 75**
Spinach, 3s	**2 85**	**2 90**
Squash, 3s	**2 85**	**2 90**
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	**1 80**
Do., California, 2s	**3 15**	**3 50**
Do., (wine gals.)	**8 00**	**10 00**
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s standard	0 95	1 00
Do. 2s	....	1 05
Do., 2½s	1 42½	1 45
Do., gallons, standard	....	5 25
Paranips, Simcoe, 2's	**1 80**	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	**4 50**
Do., early June	1 85	2 00
Do., extra fine, 2s	....	**3 26**
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30
Canned chicken haddies, 48, lb.	....	9 00

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 60	1 35
Do., 3s, doz.	**1 60**	**1 70**
Do., gallons, doz.	**4 80**	**5 40**
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	**18 50**
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz.	....	3 20
Do., 2½	....	**3 50**
Do., 2	**3 20**	**3 30**
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
Pineapple—		
Extra fancy sliced 2½s	....	5 25
Extra fancy sliced, 2s	....	4 15
Extra grated, 2s	....	3 40
Extra sliced 30 oz. glass	....	9 00
PEARS—		
Extra fancy 2½s	....	5 25
Extra 2s	....	4 00
Standard 2½s	....	4 85
PEACHES—		
2½s, yellow cling	....	4 50
2½s, yellow	....	4 25
Extra yellow 2s	....	3 25
Cling sliced 2s	....	3 50
Standard 2's	....	3 75
Standard Yellow Cling, sliced	....	4 00
Strawberries, 2's	....	3 30
Greengage Plums, heavy syrup.	**2 20**	**2 00**
Lombard plums, heavy syrup, 2-lb.	**....**	**2 40**

DRIED FRUITS FIRM

Montreal.

DRIED FRUITS.—The dried fruit market is in a healthy condition with a marked improvement in buying. As compared with a year ago prices are lower but there is a strong tone almost throughout that gives the retail trade confidence in buying. The Prune and Apricot Association of California have this week withdrawn their prices on shipments from the coast and state that they are sold out for the next ninety days at least. This is an indication of the strength of the market. Santa Clara prunes are in a strong position locally and buying is heavier since many retailers are ordering now in anticipation of their future needs. The same strength is evident in raisins. The currant market stands firm.

DRIED FRUITS—		
Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 15
Do., 50 lbs.	....	0 14
Peaches (fancy)	....	**0 28**
Do., (choice)	....	**0 25**
Pears (choice)	....	**0 22**
Do., fancy	**0 27**	**0 28**
Peels—		
Cut mixed	....	**0 31**
Lemon	....	**0 25**
Orange	....	**0 25**
Citron	....	0 55
Raisins		
Valencias	....	0 16
Muscatels, 2 Crown, spot	....	0 14
Do., 3 Crown, spot	....	0 15
Do., 4 Crown, spot	....	0 16
Turkish Sultana, 5 Crown	**0 25**	**0 27**
Fancy seeded (Bulk)	**0 18**	**0 19**
Do., 16-oz.	**0 20**	**0 21**
Cal. seedless, cartons, 12 doz.	....	0 12
Do., 16 oz.	....	0 16
Cluster, 20 1-lb. pack	4 00	....
New Spanish table raisins—		
3 Crown, 22 lb. box		4 50
4 Crown, 22 lb. box		6 00
5 Crown, 22 lb. box		6 50
6 Crown		7 30
Packages, 3 Crown 20/1s		5 25
4 Crown, 20/1s		6 25
5 Crown, 20/1s		6 75
Currants, loose		0 17½
Dates, Excelsior, (36 10s) pkg.	....	4 10
Dromedary, (3-10 oz.)	3 60	6 75
Loose	**0 10**	**0 12**
Figs, 4 crown	....	**0 21**
5 crown	....	**0 22**
6 crown	....	**0 23**
7 crown	....	**0 25**
Mats, Portuguese	....	**0 08**
Smyrna cooking, bags	....	**0 13**
Prunes (25-lb. boxes)—20-30s	....	0 20
40-50s		0 17
60-70s		0 14
70-80s		0 13
80-90s		0 12
90-100s		0 11

W. C. Macdonald Reg'd Announce Declines

W. C. Macdonald Reg'd., Inc., have announced a drop of 50c. per thousand in the price of Macdonald's Cigarettes. This decline follows the recent drop recorded in the wholesale price of Brier half-pound tins. Other price reductions are a 10c. drop in "Honeysuckle" the new Bright Chewing, and a further 20c. drop in "Pilot" package smoking.

SUGAR UP 25 CENTS

Montreal.

SUGAR.—Another advance came in the price of granulated sugar early this week making the list price for all the refineries $7.75 a cwt. The raw market has also strengthened and the latest sales have been made at 3 7/8c. c. & f. New York. The wholesale trade does not show much confidence in the advancing market and many wholesalers still express their intention to limit their buying to small lots to meet immediate requirements. The retail trade is liquidating stocks which were bought at the lower levels. Opinions on the future of this market vary but refiners state that the offerings of raws are small and that the trade, from the standpoint of the refiners, is steady with a strong tone.

SUGAR—	
Granulated, per cwt.	7 75
Do., barrels	7 80
Granulated, gunnies, 5-20	7 95
Do., cartons	8 15
Do., gunnies, 10-10	8 10
Do., cases, 50 2-lb. cartons	8 25

STRENGTH IN TEAS

Montreal.

TEAS.—As far as price changes are concerned there are no new developments in the tea market locally but the position is steadily gaining strength. The trend is undoubtedly upward for the future and in this market only keen competition prevents an immediate advance in some grades. Some wholesalers predict marked advances for next month. Green teas also maintain a strong position.

TEAS—		
Pekoes	0 40	0 46
Broken Pekoes	0 49	0 60
Orange Pekoes	0 53	0 75
Broken Orange Pekoes	0 46	0 59
China—		
Common	0 24	0 35
Medium	0 40	0 50
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 80

GOOD DEMAND FOR NUTS

Montreal.

NUTS.—The wholesale trade reports a good demand for nuts. Pecans and peanuts are the feature with some advances in both. Walnuts are unchanged and almonds have an easy tendency, although since the new arrivals there has been a firmer tone. All the new nuts are now in except filberts which are expected on Nov. 5th. Jumbo peanuts are ½c. higher and Spanish have gone up 1c.

NUTS—		
Almonds, Tarragona, per lb.	0 12½	0 13
Valencia shelled almonds 3 crown	0 39	0 40
Soft shell	....	0 60
Pecans, new Jumbo, per lb.	**....**	**0 50**
Do., large, No. 2, polished	**0 29**	**0 30**
Cocoanut (shredded, bulk)	**0 26**	**0 28**
Brazils, shelled	**....**	**0 50**
Peanuts, Jumbo	**....**	**0 15½**
Filberts (Sicily) per lb.	0 10½	0 11
Walnuts, Grenoble in shell	....	0 28
Walnuts, Marbot	0 20	0 22
Do., new Naples	**....**	**0 28**
Do., Bordeaux, shelled	0 52	0 60
Jumbo, roasted Specials		0 14
Extra		0 12½
Do., Choice		0 10½
Do., shelled, No. 1 Virginia		0 11½
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 33
Fancy wholes, 10 lb. tins		2 10
Do., 10 lb. boxes		1 80
Do., 25 lb. boxes, per lb.		0 17

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

SPICE MARKET UNCHANGED

Montreal.

SPICES.—There is no change of note in the spice market. Prices are irregular in many lines and in some instances are quoted below the import cost. The demand for spices is limited to small quantities to cover immediate needs.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	0 23	0 25
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace	....	0 55
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64 lb.	....	0 40
Do., 80 lb.	....	0 38
Do., 100 lb.	....	0 30
Do., ground, 5, 10, 25 lb.	....	0 35
Pepper, black	0 20	0 24
Cayenne pepper	....	0 38

MOLASSES MARKET STEADY

Montreal.

MOLASSES.—There is no change in the syrup market. Prices are firm with some improvement in the demand. Molasses are strong in sympathy with sugar but no change in price has been made, since most of the supplies are taken care of by contracts.

MOLASSES—	
Puncheons, Island of Montreal	0 70
Barrels	0 73
Half Barrels	0 75
Puncheons, outside of Montreal	0 67
Fancy molasses in tins—	
No. 2, 2-doz. per case	7 75
No. 3, 2-doz. per case	10 75
5-lb. tins, per doz.	8 95
10-lb. tins, per case	8 60
Case goods subject to 10 per cent. discount.	
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5-lb. tins, per case, white	4 70
5 lb. tins, per case, dark	4 20

IMPROVEMENT IN PACKAGE GOODS

Montreal.

PACKAGE GOODS.—Some improvement is noted in package goods, particularly in package cereals where price cutting has upset list prices in the past few weeks. Some of the wholesalers have adjusted their prices slightly although cutting still remains. The demand, however, shows a marked improvement all around. One manufacturer stated that in the past four years the sale of their package line has shown an improvement of four to one and that the improvement has been most marked in the past year. Kraft-Maclaren cheese loaf and Pimento loaf has been advanced one half cent per lb., on account of the higher values on Canadian cheese.

PACKAGE GOODS—	
Aluminum package, 20s	6 00
Rolled oats, large	4 80
Do., small	2 00
Oatmeal, fine cut, 20 pkgs	**6 50**
Puffed Rice	**6 70**
Puffed Wheat	**4 40**
Farina, case, 24s	**2 55**
Hominy, pearl or gran., 2 doz.	2 59
Scotch Health Bran (20 pkgs.), case	**3 5.**
Pancake Flour, case	**7 1.**
Pancake Flour, self-raising, do.	2 25
Wheat Food, 18-1½s	**3 2.**
Porridge wheat, 36s, case	**6 4.**
Do., 20s case	**50**
Self-raising flour, (3-lb. bags,) doz.	2 00
Do., (6-lb. pkg). doz.	3 90
Corn starch (prepared)	0 09½
Corn starch, 1 lb. pkgs.	0 08
Potato Flour	0 12½
Flour, tapioca	**0 16**
Puffed rice pancake flour	**2 90**
Shredded Krumbles, 36s	**4 35**
Shredded wheat	**4 45**
Cooked Bran, 12s	**2 25**
Enamel Laundry Starch, 40 pkgs. case	**3 00**
Celluloid starch, 45 pkgs. case	3 90
Malt Breakfast Food, (36 pkgs.)	**9 60**
Macaroni	2 75
Spaghetti	2 75
Egg noodles, Quaker	**2 25**
Canadian Cheese loaf, lb.	0 33
Pimento loaf,	0 35
Swiss chees loaf	0 44
Package dates, 48-10	3 60
Excelsior dates	4 10
Dromedary, small	3 60
Do., Large	6 75

ORANGES LOWER

Montreal.

FRUIT.—There is little of interest in the fruit market. Oranges are easier in price and California fruit is selling at from $9 to $10 per box. Malaga grapes in kegs are quoted at $7.10. Apples are in good supply and prices are easy. The first Florida grapefruit on the market were slightly off color and the season for the better grades is just opening.

APPLES—		
Wealthys per barrel	5 00	6 00
Alexanders	....	9 00
McIntosh, No. 1	8 00	9 00
Fameuse	7 00	8 00
Ontario King	7 00	8 00
Lemons, California	**7 00**	**8 00**
Messina lemons	7 50	....
Malaga lemons, 420s	....	8 50
Lemons, 300s-360s, Verdillis	....	4 50
Limes, per 100	....	1 00
Grapes, Tokay, per case	....	4 50
Grapes, Emperor, per keg	....	6 50
Grapes, Canadian, per basket	0 40	0 45
Malaga grapes, per keg	....	7 10
Pears, Keiffer, bushel	....	2 25
Oranges, Florida	8 00	9 00
Oranges, California	9 00	10 00
Grapefruit, Isle of Pines	4 50	5 00
Pears, per box	....	5 00

IMPORTED VEGETABLES FEATURED

Montreal.

VEGETABLES.—Imported vegetables are the feature of the market. Iceberg lettuce is quoted at from $8.50 to $9 a box. Sweet potatoes are selling at $1.-75 a hamper. Prices show little change and local vegetables, except roots are practically finished.

VEGETABLES—		
Cabbages, per doz.	0 40	0 50
N. Y. State lettuce, box, 2 doz.	4 00	4 50
Iceberg lettuce	8 50	9 00
Celery, washed, doz.	....	**2 40**
Parsnips, bag	2 00	2 50
Peppers, green, per crate	3 50	4 00
New potatoes, local, per bag	0 90	1 00
Yellow onions, per bag	....	1 50
Onions, per crate, No. 2	....	1 90
Spinach, per barrel	....	2 50
Cucumbers, pickling, per pail	....	1 25
New Turnips, per doz.	**1 25**	**1 50**
Green beans, 30 lb. hamper	....	4 50
Wax Beans, hamper	3 50	4 00
Onions, pickling, 11 qt.	....	1 75
Sweet Potatoes, basket	1 75	2 00
Horseradish, barrel	....	18 00
Cranberries, barrel	14 00	15 00
Mushrooms, 3 lb. basket	3 00	3 50

ONTARIO MARKETS

TORONTO, Nov. 1.—There is a moderate movement of groceries at the present time, wholesalers state, but buying for the early Christmas trade is not heavy as yet. Rolled oats are quoted in a stronger market this week. The slow movement of Western oats to market is responsible, it is stated, for the stronger situation. Cornmeal is also very firm, and some dealers quote higher prices. Both flour and millfeeds are advanced this week, the former 30 cents per barrel, and the latter one dollar per ton. Sugar is higher and the market is strong for the same, and there is a better demand. Canned goods are for the most part steady, with some wholesalers quoting canned lobsters higher. Dried fruits are in good demand. Prices on new crop currants to arrive about Nov. 10, are quoted. Hallowee dates are quoted slightly lower. Shipments of new Californian raisins are now available. Teas continue to show strength and coffee is firm.

BETTER DEMAND FOR BEANS

Toronto.

BEANS.—Prices show no change as far as beans are concerned this week. There is a very good inquiry for the same at present values. Canadian hand picked and 1lb. pickers are quoted at from 3 to 3.25 per bus. Cal. limas are from 11 to 11½c per lb.

BEANS—		
Canadian hand picked and 1 lb. pickers, per bushel	3 00	3 25
Cal. Limas, per lb.	0 11	0 11½

COTTON MARKET FIRM

Toronto.

COFFEE.—The coffee situation is very firm at the present time, importers state. There is nothing to indicate any immediate change in values.

COFFEE—		
Java, Private Estate	**0 51**	**0 53**
Begotas, lb.	....	**0 43**
Guatemala, lb.	**0 45**	**0 52**
Mexican, lb.	....	**0 55**
Maracaibo, lb.	**0 47**	**0 48**
Jamaica, lb.	....	**0 35**
Rio, lb.	0 23	0 25
Santos	....	**0 35**
Mocha, lb.	**0 52**	**0 55**

CEREALS IN A STRONGER MARKET

Toronto.

CEREALS.—Considerable strength is manifested in the market for rolled oats and cornmeal in the past week. The heavy movement of wheat from the West, it is stated, is responsible for a curtailed movement of oats, and this fact has stimulated values of oat products. The corn market too is very strong, and higher prices are consequently named on corn products. Rolled oats in 90s are still quoted by some dealers at $3.25, but other wholesalers are asking as high as $3.50. Corn flour is quoted at from $3 to $3.10 for 98s. Split peas are somewhat easier in price at from $5.50 to $5.75 per bag and the Marrowfats are from $7.75 to $8.50.

CEREALS—		
Barley, pot, 98s	3 25	3 35
Do. pearl,	4 35	4 45
Cornmeal, golden, 98s	2 75	3 50
Oatmeal, 98s	3 75	4 00
Corn flour, 98s	3 00	3 10
Rye flour	....	4 40
Rolled oats, 90s	3 20	3 50
Rolled wheat, barrels	**5 25**	**5 75**
Cracked wheat, bag	....	5 00
Breakfast food, 98s	4 25	4 50
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Peas, split, per bag	5 50	5 75
Marrowfat Green peas, bag	7 75	8 50
Graham flour, 98s	....	4 00
Whole Wheat Flour	....	4 10
Wheat Kernels	....	5 25

NEW RAISINS ON THIS MARKET

Toronto

DRIED FRUITS.—New currants to arrive about November 10, are quoted, Filiatras, ½ cases, 17½c to 18c; ½ cases Amalias 18c to 18½c and ½ cases

Patras 18 to 19c. New California raisins are quoted on this market this week. Thompson's seedless in bulk, 25s, are quoted at from 13¾c to 14c per lb. Standard evaporated apples in 50 lb. boxes are running at 14½c. Lower prices are ruling on new Hallowee dates, some dealers quoted down to 9½c per lb. There is a very good inquiry for raisins, currants, dates and all kinds of peels at the present time. According to advices from New York, shipments of new crop California dried fruits are held up on account of the poor transportation facilities, cars in sufficient number not being available to get supplies out from the coast. Citron peel is quoted higher this week at 52c per lb., and cut mixed peel in cases of 36, no. 1 cartons is quoted at $3.55 per doz.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.		0 52
Lemon caps, 12-lb. boxes, lb.		0 28
Orange caps, 12-lb. boxes, lb.		0 28½
Mixed containing 4½ lb. lemon per lb.		0 34
Drained Peel, mixed, cut ready for use, in No. 1s cartons. 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		3 55
Currants—		
Greek Filliatras cases	0 17½	0 18
Do., Patras	0 19	0 20
Do., Amalias, lb.		0 19
Dates—		
Excelsior, pkgs., 3 doz. in case		4 10
Dromedary, 3 doz. to case		6 95
Do., 4 doz. to case		3 75
Fard, per lb.		0 25
Hallowee dates, per lb.		0 09½
Do., Sair		0 07½
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 18
50-60s, 25s		0 17
60-70s, 25s		0 16
70-80s, 25s		0 14
80-90s		0 12½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California Sultanas, lb.	0 13½	0 14
Seeded, 15-oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.		0 14½
Seedless, 15 oz. pkts.		0 15
Do., 8 oz. pkt.	0 10	0 10¼
Do., 11 oz.		0 11½
Thompson's seedless, 25s	0 13¾	0 14
Valencia, Spanish	0 19½	0 20½
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Table Raisins—		
4 Crown, box		6 75
5 Crown, box		7 00
Evaporated apples, standards	0 14½	
Do., Choice	0 17	0 18
Figs—		
Layer, 4 Crown, 10 lb. boxes		3 00
Layer, 5 Crown, 10 lb. boxes		3 75
Layer, 6 Crown, 6-lb. boxes		4 25
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Standard		0 30

HONEY PRICES STEADY

Toronto.

HONEY.—There is a very good inquiry for honey, but supplies are ample for all demand. No change is reported in prices as compared with a week ago.

HONEY—		
5-pound tins, per lb.	0 13½	0 14
10-pound tins, per lb.	0 13	0 13½
60-pound tins, per lb.	0 12½	0 13
Comb, per doz.	3 00	4 00

CANNED GOODS ACTIVE

Toronto.

CANNED GOODS.—There continues a very good inquiry for canned goods of all kinds with few changes reported in prices as compared with a week ago. There is a very much firmer market in canned lobster, and some dealers are this week quoting as high as $3 and $3.10 for the ¼ lb. tins. The halves are from $5.40 to $5.75 per doz. Lower prices are this week ruling on gal. apples. Some dealers are quoting the water pack at $4.75 per doz. while others are asking $4.90. The steam pack are quoted up to $5.80 per doz. Canned vegetables and fruits are moving in good volume at firm prices. Golden bantam corn on the cob is quoted in cases of 2 doz. tins, at $2.40 per doz. to arrive.

CANNED GOODS—		
Shrimps	2 85	....
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	2 70	2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	1 45
Pinks, 1s doz.	1 60	1 65
Lobster, ½ lb. doz.	5 40	5 75
Do., ¼-lb. tins	3 00	3 10
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	1 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, extra sifted, doz.		3 00
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.		1 42½
Beets, 2s. doz.	1 90	2 85
Beans, golden wax, doz.	....	1 92½
Do., golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	....	1 25
Golden Bantam Corn, 2s Doz.	....	1 90
Tomatoes, 2½s, doz.	1 40	1 47½
Pumpkins, 2½s	....	1 45
Spinach, 2½s, doz.	....	2 90
Do., 2s	....	2 25
Pineapples, sliced, 2s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Apples, gal. water pack, doz.	....	4 75
Do., gal. steam pack, doz.	....	5 80
Do., 2½s, doz.	....	1 75
Pears, 2s, doz.	....	2 90
Peaches, 2s, doz. H. S.	....	2 85
Plums, Lombard, 2s, doz.	1 40	1 45
Do., ½s, doz.	....	0 95
Blueberries, 2s	2 85	2 45
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s each	0 80	0 91
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 83	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90

FIRM MARKET IN NUTS

Toronto

NUTS.—Business is moving in fairly good volume in the market for nuts, although buying for the holiday trade has not commenced with any pronounced activity as yet. The feature of this market this week is the strength of shelled pecans, which are quoted at $1.05 per lb. According to advices from primary centres, the failure of this season's yield has made comparatively few offerings and old crop pecans are being bought up as long as they are available. Shelled almonds are quoted at from 43 to 45c per lb. Other nuts are unchanged.

NUTS—		
Almonds, Tarragonas, lb.	0 19	0 20
Walnuts, Grenobles, lb.	0 28	0 30
Do., Marbot	0 26	0 28
Do., California	0 30	0 40
Do., Manchurian	0 17½	0 18½
Filberts, lb.	0 14	0 15
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted lb.	0 14	0 15
Brazil Nuts, large, lb.	0 15	0 16
Mixed nuts, bags 50 lbs.	0 16	0 17
Pecans	....	0 30
Shelled —		
Almonds, lb.	0 43	0 45
Filberts, lb.	0 28	0 [illegible]
Walnuts, Bordeaux, lb.	0 55	0 58
Do., Manchurian, lb.	0 53	0 57
Do., broken	0 39	0 42
Jordan Almonds	0 70	0 75
Brazils, lb.	....	0 65
Peanuts, in bags, unroasted	0 12	0 12¼
Pecans, lb.	1 00	1 05

SPICES HOLD AT STEADY PRICES

Toronto.

SPICES.—Spot quotations on spices are unchanged. There is an active inquiry for the same. The situation generally in regard to spices is very firm. Offerings in New York of cassia are said to be short, and the market there has strengthened considerably. On spot here it is quoted at from 22 to 24c per lb. Pepper is steady, the black being quoted at from 18 to 20c per lb., and the white at from 28 to 30c per lb.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spice	0 17	0 20
Mace	0 55	0 65
Peppers, black	0 18	0 20
Do., white	0 22	0 30
Paprika, lb.	....	0 45
Chillies, lb.	0 55	0 58
Nutmegs, selects, whole	0 30	0 40
Do., ground	....	0 30
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 45
Coriander seed	....	0 18
Carraway seed, whole	0 20	0 25
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75

SYRUPS STEADY AND STRONG

Toronto.

SYRUPS.—No change is reported in the market for syrups this week, although the market is strong. The strength of the market for corn is reflected in the firmer position of syrups. The demand for the same is good.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow	....	0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	....	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case..	....	4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case	....	14 50
2½ lb. tins, 24 to case, per case	....	13 25
10 lb. tins, 6 to case, per case	....	11 50
5 gal. cans	....	10 25
1½ lb. tins, 24 to case, per case	....	7 60
5 lb. tins, 12 to case, per case	....	12 25
1 gal. tins, 6 to case, per case	....	13 20
Maple Sugar, 1 lb. blocks, per lb.	....	0 25
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails—No. 2	....	1 70
West India, gal.	....	0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35

FRUITS ARE IN GOOD DEMAND

Toronto.

FRUITS.—There is a very good demand for apples at the present time. Prices are fairly reasonable, ranging from $4.50 to $5.50 per bbl. for number ones, and at from $4 to $5 for number twos. B. C. apples are quoted at from $2.35 to $2.50 per box. Quinces in 11 qt. baskets are quoted at from 75 to 85c. Grapes are selling freely, the California Emperors, in lugs, at $3.75 each. Oranges both California and Florida, are arriving freely and are steady in price.

FRUITS—		
Oranges, Cal., box	4 00	8 50
Oranges, Florida, box	....	7 00
Lemons, Verdellis, 200s, per box	5 50	6 50
Bananas, per lb.	....	0 08½
Grapefruits, 64s, 80s, 100s, and 126s	5 50	6 00
Grapes, Cal. Tokays, per box		4 50
Grapes, Spanish Malaga, per keg	....	8 50
Do., Cal. Emperors, per lug, ea	....	3 75
Do., Canadian 6 qt. basket	0 40	0 50
Apples in bbls.—		
No. 1s	4 50	5 50
No. 2s	4 00	5 00
Do., B. C. McIntosh, No. 1s, per box	2 35	2 50
Do., 11 qt. basket, each	0 30	0 50
Peaches, Canadian 11 qt. baskets	0 50	0 75
Do., 6 qt. basket	0 40	0 50
Pears, 11 qt. baskets, ea.	0 40	0 50
Plums, local, 11 qt.	0 30	0 50
Do., 6 qt. basket	0 25	0 35
Cranberries, ½ bbl.	....	7 00
Do., 11 qt. baskets, ea.	0 30	0 50
Quinces, 11 qt. basket, ea.	0 75	0 85

POTATOES SLIGHTLY EASIER

Toronto.

VEGETABLES.—Ontario potatoes are arriving freely, and are quoted slightly easier this week on the basis of from 80 to 90c per bag. New Brunswick potatoes are selling higher, some shipments arriving this week. These are quoted around $1 to $1.10 per bag. Onions are slightly lower this week at from $1.65 to $1.75 per bag. Large cases at $2.75. Sweet potatoes are also slightly easier at $1.65 for hampers and at $3.75 for bbls.

VEGETABLES—		
Potatoes, bag	0 80	0 90
Onions, per bag, 100 lbs.	1 65	1 75
Do., Spanish, large cases	....	4 75
Do., Spanish, half cases	....	2 75
Pickling onions, 11 qt. basket	0 75	1 25
Beets, bag	....	0 25
Carrots, bag	....	0 65
Cabbage, per doz.	0 40	0 50
Green peppers, 11 qt.	0 30	0 40
Sweet peppers, basket	....	0 50
Red peppers, basket	0 40	0 50
Wax beans, basket	0 60	0 75
Cauliflower, doz.	....	1 50
Parsley, 11 qt. basket	0 50	0 75
Vegetable marrow, doz.	0 30	0 40
Celery, doz.	0 50	0 75
Corn, doz.	0 10	0 15
Tomatoes, 11 qt. baskets	0 40	0 60
Gherkins, 11 qt. basket	1 00	1 25
Egg Plant, 11 qt.	0 40	0 50
Sweet potatoes, hampers, ea.	....	1 65
Do., sweet potatoes, bbl.	....	3 75
Turnips, per bag	....	0 50

RICE MARKET IS FIRM

Toronto

RICE.—The market for rice is very firm this week. Reports from primary markets, too, indicate renewed strength in the situation. The movement of Southern rices, according to a New York report is hampered by a shortage of cars, and this fact has led to a very firm market. Blue rose fancy rice is quoted on spot at from 7 to 7½c per lb. and there is a very good inquiry for the same. Tapioca is offered at from 8 to 8½c per lb.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simin	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	0 08	0 08½
White Sago	0 08	0 08½
Do., fancy	0 09½	0 10

PACKAGE GOODS STEADY

Toronto.

PACKAGE GOODS.—The market in package goods is holding at steady levels, with quotations on package cereals very strong. Starches are firm at last week's advance. Other products are for the most part steady.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	....	4 80
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 00
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09½
Do., No. 2, lb. cartons	....	0 08
Laundry Starch	....	0 07½
Do., in 1-lb. cartons	....	0 08¼
Do., in 6-lb. wood boxes	....	0 11¼
Do., in 6-lb. tin cannisters	....	0 12
Potato flour, 1-lb.	....	0 12½
Fine Oatmeal, 20s	....	6 75
Cornmeal, 24s	....	2 30
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	2 40
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

SUGAR MARKET IS STRONG

Toronto.

SUGAR.—The sugar situation is stronger. An advance of 25 cents per cwt. is named by all refiners making the Toronto quotation now $8.09 per cwt. In the raw market, sales of new crop sugars, January and February delivery are reported at 3c and 3.10c f.o.b. Cuba. Holders are now asking 3.15c but no business is reported at this figure. Visible stocks of sugars at Cuban ports are said to be approximately 260,000 tons. U. S. refiners have advanced their price 10 points, four refiners quoting $7 per cwt., another one $6.90, and one is withdrawn from the market for the time being. One Canadian refinery is also closed down temporarily.

SUGAR—	
Acadia Sugar Refinery, ex. gran.	8 09
Dom. Sugar Refinery, ex. gran.	7 93
Canada Refinery, gran.	8 09
St. Lawrence, gran.	8 09
Atlantic Refinery, gran.	8 09

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-2u 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons

LOWER GRADE TEAS ARE ADVANCING

Toronto

TEAS.—There does not seem to be any deviation from the strong position held by teas in the past few weeks. Importers state that they continue to pay high prices for new teas, and while customers have been getting the benefit of stocks bought at the lower levels higher prices must necessarily be asked for new teas. Importers look for a very strong situation in teas for the next few months, that is, until the new crop comes on. Present world supply is said to be seventy million lbs. short of requirements.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	0 42	0 53
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 60	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

FLOUR IS QUOTED HIGHER

Toronto.

FLOUR.—Higher prices are quoted on flour this week. The strength of the wheat market has resulted in quotations on flour being stimulated to the extent of thirty cents per bbl. First patents, in cotton bags, are quoted at $6.90 per bbl. and second patents are $6.30 per bbl.

FLOUR—	
First Patents, in cotton bags, bbl.	6 90
Second Patents, in jute bags, bbl.	6 30

MILLFEEDS ADVANCE

Toronto.

MILLFEEDS.—The market in millfeeds is also higher this week, with dealers quoting an advance of one dollar per ton. Bran is quoted at $21.25 per ton, and shorts are offered at $23.25 per ton.

MILLFEEDS—	
Bran, per ton	21 25
Shorts, per ton	23 25

Candy Dept. Near Cash Register Gets Business

London.—A small but well arranged little candy department placed at the end of the counter adjoining the cash register is proving a big business getter in the store of Frank Smith. The display is not large but it is arranged with the idea of attracting both the women and the children. Mr. Smith having found that a great many women have a sweet tooth and when buying something for themselves do not mind spending ten cents or more for the children. The plan also works the other way as children frequently see the candy and clamor for some, and the mother often buys some for herself as well. The section comprises only four small compartments of glass but its location right up at the main end of the store and alongside of the cash register makes it a winner and has resulted in a large turnover.

Pat was helping the gardener on a gentleman's place, and, observing a shallow stone basin containing water, he inquired what it was for.

"That," said the gardener, "is a bird bath."

"Don't ye be foolin' me," grinned Pat. "What is it?"

"A bird bath, I tell you. Why do you doubt it?"

"Because I don't belave there's a burrd alive that can tell Saturday night from anny other."

MANITOBA MARKETS

WINNIPEG, Nov. 1.—Practically all lines of grocery commodities are showing a firm tendency. Canned lobsters are scarce and prices have advanced. All lines of new canned vegetables have arrived and the volume of business passing is satisfactory. The feature of the dried fruit market is the stronger tone shown in prunes. Further arrivals of new crop prunes have been held up by the shortage of cars in California. Rolled oats are ruling firm. Cornmeal has advanced while split peas are slightly easier. Jam sales are light but with the approach of cooler weather an improvement is expected. The shelled nut market is ruling firm. Small shipments of new shelled Bordeaux walnuts are expected to arrive before Christmas. New shelled almonds at slightly lower prices are expected about the middle of November. New Southern rice has arrived and at the low prices sales are reported good. Sugar shows no change, but syrups are showing a firmer tone. Spices continue to move freely and quotations are moving upward. Teas continue to advance and the trade has been advised that it is to their advantage to purchase now as higher prices later on will prevail. Coffees maintain a firm tone. There is a seasonable demand for all lines of fruits and vegetables. Large quantities of the winter varieties of apples are arriving from B.C. and Ontario.

COFFEE MARKET STEADY

Winnipeg.

There is no change in the primary coffee situation. The market is reported quiet and inactive but quotations are well maintained. Locally there is a good demand but buyers are purchasing only in sufficient quantities to meet their necessary requirements.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb...	0 40	0 43
Mocha (types), best grade, lb....	0 51	0 53
Bourbon, best grade, per lb.....	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb	0 38	0 44

CANNED LOBSTERS ADVANCE

Winnipeg.

CANNED GOODS.—Canned lobsters are reported scarce and prices have advanced. Quarters are quoted at $3.25 to $3.55 and halves at $5.35 to $6 per case. As the new winter pack does not arrive on the local market before March indications point to the fact that prices will be well maintained. The market on canned salmon of all grades, especially pinks is reported firm. The demand for this line is showing a steady improvement due largely to reasonable prices, and it is thought that the better grades of pink will be absorbed before the new year. English canned herring is now on the market. The canned fruit market shows little change. Opening prices on the new pack fruits have been named on practically all lines and the general opinion is that prices are reasonable. Sales are not up to the average in some districts while in others sales are reported good. Some merchants are booking the usual fall orders which will carry them over well into March, thus avoiding heating charges and loss by frost. New canned vegetables are arriving and practically all lines are now on the market. Prices are lower than last year's. The pack is opening up well and the volume of business passing is satisfactory. Merchants feel that at the low quotations there will be little likelihood of any declines, and the market is likely to strengthen as the season advances. This applies particularly to tomatoes and peas.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.		**2 75**
Finnan Haddie, ½s, 8 doz. case		7 25
Herring (Can.) 1s, 4 doz. case per case	**6 50**	**8 00**
Lobsters, ¼s, 8 doz. case, doz...	3 25	3 55
Do., ½s, 4 doz. case, case....	5 35	6 00
Oysters, 1s, 4 oz. 4 doz. case, case....		8 40
Do., 2s, 3 oz. 2 doz. case, case.		**7 50**
Pilchards, 1s, tall, 4 doz. case, per case		**6 25**
Do., ½s, flat, 8 doz. case, case		8 50
Salmons—		**Per case**
Sockeye, 1s, tall, 4 doz. case..		19 50
Do., ½s, flat, 8 doz. case...		20 50
Red Spring, 1s, tall, 4 doz. case		14 00
Do. ½s, flat, 8 doz. case.....		15 00
Cohoe, 1s, tall, 4 doz. case.....		11 00
Do., ½s, flat, 8 doz. case.....		12 00
Pink, 1s, tall, 4 doz. case.....		6 75
Do., ½s, flat, 8 doz. case.....		**8 00**
CANNED FRUITS (Canadian)—		**Per case**
Apples, 6 tins, in case		3 25
Blueberries, 2s, 2 doz. case		**5 75**
Cherries, 2s, 2 doz. case		6 70
Gooseberries, 2s, 2 doz. case		7 50
Lawtonberries, 2s, 2 doz. case		8 00
Peaches, 2s, 2 doz. case	**6 60**	7 10
Pears, 2s, 2 doz. case	**6 45**	**7 00**
Plums, Green Gage, H. S. 2s, 2 doz. case		**6 00**
Plums, Lombard, H.S. 2s, doz. case		**5 95**
Plums, Lombard, L. S., 2s, 2 doz. case		4 65
Raspberries, 2s, 2 doz. case	**8 00**	**8 60**
Strawberries, 2s, 2 doz. case ..	**8 00**	**8 60**
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case		10 60
Peaches, 2½s, 2 doz. case		9 15
Peaches, sliced, 1s, 4 doz. case..		10 85
Do., Halves, 1s, 4 doz. case		10
Do., 2s, 2 doz. case		**6 50**
Pears, 1s, 4 doz. case		13 25
Pineapple, sliced, 2s, 2 doz. case		7 50
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.....		4 40
Beans, Golden Wax, 2s, 2 doz. case, per case		4 70
Beans, Refugee, 2s, 2 doz. case		4 75
Corns, 2s, 2 doz. case	**3 85**	4 10
Peas, standard, 2s, 2 doz. case..	3 25	4 10
Peas, Early June, 2s, 2 doz. case	**4 65**	**4 80**
Sweet Potatoes, 2½s, 2 doz. case		5 60
Pumpkin, 2½s, 2 doz. case.....	3 80	4 85
Sauer Kraut, 2½s, 2 doz. case..	**3 80**	3 90
Tomatoes, 2½s, 2 doz case.....	**4 05**	**4 35**

FIRMER TONE TO PRUNES

Winnipeg.

DRIED FRUITS.—The feature of the dried fruit market is the stronger tone shown in prunes. The California Prune and Apricot Growers' Association has withdrawn all offerings stating that the crop in California is shorter than expected, and that futures are all sold up until December. There is a good demand locally and new prunes are reported scarce as further arrivals have been held up by lack of cars in California. Evaporated apples are quoted at 15¾c per lb. in 50 lb. boxes, and 16¼c in 25 lb. boxes, and indications point that these prices will remain so for some time. Quotations on imported lines are slightly lower. No Turkish figs are expected on the market this year. Raisins on primary markets are firm but inactive. The Apricot Association report that they have only a limited quantity of standard, choice and extra choice. Peaches are quiet as buying is not extensive. Currants are firm on both primary and stock markets.

DRIED FRUITS—		
Evaporated apples, per lb.		0 16½
Currants, 90 lb., per lb.		0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg.....		0 12
Dates, Hallowee, bulk, lb.		0 13
Jamaica, roasted, best grade, lb.	0 23	0 30
Do., pkgs,, 8 doz. case, lb.		**0 09**
Loganberries, 8 oz., 4 doz. case, pk...		0 25½
Peaches, standard, per lb.		0 21
Do., choice, per lb.....		0 23
Do., fancy, per lb.		0 25
Do., Cal., in cartons, per carton		**1 20**
Pears, extra choice, per lb.		**0 30**
Do., Cal., cartons, per carton		1 30
Prunes—		
30-40s, 25s, per lb.....		0 21
40-50s, 25s, per lb.....		0 16½
50-60s, 25s, per lb.		0 16
60-70s, 25s, per lb.		0 14½
70-80s, 25s, per lb.....		0 13½
80-90s, 25s, per lb.....		0 12½
In 5-lb. cartons, carton.....		0 75
Raisins—Seeded—		
Cal., pkg., 16 oz., fancy, per pkg. ...		**0 21½**
Do., pkg., 12 oz., fancy, per pkg.....		**0 17½**
Do., 16 oz., choice, per pkg.		**0 21**
Do., 12 oz., choice, per pkg.		**0 16**
Cal., 5 lb. cartons, per carton		**1 15**
Do., bulk, 25-lb. boxes, per lb..		**0 20**
Raisins—Seedless—		
Cal., pkg., 11 oz., per pkg.		**0 20**
Do., bulk, 25-lb. boxes, per lb.		**0 22**
Do., bulk, 5-lb. cartons, per carton		**1 15**
Do., Cal. Muscatels, 5 lb. carton, per carton		1 35
Apricots—		
Do., Standard, 10s, per lb.		**0 32**
Do., 25s, per lb.		**0 30**
Do., Choice, 10s, per lb.		0 38
Do., 25s, per lb.		0 36
Do., Fancy, 10s, per lb.....		0 43

JAM SITUATION QUIET

Winnipeg.

JAM.—The demand for jams is reported light by the trade, many merchants not having bought their requirements as yet. The market is reported firm from all sources as manufacturers claim they cannot sell below present basis except at a loss and as only sufficient pack was prepared to meet the demand they feel justified in maintaining their present prices. With the approach of cooler weather the sale of jams is expected to show an improvement.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80

FLOUR MARKET STRONG

Winnipeg.

FLOUR.—The flour market is ruling firm in sympathy with the upward tendency of the wheat market. 98 lb. sacks are quoted at $3.20.

FLOUR—	
98 lb. sacks	3 20
Two 49 lb. sacks	3 25
Four 24 lb. sacks	3 32½

ROLLED OATS FIRM

Winnipeg.

CEREALS.—A firm tone features the rolled oat market. 80 lb. bags are quoted at $2.55 to $2.70. Cornmeal has advanced; 98 lb. bags are now quoted at $2.50 with 49s at $1.30. The market for beans shows no change. There is a good demand and offerings at country points are plentiful. Dealers are quoting Ontario hand picked at $3.40 per bushel. Madagascar lima beans are quoted at 10c per lb. Split peas are slightly lower, bags of 98 lbs. are quoted at $7.45. Barley is showing a firm tone and the demand is fair. No change is reported in quotations on package cereals. There is a good seasonable inquiry for same.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct. ...	3 85	4 00
Do., 36s, case, square pkts..	....	4 00
Do., 18s, case..	....	1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case	....	2 85
Puffed wheat, 4 doz. case, per case	....	4 10
Puffed Rice, 3 doz. case, per case	....	5 70
Cream of Wheat, 3 doz. case per case	....	7 50
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case	....	3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag	....	2 65
Do., 40s, per bag	....	1 40
Do., 20s, per bag	....	0 75
Do., 10-8s, per bale	....	3 40
Oatmeal, 98s, gran, for stand bag	....	3 60
Wheat granules, 98s, per bag	....	4 70
Do., 16-6s, per bale	....	5 90
Peas, whole green, 100 lb. bag, per bush.		4 50
Peas, split, yellow, 98s, per baz.	....	7 45
Do., split yellow, 49s, per bag	....	3 80
Beans, fancy hand picked 100 lb. bag per bushel	....	3 40
Barley, pot, 98s, per bag	....	3 15
Do., pot, 49s per bag	....	1 60
Do., pot, 24s, per bag	....	0 84
Barley, pearl, 98s, per bag	....	4 35
Do., pearl, 24s, per bag	....	1 15
Cornmeal, 98s per bag	....	2 50
Do., 49s, per bag	....	1 30
Do., 24s, per bag	....	0 68
Do., 10-lbs. per bag	....	3 20

NUT MARKET FIRM

Winnipeg.

NUTS.—The Bordeaux shelled walnut market maintains a firm tone for immediate shipments although quotations on shipments arriving around the first of next year are somewhat easier. A carload of fine quality new cracked shelled Bordeaux which arrived recently have been picked up rapidly. Small shipments of the new crop are expected on the market before Christmas. Old crop shelled almonds are practically cleaned up and the new crop is expected to arrive around the middle of November. Prices are easier under an active demand. Shelled pecans are scarce and quotations are higher and are expected to continue so as the crop this year is only about 25 per cent. of last year. Shelled Brazils have advanced from 5c to 6c per lb. and there is an active demand for this popular nut as they are considered good value at to-day's quotations. The old crop of shelled peanuts is practically cleaned up and no offers from shippers except new crop which is rather too green to purchase as the shrinkage is rather heavy on this line. New arrivals are expected around January.

NUTS, SHELLED—	
Almonds, per lb.	0 44
Spanish Peanuts, No. 1, lb.	0 13½
Pecans, per lb.	1 00
Walnuts, per lb.	0 60
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

SOUTHERN RICES ARRIVE

Winnipeg.

RICE.—The rice market is active and is in a healthy condition. Rains in the South have delayed the new crop and with supplies curtailed the situation is much stronger. Southern rices have arrived on the market and the quality is well up to the standard. Carolina is quoted at 11c per lb. with Blue Rose at 8½c. There is a good demand although buying is in limited volume. The demand for sago and tapioca is reported seasonable. Sago in sack lots is quoted at 9c per lb. and pearl tapioca at 8½c.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08¼
Do. 50-lb. sacks, lb.	0 08¾
Siam, 100-lb. bags, lb.	0 06
Do. 50 lb. bags, lb.	0 06¼
Sago, sack lots, 130 to 150 lbs. per lb.	0 09
Sago, in less quantities, lb	0 09½
Tapioca, Pearl, per lb.	0 8½

SUGAR HOLDS STEADY

Winnipeg.

SUGAR.—There are no new developments in the refined sugar market. List price of $8.50 per cwt. remains unchanged. It is believed by most of the trade that the high peak has been reached. A fair demand continues.

SUGAR—	
Extra gran., bags, 100 lbs	8 50
Do., gunnies, 5-10 lbs.	8 90
Do., cartons, 20-5 lbs.	9 10
Do., gunnies, 10-10 lbs.	9 00
Yellow, No. 1 lt., bags, 100 lbs.	8 10
Do., golden, bags, 100 lbs	8 00
Powdered sugar, bbls.	8 90
Do., boxes, 50 lbs	9 10
Do., boxes, 25 lbs.	9 30
Icing, barrels	9 00
Do., boxes, 50 lbs.	9 20
Do., boxes, 25 lbs.	8 35
Soft lumps, boxes, 10 0lbs.	9 10
Do., boxes, 50 lbs.	9 60
Do., cases, 20 cartons	10 30
Do., cases, 40½ lbs	11 10
Small lump boxes, 100 lbs.	10 20
Do., boxes, 50 lbs.	10 20
Do., cartons, 50 2-lb.	9 50
Do., boxes, 25 lbs.	9 30
Hard lump boxes, 10 lbs.	9 10
Do., boxes, 50 lbs.	9 60

FIRM TONE TO SYRUPS

Winnipeg.

SYRUPS.—The market for syrups continues steady. There is a steady demand for small quantities and prices are well maintained. The tone of the molasses market remains firm and local prices are advanced slightly.

CANE SYRUP—	
No. 2s, 2 doz. case	5 20
No. 5s, 1 doz. case	6 00
No. 10s, ½ doz. case	5 55
No. 20s, ¼ doz. case	5 40
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-ib. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 20
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½s tins, case of 2 doz.	19 70
Pure, 5s, per case of 1 doz.	18 00
Pure, 10s, per case of ½ doz.	16 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 2s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	7 00
3 lb. tins, 2 doz. case	9 85
10 lb. tins, ½ doz. case	7 75
MOLASSES BLACKSTRAP—	
1½gs, tins, 4 doz. case	4 10
2s, tins, 3 doz. case	3 75

SPICES AT FIRM LEVELS

Winnipeg

SPICES.—The spice market generally is fairly active and supplies are getting into small compass. When these goods are exhausted higher prices no doubt will have to be paid for new supplies. Grinders are purchasing only in sufficient quantities to meet their necessary requirements, and the outlook for the balance of the year is gradually towards higher levels. The Spanish olive crop will be about 50 per cent. of last year's and it is thought that Manzanillas and Queens will be much higher this year.

WHOLE SPICE—		
Allspice, Jamaica, best quality, lb.	0 09½	0 10½
Cassia, Batavia, per lb.	0 38	0 45
Do., China, per lb.	0 12	0 14
Chillies, per lb.	0 60	0 65
Do., No. 1, per lb.	....	0 55
Cinnamon, Ceylon, per lb.	0 30	0 45
Cloves, Zanzibar, per lb.	0 58	0 62
Ginger, washed, Jamaica, No. 1	0 55	0 60
Do., Jamaica, No. 2	....	0 50
Do., Japan or African, lb.	0 16	0 18
Mace, extra bright penang, lb.	0 55	0 65
Nutmegs, ex. large brown 70 lb. per lb.	0 35	0 45
Do., med. brown, 110 to lb. per lb.		0 25
Do., carton of six, per doz.	....	0 75
Pepper, black, Singapore, ex. lb.	0 18	0 20
Do., White, do., per lb.	0 21	0 24
Pickling, ¼ lb. pkg. per doz.	$ 65	0 75
Do., bulk, No. 1 per lb.	....	0 20
GROUND SPICE		
Allspice, bulk, per lb.		0 14
Do., 2 oz. cannister		0 60
Do., 3 oz. cannister		0 75
Cassia, No. 1 bulk, per lb.		0 23½
Do., No. 1, 2 oz. cannister		0 70
Do., No. 1, 3 oz. cannister		0 90
Cinnamon, bulk, per lb.		0 29
Do., 2 oz. cannister		0 80
Do., 3 oz. cannister		1 10
Cloves, bulk, per lb.	0 63	0 65
Do., 2 oz. tins		1 50
Do., 3 oz. tins		2 10
Cayenne, No. 1 bulk, per lb.		0 28½
Do., No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 05
Ginger, No. 1 bulk, per lb		0 24½
Do., No. 1, 2 oz. cannister		0 75
Do., No. 1, 3 oz. cannister		1 00
Mace No. 1, bulk, per lb.		0 72
Do., No. 1, 2 oz. cannister		1 50
Do., No. 1, 3 oz. cannister		2 10
Nutmegs, No. 1 bulk, per lb.		0 72
Do., No. 1, 2 oz., cannister		0 80
Do., No. 1, 3 oz. cannister		1 00
Pastry, Spice, No. 1 bulk, per lb.		0 29
Do., No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 10
White pepper, No. 1 bulk per lb.		0 25
Black pepper, No. 1, bulk, per lb.		0 18½
White pepper, No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 00

GOOD DEMAND FOR FRUITS

Winnipeg

FRUITS.—There is a seasonable demand for all lines of fruits. The first car of Florida grapefruit arrived on the market and is quoted at $8 per case. Large shipments of apples are arriving from B.C., including Wealthy's, MacIntosh Reds, Baxters, Alexanders, Gravensteins, Pippins and Jonathans, and are quoted from $1.50 to $2 per box. Ontario barrel apples of the Cranberry and Ribston and other fall varieties are quoted at $5.50 to $6 per barrel. Washington pears of the winter Nellas var-

(Continued on next page)

Weekly Market Reports By Wire

Statements From Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Oct. 31.—Sugar advanced 25c. making the price of granulated $9.09 per cwt. Butter declined 4c. per lb., creamery now quoted at 37c. to 41c. per lb. Cheese continues firm, Ontario large quoted at 23c. to 24c. per lb. Kraft Cheddar loaf cheese is now 35c., an advance of ½c. per lb. Kotenashi beans are easier at $5.50 per cwt. Evaporated apples, 25s, are quoted at 16c. lb.

Tomatoes, 2½s	3 35	3 50
Sugar, pure cane, gran., cwt.		9 09
Cheese, No. 1, Ont., large		0 22
Ontario, large cheese	0 23	0 24
Butter, Creamery, lb.	0 37	0 41
Do., dairy, lb.	0 21	0 25
Lard, pure, 3s		11 70
Eggs, new laid, local, case		**7 00**
Beans, Kotenash, per cwt.		5 50
Rolled oats 80s		3 00
Rice, Siam	**5 90**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	**7 50**	**8 00**
Sago	**7 50**	**8 00**
Do., No. 1, 3 oz. cannister		0 95
Evaporated apples, 25s, lb.		0 16

British Columbia Markets

FROM VANCOUVER BY WIRE

Vancouver, B. C., Oct. 31.—Fruit prices in general show little change as compared with last week. Apples are weak, Fall Pippins average $1.40, greenings $1.50, Grimes Golden and Jonathans $1.75, McIntosh reds down to $1.40 and crab apples $1.50. Hothouse tomatoes average $3.40. Sugar advanced 25c. now basis $8.10 for granulated.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Oct. 31.—Sugar is 25c. higher at $8 for granulated and $7.35 for No. 1 yellow. Grapefruit is quoted at $7 per case. Oranges range from $7 to $10. Clear pork is slightly easier at $34.50 per barrel. Butter is a shade easier at 40c. for creamery prints and 36c. for solids. Eggs are lower at 40c. per doz.

Cornmeal, gran., bags		3 00
Rolled oats, bag		3 60
Do., bbls.		7 85
Eggs		0 38
Rice, Siam, per cwt.		**6 60**
Tapioca, per 100 lbs.		**9 50**
Sugar, gran., cwt.		8 00
Do., No. 1, yellow		7 35
Molasses, gal.		0 65
Tomatoes, cans, doz.		1 70
Raisins, Valencia layers	**0 24**	**0 30**
Currants, cleaned		0 22
Prunes, 90-100, 25-lb. boxes		0 13
Lemon peel		0 30
Orange peel		0 31
Citron peel		0 60
Walnuts		**0 23**
Almonds		**0 22**
Brazils		**0 20**
Peanuts		**0 13**
Filberts		0 16
Cocoanuts, bag		**6 00**
Potatoes, per barrel		1 50
Onions, 100 lbs.		2 50
Pork, clear bbls.	34 50	
Oranges, per case	7 00	10 00
Bananas, per lb.		0 09
Lemons, case		7 00
Grapefruit, case		7 00
Pigs' feet, per 20-lb. pail		**2 25**
Hams, shoulder, per lb.		**0 22**
Bacon, side per lb.		**0 33**
Bacon roll, per lb.		**0 62**
Lard, pure, in pails, lb.		0 18
Lard, pure, in tubs, lb.		0 17½
Oleomargarine, lb.		0 22
Shortening, in pails, lb.		0 15
Shortening, in tubs, lb.		0 14½
Butter, creamery prints, lb.		0 40
Buter, creamery, solids, lb.		0 36
Eggs, per doz.		0 40

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Oct. 31.—Hams decreased 2c. per lb., while bacons show an increase of one cent per pound. American clear pork remains unchanged at $31 per barrel. Creamery butter is quoted at 40c. per lb. while dairy butter is off the market. Fresh eggs advanced 2c., making the price 50c. per doz. Tapioca is quoted at $7.50 and Siam rice at $8.50 per cwt.

Onions, Canadian, 100 lbs.		2 25
Oranges, case		8 50
Grapefruit, Porto Rico		7 50
Do., Jamaica		5 50
Standard bard wheat flour, bbl.		8 50
Halifax, Blended, per bbl.		7 50
Flour, Lemons, case		12 00
Cornmeal, bags		2 10
Rolled oats, per bag		3 75
Rice Siam, per 100 lbs.		8 50
Tapioca, 100 lbs.		7 50
Sugar, standard, gran.		7 75
Do., No. 1, yellow		7 10
Hams, 25 to 35 lbs.		0 23
Do., 18 to 25 lbs.		0 25½
Do., 12 to 18 lbs.		0 22
Breakfast Bacon		0 34
Roll Bacon		0 22
American clear pork, bbl.		31 00
Cheese		0 22
Eggs, fresh, doz.		0 50
Butter, creamery prints		0 40

Crosse & Blackwell (Canada) Limited, have moved their Winnipeg offices to 214 Princess St. Howard Menzies is in charge of this office.

WINNIPEG MARKETS

(Continued from page 124)

iety are selling freely at $3.50 per case with DeAnjou at $4.25 and Duchess pears at $3 per case. Grapes are in good demand and Emperors in lugs are quoted at $4 and $7.50 in kegs. Bananas at 9c per lb. show no change. Australian Valencia oranges are quoted in sizes from 126 to 200 at $9 per case and from 216 to 324 at $7.50 per case. California lemons remain firm at $12 per case.

RUITS—		
Wealthys, per case		2 00
Do. per crate	1 50	1 60
MacIntosh Reds, per case	2 00	2 25
Do., per crate	1 50	2 00
Wolf Rivers, per barrel		6 00
King Pippin, per barrel		6 00
Cranberry Pippin, per barre		6 00
Crabapples, per case		1 75
Grapes, Ontario, per basket	.45	50
Do., Tokays per case		3 50
Do., Emperor, per keg		7 50
Pears, per case		4 25
Oranges, per case	7 50	9 00
Lemons, per case		12 00
Grapefruit, per case		8 00
Bananas, per lb		.09
Cranberries, per box		8 00

TEA MARKET STRONG

Winnipeg.

TEA.—Latest reports from primary tea markets state that all lines of Indian, Ceylon and Javas are showing a stronger tendency. The trade has been advised by tea growers that it is to their advantage to purchase now as the market will be advancing steadily for the next six months. Spot stocks are in limited supply and the demand for tea is improving as the cold weather approaches.

VEGETABLES ARE STEADY

Winnipeg.

VEGETABLES.—Few changes are noted in vegetables this week. There is a good demand for all lines. Potatoes are plentiful and range in price from 40c to 50c per bushel. Virginia sweet potatoes are quoted at $5.50 per barrel and in smaller lots at 5c per lb. B. C. celery is in good demand at 7c per lb. B. C. onions are quoted at $3 per sack with Valencia onions at $6 per case. Brussel sprouts at 25c per lb. are in good demand. Green bell peppers are quoted at $2 per case. Other lines of vegetables show no change.

VEGETABLES—		
Cauliflower, per doz.	$2 50	$3 00
Cabbage, per cwt.		1 00
Beets, per cwt.		1 00
Turnips, per cwt.		1 00
Carrots, per cwt.		1 00
Parsnips, per cwt.		1 50
Onions, per sack		2 00
Squash, per lb.		.02
Pumpkin, per lb.		.01½
Vegetable marrow, per doz.		.75
Leaf lettuce, per doz.		.20
Head lettuce, per doz.		.75
Green onions, per doz.		.20
Cucumbers, per doz.		1 25
Tomatoes, per lb.		.06
Celery, per lb.		.07



Reduces Operating Costs One-Fifth

W. Sanderson, Preston, Ont., Installs Ice Freezing Plant and Reduces Cost of Refrigeration—Makes Possible Attractive Displays of Meats and Produce Under Glass—Believes Good Equipment Reduces Expenses and Increases Sales

"WE HAVE cut our operating costs just one-fifth since we installed that system of refrigeration," W. Sanderson, of Preston, Ont., told Canadian Grocer recently. Mr. Sanderson conducts a combined grocery and butcher business. His store represents one of the finest equipped in Western Ontario. Last Fall, he had installed this new ice freezing plant, and he is more than convinced of its success, and its ability to cut down expenses. "We find there is absolutely no waste with this equipment. We maintain it at a temperature of from 33 to 38 degrees all the time, and we have kept produce anywhere from a month to six weeks. Frequently at the week ends we have had heavy shipments of fruit come in, and finding it impossible to dispose of it all on Saturday, our refrigeration plant takes care of it for us, keeping it absolutely fresh until such time as we can sell it. Recently we had a truck load of tomatoes come to us on a Saturday. We felt we could not sell them all that day, and so put them away, and on the following Tuesday when they were finally sold, they were as fresh as when they arrived."

Mr. Sanderson first opened in Preston in the meat business seven years ago, buying out Hope Bros. The grocery department was added only four years ago, but during that period it has developed to such an extent, Mr. Sanderson states, that it is bringing trade to the meat section. The two branches work well together to the mutual advantage of both.

Transients Become Permanents

"I have built my business on transient trade that has developed into permanent customers," Mr. Sanderson stated. "I put great faith in effective window displays, and from my own experience know that they have done more to increase the volume of my trade than any other factor that I might mention. I change my windows frequently, sometimes as often as every day, making them as attractive as it is possible to do, with the idea, of course, of attaining the greatest results. A good window will bring the transient trade into the store, and once inside, it is not a difficult matter to sell customers of this kind. Service and attention given them on occasions such as this, often result in retaining them as regular customers for the store. Our business is steadily growing, and this year it has shown an increase every month."

A staff of five clerks in addition to Mr. Sanderson is kept busy all the time. The service of both delivery and credit is given. Loss from bad accounts is practically nil, and the large majority of the people who buy at this store expect to have their goods delivered, and prefer to pay their accounts weekly, fortnightly or monthly, as the case might be.

Reduces Expense and Increases Trade

Mr. Sanderson believes that the installation of first-class equipment in a store of this kind not only saves a great deal of labor, but reduces expenses, and increases trade. In his meat department he has thirty-two feet of refrigerator counter, where under glass it is possible to show all kinds of provisions, fresh meats and produce, in the best possible way. The increased trade resulting from a display such as this more than recompenses a merchant for the outlay involved in installing the same. The volume of turnover in bacon is on a large slicer, that, Mr. Sanderson believes, is an ries chiefly one brand, and finds it gives first class satisfaction. He has a meat slicer that. Mr. Anderson believes, is an economy in itself. "It not only facilitates service in attending to customers'

(Continued on page 131)



Illustrating two sections of the store of W. Sanderson at Preston, Ont. Long glass enclosed display counters, properly refrigerated, show meats and vegetables to the best possible advantage.

Economy in Marketing Keeps Prices Down

Well Equipped Store of Phillip Morin, in Montreal, Increases Turnover—Little Business is Done in a Credit Way, But the Service of Delivery is Given

WHEN a man goes into a business not merely for the money he hopes to make by it, but because he has an ideal which he is bent upon putting into practice and a real delight in working out that ideal, that business is sure to thrive. That man has invested not only his money but his heart, and the two make a mighty dynamo which will keep the wheels of trade whirling.

Proud of Achievement

This is how Phillip Morin accounts for the elaborate and efficient way in which he has fitted out his butcher store at 202 Bernard Ave., Montreal. Mr. Morin has been in the butcher business for sixteen years and in that time he has built his ideal and made his store conform to it. He says that for seven years he waited patiently to get the site he now has. It was formerly occupied by a bank but he knew that some day the bank would move and that the deep and wide floor space and wide lane beside the store would afford him the opportunity of making just such a store as he had planned in his mind. Finally the opportunity came and the ideal speedily took form. To-day there is no prouder man in Montreal than Mr. Morin.

The interior of the store is pure white in every detail except for the two large refrigerators and the cashier's desk. A long refrigerating counter of marble, with glass front and cooled by an ammonia plant that also serves the refrigerators, stretches from the front to the back of the store. This counter divides the width of the store in two, giving a large space for the butchers, their tables and blocks and yet ample aisle space for the customers.

Customers He Never Sees

Mr. Morin told Canadian Grocer representative that he has for years served customers whom he has never seen. This is a testimonial of which any grocer might be proud. He claims that his ideal is to so serve the people that they will not hesitate to order by telephone or through their children. Sixty per cent. of the trade, according to the proprietor, is done over the telephone and by C. O. D. delivery.

Little In Credit

"Years ago I learned my lesson about credit," said Mr. Morin. "I have practically cut it out since. I found that customers had run up big bills with me and then being unable to pay and ashamed of their predicament, they had gone to other stores to pay cash. I lost both ways and now I have but few credit accounts.

"As far as prices are concerned I endeavor to ask the fairest price possible and not charge my customers for waste that might be avoided. Many meat prices are high because the butcher himself is wasteful. When I buy a piece of meat or fish I manage to use every part, even the bone which I grind up for chicken feed, so that I can average my price and so afford to sell the best cuts for less than the usual price."

In this store the parts of the beef, pork or veal that do not sell readily are made into cooked meats which have a ready sale. Mr. Morin makes his own sausage which he features, and renders his own beef dripping. In that way he eliminates as much of the usual waste of butchering as possible. Then too, as the owner pointed out, these lines all help to gain trade for the store.

Mr. Morin says that a butcher above all other tradesmen needs co-operation from his staff and that he has now men with him who have served thirteen years behind his counters. This, he claims, is one of the most important factors in making a success of the trade, the clerks must have the same ideals that the proprietor holds and they must have a real interest in seeing that service and quality predominate. "It takes money to hold good clerks," says Mr. Morin, "but it is a good investment."

Who Knows.

"What's the charge?" demanded Squire Ramsbotto of Jetunia.

"Loitering," replied Constable Slackputter, the arresting officer.

"Your honor," spoke up the offending motorist, "I was merely cranking my Ford, and—"

"Yes, and I timed you at it," interrupted the guardian of the peace and dignity of the community. "You kept at it thirty-four minutes, and didn't 'pear to be any nearer through then than when you began. And if that wasn't loitering I'd like to know what it was?"



Showing the interior of the store of Phillip Morin in Montreal where good equipment is an asset that brings business.

These Merchants Find Sausages a Good Line to Boost at Week-End

Fall and Winter Months Are Opportune Time to Increase Sales of This Line—One Merchant Sells 150 Lbs. Every Week—Another One Disposes of 100 Lbs.

SPECIALIZING in sausages in the fall and winter months is certainly good business, according to the experience of several grocers who are increasing turnover by devoting some special attention to the sale of them. "We are selling on an average of 150 lbs. a week in our main store," George H. Sherwood, of George H. Sherwood & Co., grocers in St. Catharines, told a representative of Canadian Grocer the other day. "Most of the sausages we sell are disposed of at the week end, although we have inquiry for them throughout the week. However, I think most sales are made on Saturday. We sell one brand, and we believe it is a very high-class sausage. It sells at a high price, but this fact is no detriment in increasing the turnover of the same. I find that quality is the first essential. Price is secondary. A merchant should be able to sell more high-priced goods than the cheaper grades. We think the sausages we handle are among the finest made in Canada, and because of this fact we have no hesitation in boosting them."

John M. Boyle is another merchant in St. Catharines who is meeting with a fair measure of success in the way of selling sausages. He, too, carries a high-grade line, and only the one kind. He sells them chiefly at the week end, and since he inaugurated this plan of "pushing" the sale of them at the end of the week, he finds now that he has regular customers for them. Mr. Boyle also sells the brand of bacon made by the same manufacturer who makes the sausages. He sells anywhere from fifteen to twenty sides of bacon every week. This particular bacon is generally favored by his trade, and he declares that it represents a good profit, and also gives entire satisfaction.

A Good Source of Revenue

John Muir, grocer of Niagara Falls, Ont., is another merchant who finds in sausages a good source of revenue. His sales at the week end average 100 pounds. "Sausages constitute a good week end special," Mr. Muir states. "My customers are discriminating and buy only the best, and I believe the line I am handling cannot be excelled."

Adulterating Butter Through Use of Cocoanut Oil

Ottawa, Oct. 30. (Special). — The Health Department at Ottawa is aroused over recent revelations regarding the adulteration of butter by the use of cocoanut oil. Of late there have been several prosecutions in this regard in Montreal, and a number of convictions have been secured.

Quite a number of retailers upon whose premises quantities of the adulterated butter have been found, have received summons to appear in court, but in most of these cases the Department is co-operating with the retailer in laying the blame at the door of the manufacturer. The view taken by the Department in this respect is that where the retailer buys the product in good faith and sells it just as it is received, it is hardly fair to hold him responsible for any discrepancy. It is necessary, however, in such cases, for the retailer to appear in court, plead not guilty to the charge and ask that the manufacturer be summoned to answer to the charge.

Evidence of the extent to which the law has been violated in this respect is found in the fact that in one warehouse 844 pounds of adulterated butter were seized by government inspectors; in another warehouse 84 boxes and in still another place 31 boxes.

South African Fruit Grower Visits Canada

Montreal, Nov. 1.—Sir J. Percy Fitzpatrick, K.C.M.G., of Johannesburg, South Africa, who had fame thrust upon him at the time of the Jamieson raid, spending six months in jail for his share in that escapade, recently arrived in Canada.

Sir Percy Fitzpatrick is today one of the largest land owners in South Africa, and engaged extensively in the fruit-growing business.

In the course of an interview, Sir Percy Fitzpatrick said he was on his way to California to study the business methods in the American state in regard to the handling, packing and export of fruit. He will later return to Canada in connection with business interests.

Sir Percy said that South Africa was destined to become a great fruit-growing country. On his farms he grew abundance of fruit, his specialties being oranges, grape-fruit and apricots. He said it was the desire of all business interests in South Africa to trade within the British Empire, especially with Canada, that they were now buying largely in the Canadian market, and, naturally, they wanted reciprocation in trade.

He said they could sell to Canada grape-fruit for less than $6 a case, and he would guarantee his fruit to be of the highest quality.

Salmon Supply in Antipodes a New Factor

Vancouver, B. C.—That Australia and New Zealand may soon become competitive factors in the salmon and quintat canning industry on the Pacific Ocean, was the announcement of Martin Dumweller of Wellington, N. Z.

Mr. Dumweller stated that for years both Australia and New Zealand have been conserving their fish supply, but in 1923 it is expected that trolling for quintat will be permitted, and about 1925, he thinks, the salmon will be ready for netting.

For 45 years the governments of New Zealand have been endeavoring to climatize salmon. The first shipment of fry went from Scotland in 1868, and the baby salmon were liberated in the streams of New Zealand. Fifteen other shipments were made without any indication of the fish returning when fully matured.

Some years ago the Atlantic salmon were adopted, and good results have followed, as the homing, or parent river instinct is stronger in American fish than in those of Great Britain.

Mr. Dumweller is interested in the canning industry of this province, and is studying conditions with an idea of applying them on his return to the Antipodes.

COLD STORAGE HOLDINGS

Comparative statement of Canadian cold storage holdings, October 1, 1921-22, are as follows:—

EGGS:	1922 lbs. or doz.	1921 lbs. or doz.
In cold storage	14,750,164	10,674,500
Other than cold storage	365,216	267,599
Frozen	1,483,457	628,769
POULTRY:		
Broilers	111,289	175,492
Chickens	102,324	150,310
Fowl	116,387	196,842
Ducks	41,566	42,444
Geese	65,660	9,241
Turkeys	115,181	12,989
Unclassified	143,195	119,837
Total	695,602	707,155

The old darky preacher met one of his parishioners who was badly battered from an apparent scrap.

"Sam, don' yo' know what de good book say: Dat if yo' enemy smite yo' on one cheek you gwine to turn to de odder cheek," solemnly admonished the rector.

"Yassir, parsin. I am done cognizant of dat passige in de Bable, but, parson, dis damn nigger hit me in de nose."—Backfires.

Making Shipments of Live Eels From Quebec to New York City

Fish and Provision Merchant in Quebec City is Interested in New Venture—Finest Fishing Grounds for Eels Are Around Isle of Orleans

QUEBEC CITY, Oct. 31.—For the past months six long narrow looking barges have stood moored to one of the piers along the water front. On Nov. 2 these barges will be taken in tow and started up the river to the Oswego canal and then along this waterway to the Hudson River and New York city. As they stood at their pier below the old citadel they drew a curious crowd for they were so much unlike any other type of craft that frequent the St. Lawrence.

Shipping Live Eels

They were designed to meet a peculiar demand, that of live eels for New York city. The Italian and Jewish trade in that city is very fond of eels, particularly so at Christmas time, but they require that they be live when bought. In the past it has been exceedingly difficult for Canadian fishermen to take advantage of this demand, since express shipments are costly as well as unsatisfactory, and it is hard to ship live eels in barrels. Around the island of Orleans in the St. Lawrence are the finest fishing grounds for eels in the north Atlantic for which practically the only market of any consequence is found in the larger cities of the United States.

For this venture, for such only is it as yet, Canadian and American capital has been combined. John Martin, owner of a fish and provision store on St. John St., Quebec, is one of the Canadians interested in this business of supplying live eels to the New York market. He stated that so far the project has proved very satisfactory and that the catches have been larger than they had expected. The catch for one day amounted to 37,000 lbs.

Use False Bottom Scows

The eels are caught in traps and then collected by the fishermen every day, to be deposited in the big screen bottom tanks that form the hulls of the scows. These scows are about eight feet wide and are about sixty feet long, with about six inches above the surface of the water. The bottom of the scow is of perforated metal so that fresh water is flowing continually through the tanks which hold the eels. Every day the squirming masses are carefully examined by the men in charge of the barges and sickly or dead eels are taken out.

A Profitable Business

Those who have studied this business claim that the eels have a strip of fat along their underside upon which they can live for some time when no other food is available. Then too, it is the claim of the fishermen, that these fish are in a better condition for the market when this fat has been used up. Although these features are in the favor of those who are seeking to meet the demand of the New York market in this line, there are features which make the venture a hazardous one. According to a statement made by Mr. Martin to a Canadian Grocer representative, insurance companies have refused to assume a risk on the enterprise. Should even part of the planking on one of the barges get loose it would not be long before the whole swimming cargo would discharge itself into the river or canal, wherever the barge might be. Then too there is the risk of an early winter closing up navigation before the caravan of barges reaches its destination. However the men interested in the venture are confident that it will prove a profitable experiment and that it will become a permanent outlet for one of Canada's natural resources.

Dairy and Cold Storage Dept. Open Offices

A recent dairy news letter, issued by the Market Division of the Dairy and Cold Storage Branch of the Department of Agriculture, at Ottawa, announces that in order to carry on the work of this branch, outside offices have been established in Montreal, Truro, N. S., Halifax, N. S., Toronto, and Edmonton, Alta. Also that field officers have been appointed in Peterboro, Ont., Brandon, Man., Beauport, Que., Vancouver, B. C., London, Ont., St. Joseph, N. B., Kensington, P. E. I., Kemptville, Ont., Shawinigan Falls, Que., London, Eng., Liverpool, Eng., Manchester, Eng., Glasgow, Scotland, and Bristol, England.

No. 1 Common Street, Montreal, is the headquarters for the cargo inspectors and for the refrigerator car inspectors at Montreal terminals. The dairy produce graders for Montreal are also attached to this office under the chief dairy produce grader, Joseph Burgess.

The inspectors of dairy products and dairy promoters are the field officers in charge of the work at the places named in Canada; those in England and Scotland are cargo inspectors.

J. T. Menzies, manager Crosse & Blackwell (Canada) Limited, Toronto, left on Wednesday night on a business trip to Winnipeg. He will be west about ten days.

TURKEY EIGHT CENTS PER LB.

TO BE ABLE to buy the Thanksgiving turkey at eight cents a pound seems almost like a fairy tale, yet that was an actual fact twenty-six years ago. Potatoes, too, were pretty cheap as compared with the prices of the last few years. Butter was selling at 20 cents a pound on the first of November 1896 although during the summer of that year, butter was selling over the retail counter at 2 pounds for 25 cents. Apples were 10 cents a peck but apples of a fair quality to-day bring 50 cents a peck and those of fancy quality considerably more. But looking over the following list of prices for the year 1896, the most remarkable item is that of vinegar, which in that year was selling at 40 cents a gallon. To-day a fair quality of vinegar can still be bought in some stores at the same price.

Canadian Grocer is indebted to D. W. Clark, Avenue Road, Toronto, for the 1896 list of prices which are an exact copy of an order received on November of that year.

	Nov. 2, 1896	Nov. 2, 1922
2 Loaves Bread	.10	.18
1½ lbs. Cheese	.21	.45
1 lb. Mixed Biscuits	.15	.35
3 pts. Vinegar	.15	.15
2 lbs. Butter	.40	.88
5 Bars Soap	.25	.40
2 lbs. Currants	.14	.36
2 lbs. Raisins	.16	.32
1 lb. Icing Sugar	.08	.15
5 lbs. Granulated Sugar	.25	.40
1 bag Potatoes	.50	1.10
3 cans Corn	.20	.45
7 lbs. Flour	.20	.35
¼ lb. Peel	.05	.13
1 Bottle Extract Lemon	.15	.25
8 lbs. Turkey	.80	3.60
1 pk. Apples	.10	.50
6 Ciscoes	.08	.50
Totals	3.97	10.52

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 1.—Almost throughout the provision and produce market there is a strong note evident that has a stimulating effect upon business. The feature of the week is the big advance in the price of new laid eggs. The egg market in general is stronger and storage eggs are higher with an increased demand upon supplies. Butter and cheese both advanced, under a good export and domestic demand. Live hogs are unchanged in price, although the market is unsettled. As a result smoked meats are easy but there is no change. Cooked meats are steady in price but the demand is light. Lard and shortening are weak, following the trend of the hog market. The supply of dressed poultry on the market is larger on account of the duty imposed upon Canadian supplies going into the United States. The Thanksgiving demand has to some extent offset the weak tendency but lower prices are expected next week after the holiday demand has passed. The supply of fresh fish is good as is also the demand and prices are steady.

BUTTER ADVANCED ONE CENT

Montreal.

BUTTER.—Butter quotations advanced one cent per lb., making the price 37c and 38c a lb. for creamery. The market is strong with a more active demand for both domestic and export trade. Many of the retailers have started to buy for future requirements on account of the strength of the market.

BUTTER—		
Creamery prints, finest	0 37	0 38
Creamery solids	0 36	0 37
Dairy solids		0 29
Dairy prints		0 31

CHEESE PRICES ADVANCED

Montreal.

CHEESE.—The cheese market advanced after some weeks of continued strength and a more active market both at home and abroad. The feature of the cheese market is the export demand that has developed of late which has stressed the firm tone of the market already evident through the decreasing receipts and the increasing local demand.

CHEESE		
Old colored, twins		0 25
Old white		0 25
New Large, per lb.	0 20	0 21
New Twins, per lb.	0 20	0 21
Triplets, per lb.	0 20	0 21
Stilton, per lb.		0 30
Quebec		0 21

BIG ADVANCE IN EGGS

Montreal.

EGGS.—The market for new laid eggs shows another big advance and some dealers are quoting as high as 65c a doz. on this grade while fall fresh are quoted at 50c and selects at 40c. There is a wide margin between the quotations on the different grades but wholesalers expect that with the heavy demand now evident on storage supplies, the prices on these grades will also advance. The production of eggs is steadily falling off while the domestic demand as well as export is fairly heavy. The whole market is in a strong position.

EGGS—		
New Laid	0 60	0 65
Fall Fresh	0 49	0 50
Selects		0 40
No. 1		0 36
Storage		0 28

SHORTENING UNCHANGED

Montreal.

SHORTENING.—There is no change in the shortening market but, following the trend of lard, a weak feeling is evident.

SHORTENING—		
Tierces, per lb.		0 13
Tubs, per lb.		0 13½
Pails, per lb.		0 14
Prints	0 15½	0 16

LARD MARKET WEAK

Montreal.

LARD.—Although there is no change in lard prices the situation is weak. The trade is fair and supplies are being cleaned up but on account of the lower prices on hogs an easy feeling has been created. Buying is limited to small lots to meet immediate requirements.

LARD—		
Tierces, 350 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
1 lb. bricks	0 19	0 20

HOG PRICES STEADY

Montreal.

FRESH MEATS.—There is no change in the prices on live hogs or pork. The market seems to be at a fair level and trading is steady but lacks the stimulant of export demand. Beef prices are also steady and without any indication of a change.

FRESH MEATS—		
Hogs, Selected, weighed off cars)	11 00	11 25
Fresh killed		16 50
Legs of pork, foot on)	0 18½	0 19
Loins (trimmed)		0 27
Trimmed shoulders	0 16½	
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef— (Cows)		(Steers)
Hind quarters 0 10 0 15	0 12	0 18
Front Quarters 0 04½ 0 06	0 06	0 08
Loins	0 21	
Chucks 0 06	0 08	

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS.—The cooked meat market is steady. The demand is light at this season and no change in prices is expected.

COOKED MEATS—	
Hams, cooked	0 40
Sandwich	0 47
Square hams	0 42
Smoked shoulders	0 28
Bologna 0 10	0 21
Corned Beef 1's, per doz.	3 25
Per doz. 2's	5 75

WEAKNESS IN SMOKED MEATS

Montreal.

SMOKED MEATS.—There is a weakness in the smoked meat market but no change in wholesale prices. This is attributed to a decrease in domestic consumption but in bacon, more particularly owing to the lower prices quoted in England on Canadian bacon.

BACON—		
Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls	0 26	0 30
Picnic smoked hams		0 19
Wiltshire	0 30	0 32
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 26	0 27
Do., 12-14	0 25	0 26
Do., 20-25	0 24	0 25

EASY TONE TO POULTRY

Montreal.

POULTRY.—The receipts of poultry show a steady increase and a weak tone is evident with some reductions The farmers' market of last week offered much larger supplies of dressed poultry than heretofore and prices were easy. The chief reason given is that supplies of poultry that have in other years been going into the United States are now offered on Canadian markets on account of the higher U. S. duty. Produce dealers look for low prices on poultry this winter but also expect an increased demand. This week prices are steadier on account of the Thanksgiving market but dealers expect a drop after that is over. The offerings this year show a much bigger proportion of dressed poultry.

ROASTING CHICKENS—	Per lb.
3 to 3½ lbs., per lb.	0 28 0 30
4 per lb.	0 31 0 33
4½ up per lb.	0 33 0 36
FOWL—	
3 to 3½ pounds, per lb.	0 23
3½ to 4 per lb.	0 26
4½ up	0 28
Broilers, per lb.	0 30 0 32
Turkeys, per lb.	0 42 0 43
Geese, per lb.	0 26 0 27

FISH PRICES STEADY

Montreal.

FISH.—There is considerable more activity in the fish market. Prices are steady and the supply is good. Haddock and cod are in fair supply and prices are easy. Fresh fall mackerel is on the market at 13c a lb., a little higher in price than it has been. Dressed cohoe salmon is in good demand. National Fish Day brought a marked increase in the consumption of fish.

FRESH FISH—	
Herring	0 06
Market cod, fresh	0 05½
Steak cod	0 08
Haddock	0 06½
Halibut, chicken	0 20
Do., medium	0 24
Lake Trout	0 16

ONTARIO MARKETS

TORONTO, Nov. 1.—Few changes are reported in the market for produce lines this week. There is a good volume of business moving in these lines. The hog situation is still inclined to easier levels, and fresh pork, provisions, and other pork products are holding at prices unchanged with a week ago. Butter is steady, with a good demand, but there is a firmer market in cheese, some dealers quoting higher prices this week. Arrivals of fresh eggs are of course in very small volume, and prices are steady. Supplies of storage eggs are ample for the demand. Indications point to a fair supply of turkeys for Thanksgiving, as well as chickens and ducks. Fish is moving in better volume, the colder weather stimulating the inquiry.

NO CHANGE IN BUTTER

Toronto.

BUTTER.—No change is reported in butter this week. Dealers report the market very firm, and the volume of trading is on a fairly good scale. There appears to be plenty of demand for domestic consumption. Creamery prints number one are quoted at from 38 to 40c per lb.

BUTTER—		
Creamery prints, No. 1	0 38	0 40
Creamery prints, No. 2	0 35	0 37

FIRMER MARKET IN CHEESE

Toronto.

CHEESE.—There is again this week a decidedly firmer tone to the market for cheese. Some dealers are quoting higher prices as compared with a week ago. Prices for the new large cheese range from 21½ to 22½c per lb. and September cheese is offered at from 23 to 24c. Stiltons are 24c per lb.

CHEESE—		
Large, new	0 21½	0 22½
Do., Sept.	0 23	0 24
Stilton, new		0 24

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGG RECEIPTS CONTINUE LIGHT

Toronto.

EGGS.—The market for eggs is much the same as a week ago, as far as prices are concerned. Fresh eggs are quoted at from 58 to 60c per doz. Selects are from 39 to 41c per doz. and number ones are from 37 to 38c.

EGGS—		
No. 1s	0 37	0 38
Select	0 39	0 41
New laid, cartons	0 58	0 60

LARD HOLDS STEADY

Toronto.

LARD.—The market for lard is steady and unchanged, with dealers quoting the lb. prints at from 19 to 20c and on the tierce basis at from 16½ to 17c per lb. There is a very good inquiry for the same.

LARD—		
1-lb. prints	0 19	0 20
Tierces, 400 lbs.	0 16½	0 17

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING IN GOOD DEMAND

Toronto.

SHORTENING.—While the market for shortening shows no changes as compared with a week ago, the prices of the same are strong. Dealers quote the pound prints at from 16 to 16½c.

SHORTENING—		
1-lb. prints	0 16	0 16½
Tierces, 400 lbs.	0 12¾	13

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE IS UNCHANGED

Toronto.

MARGARINE.—There is the same steady inquiry for this product that characterizes the market for margarine from week to week. No change is reported in prices, number one being offered at from 20 to 21c per lb. and number two at 16c.

MARGARINE—		
Margarine, No. 1	0 20	0 21
Do., No. 2		0 16

COOKED HAM TENDS TO EASIER LEVELS

Toronto.

COOKED MEATS.—The market for cooked meats is inclined to be easier particularly for cooked ham. The square pressed boiled ham is offered lower this week at from 40 to 42c per lb., and ordinary boiled ham is quoted at from 40 to 42c per lb.

COOKED MEATS—		
Boiled ham, lb.		0 38
Do., square pressed	0 40	0 42
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.		0 60
Jellied pork tongue		0 33

Above prices subject to daily fluctuations of the market.

FRESH MEATS ARE ACTIVE

Toronto.

FRESH MEATS.—The market for fresh meats is steady, with practically no changes in prices as compared with a week ago. There is a good demand for practically all lines. The tendency in the market for live hogs is towards easier levels, and this is reflected in prices of fresh meats. Legs of pork are quoted at 19c and loins are offered at 31c. Tenderloins are offered at from 46 to 48c per lb.

FRESH MEATS—		
Hogs—		
Live, fed and watered, cwt.		10 75
Live, f.o.b.		10 00
Live, off cars		10 50
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 35 lbs.		0 19
Loins		0 31
Fresh hams, lb.		0 21
Tenderloins, lb.	0 46	0 48
Picnics, lb.		0 15½
Montreal shoulders		0 20
Boston butts, lb.		0 22
New York shoulders		0 18
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 12	0 17
Ribs, lb.	0 14	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 26
Hips, lb.	0 12	0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Sheep, whole, lb.	0 08	0 15
Do., medium	0 09	0 10

PROVISIONS ARE STEADY

Toronto.

PROVISIONS.—The market for provisions like the market for fresh meats is inclined to be lower, the lower levels ruling in the market for live hogs being reflected on this market. Small hams are quoted at from 26 to 28c per lb., and the medium hams at from 25 to 28c per lb. Ordinary breakfast bacon is quoted at from 32 to 34c per lb.

PROVISIONS—		
Hams—		
Small 6 to 12 lbs.	0 26	0 28
Medium, 12 to 20 lbs.	0 25	0 28
Large, 20 to 35 lbs., lb.		0 19
Heavy, 35 lbs., and upward		0 17
Backs—		
Boneless, per lb.		0 47
Rolled, per lb.		0 55
Peameal	0 42	0 43
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 34
Do., special trim		0 37
Cottage rolls in casing		0 35
Cotage rolls		0 38
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.		0 30½
Do., three-quarter cut		0 33
Do., middle		0 34½
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.		0 20
Clear bellies, 15-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.		**0 19**
Out of pickle prices range about 2 cents per pound below corresponding cuts above.		
Mess pork		36 00
Short cut backs, 200 lbs.		41 00
Pickled Rolls—		
Lightweight		47 00
Heavy		36 00

Above prices subject to daily fluctuations of the market.

FISH IS SELLING FREELY

Toronto.

FISH.—There is a very good inquiry for fish these days, the colder weather having stimulated the demand. Halibut both medium and chicken is quoted easier this week. Whitefish is offered at from 14 to 15c jer lb. B. C. fall salmon is quoted at 12½c. per lb. Smoked fish are in good demand at steady prices. There is a better demand for oysters.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.		0 09
Do., market, lb.	0 07	0 08
Haddock, lb.		0 08½
Flounders, lb.		0 10
Halibut, Med.		0 22
Do., Chick, lb.		0 20
Whitefish, lb.	0 14	0 15
Trout, lb.		0 12½
Pike, lb.	0 12	0 14
Perch, lb.	0 08	0 10
Salmon Red Spring	0 24	0 25
Herring, large, lb.		0 08
Fall Salmon, B. C., lb.		0 12½
Salmon Cohoe, lb.		0 18
FROZEN FISH—		
Halibut, Medium		0 19
Do., chicken		0 18
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla		0 11
Do., Qualla	0 09	
OYSTERS—		
No. 1, pkg.		3 40
No. 3, pkg.		9 90
No. 5, pkg.		16 00
Glass Jars, per doz.		4 50
Shell oysters, per bbl. 1,000		17 50
Sea Herring		0 07
White Fish	0 12	0 14
SMOKED AND SALT FISH—		
Fillets, lb.	0 14	0 16
Kippers, box	3 00	
Hadies, lb.		0 12
Ciscoes, lb.		0 18
Digby Chicks, bdle.		1 15

TURKEYS IN GOOD SUPPLY

Toronto.

POULTRY.—Supplies of poultry are coming forward freely. There is a good inquiry for the same, and a big demand is anticipated for the Thanksgiving fes-

tivities. Dressed turkey in the country is costing 40c per lb. and the live 30c. Dealers are quoting turkeys to the retail trade at 45c per lb. Chickens to trade this week are unchanged at 30c. per lb. and ducklings are offered at 35c per lb.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 30	0 40
Chickens, spring, over 2 lbs.	0 14	0 18
Chickens, 4 lbs., and over	0 20	0 25
Roosters	0 12	0 18
Fowl, 4 to 5 lbs.	0 16	0 22
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 10	0 17
Guinea hens, pair	1 25	1 50
Ducklings, 4 lb. and over	0 20	0 25
Prices to retail trade—		
Turkeys, dressed	....	0 45
Chickens, spring	0 30	0 30
Ducklings	.....	0 35
Fowl, 4 to 5 lbs.		**0 30**

MANITOBA MARKETS

WINNIPEG, Nov. 1.—There are few changes in the produce and provision market this week. Live hogs continue to rule easy and this is reflected in lower quotations on pork products. The butter market is firm and an advance is expected. Cheese shows higher prices. Supplies of fresh eggs are in small volume with practically none arriving from the country. Prices on storage stock have advanced. Poultry receipts show an increase and prices are steady. There is a good demand for fish and quotations remain unchanged. Cooked meats are in light demand at unchanged quotations. Prices on bacon and ham remain unchanged.

BUTTER MARKET FIRM

Winnipeg.

BUTTER.—The butter market is ruling firm and an advance in quotations is expected shortly. Creamery prints No. 1 are quoted at 38c to 40c and No. 2 at 36c to 38c. There is a good inquiry for same.

EGG PRICES ADVANCE

Winnipeg.

EGGS.—The stronger tendency in the egg market has developed into an advance in some cases. Practically no fresh eggs are arriving from country districts and orders are being filled from cold storage. Eggs in cartons are quoted at 44c per doz. with No. 1 candled at 31c.

CHEESE IS FIRMER

Winnipeg.

CHEESE.—The market for cheese is slightly firmer this week, wholesalers quoting Ontario large at 21½c, twins at 22½c, triplets at 24¼c and Stilton at 26¼c. The demand locally is light but the general feeling of the trade is that higher prices will prevail within the next two or three weeks.

CHEESE—	
Stilton cheese, large, lb.	0 26¼
Ont., large, lb.	0 21½
Ont., twins, lb.	0 22¾
Ont., triplets, lb.	0 24¼

LARD PRICES STEADY

Winnipeg.

LARD.—Lard prices are fully maintained under a steady demand. Shortening prices are ruling firm with no change in quotations. Lard on the tierces basis is quoted at 19c per lb. and shortening at 15½c.

LARD—	
Pure Lards, No. 1 Quality, per lb	
tin tierces, 100 lbs.	0 19
Do., wooden pails, 20-lb. pails	4 20
Shortening, tierces of 400 lbs.	**0 15½**
Do., per pail, 20 lbs.	3 50

COOKED MEATS QUIET

Winnipeg

COOKED MEATS.—Quotations on cooked meats show no change. Dealers report a limited demand. Best quality cooked ham is quoted at 44c to 46c per lb. Roast shoulders are slightly easier and are quoted at 37c. Jellied ox tongues are in fair demand at 48c per lb. with pork tongues at 34c.

COOKED MEATS—	
Hams, best quality, skinned, 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 44
Roast shoulders, lb.	0 40
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 34
Head cheese in 6 lb. tins, lb.	0 13

NO CHANGE IN PROVISIONS

Winnipeg.

PROVISIONS.—There is no change in quotations on hams or bacon. Sales are reported light. Best quality ham is quoted at 32c and some grades as low as 18c. Bacon maintains a steady tone with best quality quoted at 42c, and some of the cheaper grades selling as low as 27c.

SMOKED MEATS—	
8 to 16 lbs., per lb.	0 32
16 to 20 lbs., per lb.	0 32
Boneless, 8-1 lbs., per lb.	0 36
Skinned, 18 to 22 lbs., per lb.	0 36
Bacon, to 10 lbs., per lb.	0 46
Cottage rolls, boneless	0 26
Bellies, 6 to 10 lb., per lb.	0 33

HOG MARKET UNCHANGED

Winnipeg.

FRESH MEATS.—The market for live hogs continues at steady levels. Live selected hogs are quoted at $9 per cwt. with heavies ranging from $5 to $7 and sows from $4 to $6. Lower quotations are reflected in the prices of fresh pork. Legs of pork up to 35 lbs. are offered at 19c to 24c. Loins are selling at 27c to 30c per lb. Spare ribs are quoted at 17c with tenderloins at 45c per lb. There has been a good demand for sausages and best quality are quoted at 22c per lb.

HOGS—	
Selected, live cwt.	9 00
Heavier	5 00 7 00
Light	8 50 9 00
Sows	4 00 6 00
Fresh Pork—	
Legs of pork, lb.	0 19 0 24
Spare ribs	.... 0 17
Loins of pork, lb.	0 27 0 30
Fresh hams, lb.	0 25 0 30
Shoulders	0 16 0 20
Fresh beef—from steers and heifers—	
Hind quarters	0 11 0 15
Front quarters	0 05 0 07
Whole carcass, good grade, lb.	.... 0 10
Lambs—	
Choice	0 24

POULTRY RECEIPTS INCREASE

Winnipeg.

POULTRY.—Receipts of poultry are in heavy volume at the present time. Dealers report a good inquiry and prices are holding at steady levels. Broilers ranging from 1½ to 2½ lbs. are quoted at 30c to 32c. Chickens at 28c to 30c; fowl at 22c and ducks and geese at 33c. Young turkeys ranging from 6 to 12 lbs. are quoted at 40c to 45c.

FISH IN DEMAND

Winnipeg.

FISH.—Wolesalers report a good inquiry for fish. Oysters are in good demand at $4 to $4.25 per gal. Halibut and salmon are moving in good volume and prices range from 17c to 21c per lb.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 14½
Halibut broken cases, chicken	0 15½
Salmon, Cohoe, in full boxes, 300 lbs.	**0 15½**
Salmon, Cohoe, in broken cases	**0 16**
Salmon, Red Spring, in full boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	**0 11**
Whitefish, dressed, broken cases	**0 11½**
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 50
Kippers, East, Nat., 40 count, per count	3 25
Fillets, 15-lb. boxes, per lb.	0 15
Salt Fish—	
Labrador Herring, 100 lb. bbls., per bbl.	6 00
Do., 20 lb. pails, pail	2 25

REDUCES OPERATING COSTS ONE-FIFTH

(Continued from page 126)

needs," he said, "but there is practically no waste with it, and it permits of a uniform thickness in slicing."

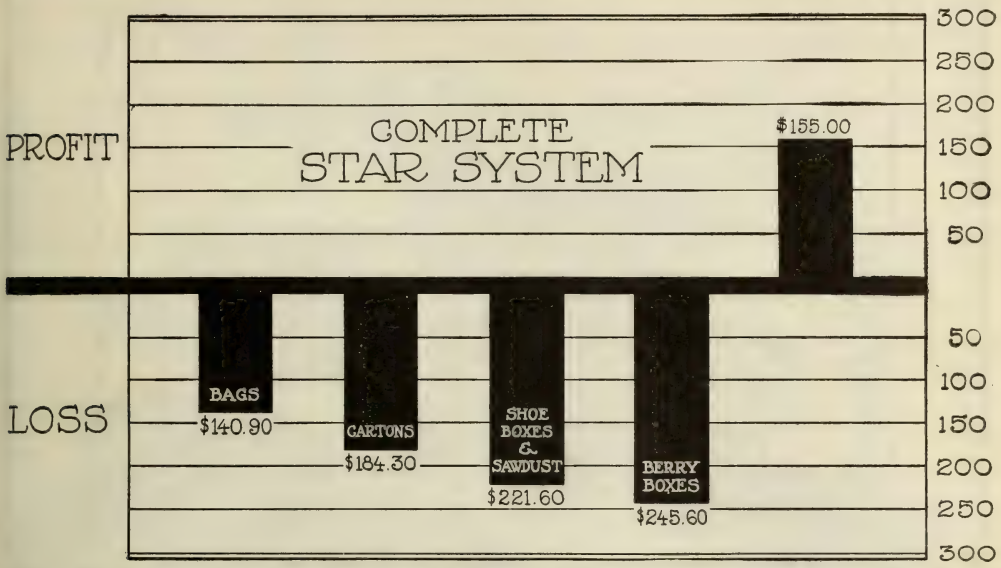
The grocery department is fitted throughout in oak, and at once impresses one with its attractiveness. Interior displays are well arranged, and here too, as well as in the meat section, equipment of the best type is installed. An electric coffee mill has increased the turnover in coffee, which is showing steadily higher figures from month to month.

Introduces New Lines

Every effort is put forth by the staff of this store to sell goods. Mr. Sanderson told the representative of Canadian Grocer that if new lines come on the market, and they sufficiently recommend themselves to him as reputable articles, he does not hesitate to get behind them and boost their sale. He aims to carry only goods of high quality, and believes that in doing so he is establishing a reputation for his store, the value of which cannot be underestimated.

A. H. Wetmore of St. John, of Puddington, Wetmore and Morrison, Limited, North Wharf, St. John, is president of the newly organized Canada Spice and Specialty Company. This company has taken over the spice and extract manufacturing business on Water Street, St. John, operated for more than sixty years by Dearborn and Company. The Dearborn products are being manufactured and sold by the new company, with Puddington, Wetmore and Morrison as the distributors.

PROFIT *and* LOSS *on* DELIVERING 10,000 DOZ. EGGS



The Star System for Safe Egg Handling Costs Grocer Less Than Nothing!

STUDY the chart above carefully. It is a simple but graphic presentation of what it means to be with and without the complete STAR SYSTEM for SAFE EGG HANDLING.

First, study the black blocks below the line. Do you use bags for delivering eggs? Then your loss is $140.90 on 10,000 dozen eggs; the loss with cartons is $184.30; shoe boxes and sawdust, $221.60; berry boxes, $245.60.

The user of STAR EGG CARRIERS and TRAYS on the other hand adds $155.00 to his profit in handling 10,000 eggs—more, if he grades and candles eggs with STAR equipment. Never a broken or cracked egg. Never a spoiled egg.

When you use bags, cartons, shoe boxes, berry boxes and the like, not only is your loss through breakage heavy and not only is the loss of time expensive, but such unsafe and inefficient methods cause dissatisfaction among your trade and loss of customers.

The figures in the chart are conservative both as to loss and profit. The grocer who uses the complete STAR SYSTEM not only prevents breakage and saves time, and not only does he please the customers he has, but, by building a reputation for efficient merchandising methods and for delivering eggs in unspoiled condition, he makes new friends for his store. The STAR SYSTEM leaves a trail of prestige for you wherever you deliver eggs.

Write, giving us the number of dozen eggs you deliver approximately each year, each month or each week, and we will show you in dollars and cents what you lose by not having the STAR SYSTEM and what your profit will be by having the STAR SYSTEM.

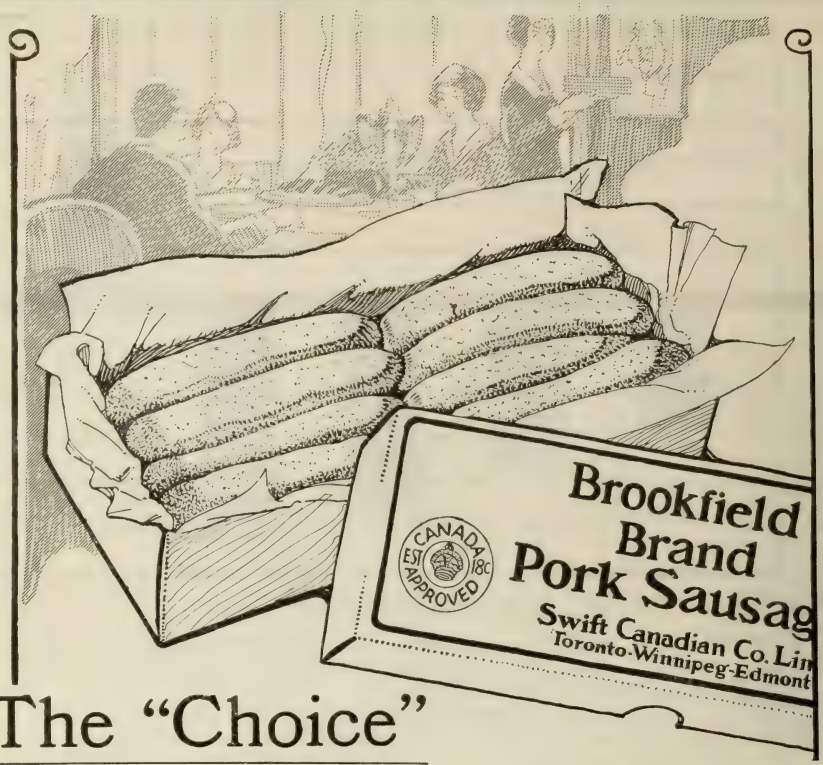
Write today, giving name of your jobber. Use coupon.

Star Egg Carrier and Tray Mfg. Co.
ROCHESTER, N.Y.

Star Egg Carrier and Tray Mfg. Co., Rochester, N.Y.

We deliver ..... dozen eggs per year—month—week—in bags—cartons—shoe boxes—berry boxes. How much do we lose?

Name ..... Address .....



The "Choice" of Your Customers

When you sell "Brookfield" Brand your customers come back for more. Brookfield gives you added profits in "Repeat Sales." For Brookfield is a pure pork sausage made entirely from choicest pork **only** with just the right spicing to give it its delicious flavor. Carefully prepared to conform to the Swift Standard of Excellence.

Brookfield Brand Pork Sausage

Swift Canadian Co.
Limited
Toronto Winnipeg Edmonton

Order from our Salesman or write us Direct.

SCHNEIDER'S COUNTRY PORK SAUSAGES

HAVE DOUBLED THE SAUSAGE SALE OF HUNDREDS OF LEADING GROCERS



Other popular winter sellers include:
Schneider's—
Square Pressed Ham
Jellied Corned Beef
Baked Meat Loaf
Guaranteed Bacon
Guaranteed Ham

SPECIAL ATTENTION TO MAIL ORDERS

Sixteen tempting varieties of delicious "Country Pork" Sausages.

Schneider's Country Pork Sausages possess an unusually fine flavor that is really different from the ordinary kind. They're made from pure pork meat only, and delicately seasoned in the incomparable "Schneider" way that has made each of the sixteen tempting varieties a real achievement in the art of sausage making.

If you would like to increase your sausage sales try Schneider's next time. They've more than doubled the profits of hundreds of leading grocers and they will do the same for you.

Write for our price list—it will please you.

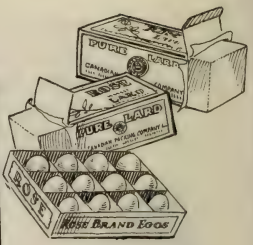
J. M. SCHNEIDER & SONS Limited

KITCHENER - - ONTARIO

ROSE BRAND







Speculation Versus Investment!

SPECULATING in customers' possible choice of food products is a risky business policy. If the customers' choice runs contrary to the dealer's, the latter is left with shelves full of unsaleable foods.

ROSE BRAND PRODUCTS are not a speculation but a first-class **investment.** Customers are influenced by three things: Firm-prestige, quality, and price. In all three ROSE BRAND PRODUCTS satisfy. Nearly 70 years of conscientious, skillfully directed effort backs them up, guaranteeing highest quality, not in **one** ham, **one** pail of lard, **one** pound of butter, but in **every** product bearing the ROSE BRAND—and the price is right.

Dealers who handle ROSE BRAND PRODUCTS are assured of our fullest co-operation; prompt and efficient supply service; attractive window display and store advertising; and the help of our own wide-spread publicity outside.

Specialize in ROSE BRAND PRODUCTS and your volume of business will increase.









Canadian Packing Co., Limited

Toronto -- Ontario

Packing Houses:	*Branches:*
Brantford	Fort William
Toronto	Sudbury
Peterboro	Sydney, N.S.
Montreal	Charlottetown, P.E.I.
Hull	Winnipeg, Man.

CPC

"A Sudden Loud Noise *and then*—dead silence"

From the May 1st issue of "Marketing," the well-known magazine of business published in Toronto, we quote from an article on advertising:

> *"Too often a firm makes up its mind to spend $5,000 on a big bang of an advertisement. It does so. There is a sudden loud noise and then—dead silence. Nothing much has happened."*

Our object in quoting this statement to the grocers of this country—a statement that might cause many a grocer to nod his head, look over certain slow-moving stocks and sigh—is merely to emphasize the Canadian Postum Cereal Company's Merchandising Policy.

Which is this:

Protection for every grocer who handles POST TOASTIES, GRAPE-NUTS, INSTANT POSTUM and POSTUM CEREAL by *absolutely guaranteeing* the sale of these products.

It is not a new policy.—Over 25 successful years stand back of it.

POST TOASTIES, GRAPE-NUTS, INSTANT POSTUM and POSTUM CEREAL advertising never "blows hot and cold." It's a steady, year-round schedule in the recognized media that reach *your* customers.

The slogan "There's A Reason" has as much significance to the alert grocer who specializes in and pushes the Postum Company's Line as it has to the millions of consumers who buy POST TOASTIES, GRAPE-NUTS, INSTANT POSTUM and POSTUM CEREAL.



Canadian Postum Cereal Company, Limited

45 Front St., E., Toronto

Factory: Windsor, Ontario



GUNNS EASIFIRST SHORTENING

AN HONEST trade name will sell a product," according to the shrewd philosophy of the successful dealer. EASIFIRST SHORTENING upholds the reputation that its name implies. Its PURITY, QUALITY and RELIABILITY keep it in constant demand.

Prepared under the supervision of Government Officials, as attested by the legend, "Canada Approved."

Gunns LIMITED

EGG BOXES

We have a quantity of Egg Boxes, which were printed for a firm who have since gone out of the egg business. We will cover the printing on these containers with paper and sell at reduced price.

They are a particularly opportune and attractive buy—for any grocer or jobber who desires to give his customers just a little better service—the prices are very attractive.

Please inquire, stating quantity required.

Automatic Paper Box Co., Ltd.
176-180 John St. Toronto

Make a good article, Advertise it, keep your promises, keep on Advertising, deliver the goods, keep on Advertising—and you will get the business.

HAMS

FEARMAN'S FAMOUS STAR BRAND

MILD CURE. *DELICIOUS FLAVOR.*

**Smoked, Boiled, Baked,
fresh for Roasting—Pickled
Boned and Tied
ready for Slicing**

Write, Wire or Phone Your Orders.

F. W. FEARMAN CO. LIMITED
Established 1854
HAMILTON - CANADA

The quality, we could not improve.

Our Fish is the best that nature provides, so we seek to improve our service, hoping that by so doing we can help the retailer to make the selling of fish more profitable to himself and an advertisement for his business.

Any suggestions that our friends in the trade can make which will help us to improve our service will be appreciated by us.

We aim to give the best service.

We already have the quality.

FRESH FISH

Halibut
Salmon
Lake Fish
Cod and Haddock
Lobsters

PREPARED FISH

Smoked Haddies
Fillets
Kippers
Salted Fish
Pickled Fish

Fresh Oyster in bulk and shell in season.

We make direct shipments from our Producing Branches.

LEONARD FISHERIES, LIMITED

PRODUCERS, PACKERS, CURERS AND DISTRIBUTORS

Branches:
Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.

4 Long Distance Telephones

Head Office--
Youville Square, MONTREAL

Branches:
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

T.W. Form 2 A

GREAT NORTH WESTERN
TELEGRAPH COMPANY

EXCLUSIVE CONNECTION WITH WESTERN UNION TELEGRAPH COMPANY

Z. A. LASH, PRESIDENT — GEO. D. PERRY, GENERAL MANAGER

Receiver's No.	Time Filed	Check
17	10.35 P.M.	Mt. - P

SEND the following message subject to the terms printed on the back hereof, which are hereby agreed to.

Nov. 3-1922

Retail Grocers
Across Canada

Do not buy other inported string beans or peas until you have seen "La Contadina" brand from the garden of Europe. They are the finest quality produced in the world. The most particular chefs in the finest hotels in Canada serve "La Contadina" brand. Be sure to see them before buying more expensive brands. Wire for samples immediately.

Amorose & Malagodi Co., Ltd.,
248 St. Paul Street West,
MONTREAL, P. Q.

CABLE SERVICE TO ALL THE WORLD

Winter Keeping Almeria Grapes
Now arriving

STRIPES BRAND GRAPE-FRUIT.
FLORIDA ORANGES.
NEW NUTS.
FIRST NEW TABLE RAISINS.

White & Company
Church St.
TORONTO

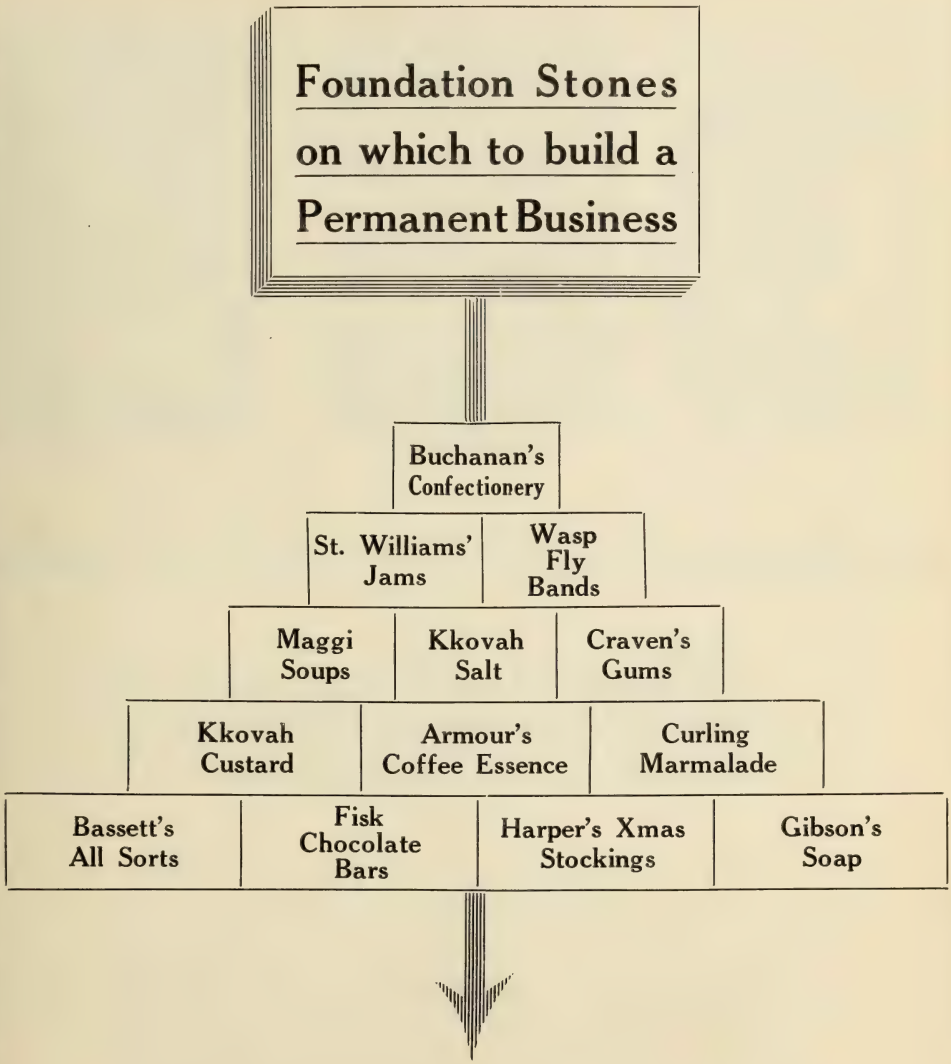
Telephone M. 6565

They Reach Out For Business

Retail grocers and department stores with grocery departments who arrange with their more important customers in nearby towns to call them by Long Distance on certain days for their weekly orders, find it highly satisfactory.

Use Long Distance!

Every Bell Telephone is a *Long Distance Station*



LANGLEY-HARRIS & COMPANY
LIMITED

Montreal TORONTO Winnipeg







A line-up of popular, fast selling "quality



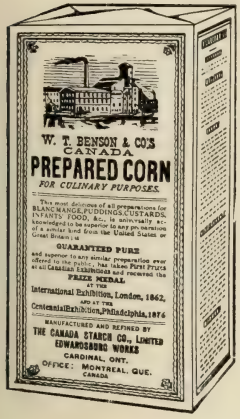
Crown Brand Syrup, the old reliable Corn Syrup, that has stood the test for many years and to-day is known in every home in Canada. Be sure you have a good stock of Crown Brand on hand.

Lily White Corn Syrup—the well, known white preserving syrup—improves your preserves and makes the best candy. Can also be used as a table syrup.

Lassies—a mixture of molasses and corn syrup, which imparts a flavor to cooking that every housewife desires for the family table. Lassies is growing in popularity—make sure you stock this popular brand.

Order from your Wholesaler

THE CANADA STARCH CO., LIMITED, MONTREAL







products" that have proven exceptional



Benson's Prepared Corn has long been admitted the best Corn Starch on the market—every housewife in Canada knows Benson's to be the best—filling every need where corn starch is required. Make sure to keep Benson's well displayed.

Mazola, the reliable cooking and Salad Oil, has won its way into every home in Canada for cooking purposes and salads—it has no equal. Advertised extensively in all parts of Canada. Be sure to include it in your stock.

Silver Gloss Starch—a staple article in every grocery store. This line sells at sight—always carry a good stock.

The above six products are all leaders in every grocery store, and are used by every household in Canada. The grocer has only to stock these lines—they sell themselves.

Order from your Wholesaler

THE CANADA STARCH CO., LIMITED, MONTREAL

Cable Address:
"SABROCO,"
all offices.

Sainsbury Bros. Ltd.

Brokers

Specialists in California and Oregon Products

Representing

CALIFORNIA PRUNE & APRICOT GROWERS
"Sunsweet Brand" Prunes and Apricots

CALIFORNIA WALNUT GROWERS
"Diamond Brand" Walnuts

CALIFORNIA ALMOND GROWERS
"Blue Diamond Brand" Almonds

CALIFORNIA LIMA BEAN GROWERS
"Seaside Brand" Lima Beans

E. Y. FOLEY, FRESNO, CALIFORNIA
"Shamrock Brand" Raisins

PEANUT GROWERS' EXCHANGE, NORFOLK, VIRGINIA
"Growers' Brand" Peanuts

HEAD OFFICE:
35 Front Street, East
TORONTO

Branches:

TORONTO MONTREAL WINNIPEG VANCOUVER ST. JOHN
SAN JOSE, CALIF. STOCKHOLM, SWEDEN

A PIECE OF TABLE-WARE

may be solid silver without the "sterling" stamp, the accepted "Hall Mark" of quality.

But you don't know.

A Bank might be honest and efficient without Government inspection.

But you don't know.

A business concern may be absolutely responsible without a commercial rating.

But you don't know.

A publication may have the circulation it claims without verification by the Audit Bureau of Circulations.

But you don't know.

Better be sure.

The circulation of Canadian Grocer is verified by the A.B.C. Canadian Grocer is the only exclusive grocery publication in Canada that will supply an A.B.C. Audit.



WHY NOT SELL MORE

REGAL

FREE RUNNING

TABLE SALT

THERE is every good reason why you should push **"Regal"** to the limit in preference to all other salts. It is without equal. Both the salt and the package are perfect. **"Regal"** is the very finest grain of the Famous Windsor Salt. It is the leading product of the most modern salt plant in Canada. It is favored by the consumer because it is positively pure and it positively will not cake.

The **"Regal"** package is moisture proof; keeps the salt in perfect condition. It has the "handy little spout."

"Regal" leads all its competitors, domestic and foreign, for quality — and it pays a really good profit.

ORDER MORE "REGAL"—SELL MORE "REGAL"—CANADA'S BEST

THE CANADIAN SALT CO., LTD.

Windsor - - Ontario



Their economy and deliciousness make them fast profitable sellers

Junket
MADE *with* MILK

Grocers from coast to coast are finding this dainty dessert an exceptionally profitable seller. The wide variety of wholesome, tempting dishes it makes for such small cost never fails to win steady repeats. Junket is put up in 10-tablet packages retailing at 15c. with an excellent profit.

JUNKET POWDER

This is Junket in powdered form. Just the thing for quickly made desserts. Retails at 15c with an excellent profit margin. Attractively packaged and comes in four different flavors. Include these two live sellers in your Fall and Christmas window displays.

Chr. Hansen's
Canadian Laboratory
Toronto - Canada

Selling Agents for Canada
LOGGIE, SONS & CO.,
32 FRONT ST. W., TORONTO



Do *your* customers go to Brown's?

"Go to Brown's, Marie. Black's don't carry Keepsweet Cream and Milk!"

Are you a Mr. Black? Is your competitor getting **your** customers' business because you've not yet stocked the new Keepsweet Table Cream and Milk?

Housewives **must** have cream and milk, and they are fast learning that it is far more convenient to order Keepsweet Table Cream and Milk direct from the grocer — than to depend altogether on the milkman.

Keepsweet Table Cream and Keepsweet Milk are nothing more nor less than pure, rich cream and milk sterilized by a scientific process so that it will keep sweet **as long as the can remains unopened.** After the can is opened, it should be poured into a pitcher and kept cold like ordinary milk or cream.



Try it First—Then—
You Can Honestly Recommend it!

Try Keepsweet yourself—then you can honestly recommend it to your customers. Then, too, you'll realize why Keepsweet is here to stay—what a long-felt want it fills—and how necessary it is that every housewife — every customer of yours — should have Keepsweet Cream and Milk always on hand.

Don't hesitate—

any longer. Send a trial order at once—to your wholesaler or to us direct. You will be creating a new source of business that will help your gross turnover.

DOMINION MILK CORPORATION Limited

Head Office : TORONTO, CANADA

Branches : Halifax, St. John, Montreal, North Bay, Port Arthur, Winnipeg, Vancouver, London, England.

This is a composite advertisement made up from several advertisements submitted by grocers, in our recent prize contest.

The winners in this contest will be announced in the November 17th issue.

Keepsweet Table Cream

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

FARLEY MYERS LTD.
Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

DO YOU APPRECIATE
The Saving of Freight Charges Gained Through Using Our Pool Car Service?
Security Cartage & Storage Co., Limited
Calgary ::: Canada

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg

G. B. Thompson & Co., Ltd.
Wholesale and Commission Brokers and Manufacturers' Agents
Established 1898
STORAGE, WAREHOUSE AND TRANSFER TRACK
149 Notre Dame Ave. East, Winnipeg

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
501 Confederation Life Bldg., Winnipeg
OFFICES:
St. John Montreal Toronto Vancouver

When Writing to Advertisers
Kindly Mention this Paper . .

WALTER WOODS, LIMITED

Alarm Tills
Aluminum Ware
Ash Sifters
Bag (Paper)
Bag Holders
Batteries
Bake Boards
Balls & Bats
Baskets
Brooms
Broom Stands
Brushes
Butter Plates
Butter tubs, boxes
Butter Ware
Butter Paper
Butcher Supplies
Burners & Wick
Blacking, all kinds
Black Lead
Blueing
Bon Ami
Buttons, Bachelor
Collar & Cuff
Cheese Cutters
Cheese Cabinets
Cheese Boxes
Can Openers
Candles
Clothes Lines
Clothes Pins
Clothes Horses
Carpet Felt
Churns
Corks
Croquet
Combs
Counter Chk. Bks.
Cotton Gloves
Clocks, Eight Day
Clocks, Alarm
Cutlery
Curtain Stretchers
Curtain Rods
Chalk
Clippers, Toilet
Cobblers' Sets
Corn Poppers
Cattle Chains
Cork Screws
Cuffs, Grass
Dusters, Feather
Door Mats
Dustbane
Egg Cases
Egg Carriers
Express Wagons
Electric Lamps
Electric Irons
Envelopes
Erasers
Eye Shields
Faucets, all kinds
Fishing Tackle
Fish Poles
Flags
Fly Paper & Pads
Floor Wax
Food Choppers
Fibre Ware
Fruit Jars
Fuse Plugs
Fountain Pens
Furniture Polishes
Garment Hangers
Goggles
Gas Mantles
Gillette's Lye
Halters
Hammocks
Hockey Sticks
Pucks
Handles, all kinds
Hose Reels
Hand Cleaners
Inks & Mucilage
Ironing Boards
Ice Cream supplies
Jar Rubbers, Rings
Julep Straws
Jugs & Crocks
Key Rings & Chains
Kiddie Kars
Leather Soles
Lemon Squeezers
Lamps & Chimneys
Lanterns & Globes
Lawn Mowers
Lawn Swings
Lunch Boxes
Laces, Shoe
Ladders
Looking Glasses
Lead Pencils
Liquid Veneer
Matches
Measures
Mops
Marbles & Allies
Molasses Pumps
Milk Bottles, Caps
Mouth Organs
Mendets
Metal Polishes
Nail Pullers
Nest Eggs
Oil Cans
Oyster Pails
O-Cedar Mops
Paper (all Kinds)
Paper Cutters
Pails (all Kinds)
Paper Napkins
Parcel Lifters
Potato Pounders
Paper Pie Plates
Pyrex Ware
Padlocks
Picture Wire
Pins and Needles
Playing Cards
Pin Tickets
Papetries
Peppers & Salts
Pipes & Pouches
Pencil Boxes
Pencil Sharpeners
Petroleum
Pistols, Toy
Razors
Razor Strops
Rope
Rolling Pins
Refrigerators
Sad Irons
Scoops
Scales
Slicers, Meat, Veg.
Silverware, Oneida
Sporting Goods
Show Cases
Snow Shovels
Steel Wool
Sweepers, Carpet
Vacuum & Electric
Soaps, Toilet & Laundry
Stationery
School Supplies
Sleighs
Screen Doors
Windows
Sweat Pads
Sapho Powder
Tacks
Tags
Tooth Picks
Towel Rollers
Traps, Mouse & Rat
Toilet Paper
Fixtures
Twines & Holders
Tubs (all kinds)
Trunks & Valises
Tumblers
Talcum Powder
Thermos Bottles
Tape, Cotton
Vinegar Pumps & Ele.
Violin Strings, etc.
Wash Boards
Whisks, Toy Brooms
Whips & Lashes
Washers & Wringers
Wire Cloth
Well Wheels
Watches
Wall Paper Cleaner
Weather Strip

GOLF GOODS ***Above are a Few of Our Lines. Catalogue Out Soon.*** ***GOLF GOODS***
HAMILTON WINNIPEG

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouses and Distributing
275-77-79 King St. West, Toronto
Centrally located. Railway Siding.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS



R. C. Blackburn & CO.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St. West
TORONTO

F. S. JARVIS & CO.
18 Toronto St. Toronto
MANUFACTURERS' AGENTS
Gelatines all Grades
Grocery Sundries

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St and Queen St. West,
TORONTO.

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 Wellington Street, East
TORONTO, CANADA

EASTERN CANADA

TELEPHONE MAIN 7143.
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves
Importers & Exporters Peas and Beans
Produits Alimentaires Food Products
17 ST. PAUL EAST MONTREAL.

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
GROCERY BROKERS
Manufacturers' Agents
11 St. Sacrament St., Montreal.

TIPPET & CO, LIMITED.
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581.

C. E. CREIGHTON & SON
Wholesale Grocery Brokers
Manufacturers' and Millers' Agents
57 Upper Water St., Halifax, N.S.
Storage space available.

This Space is Yours for $2.20 on Yearly Order

"EXTRA VIERGE"
"EXTRA SURFINE"
In bottles and in tin cans, **Imperial measures.** The right quality for Olive Oil Importers and Wholesalers.

PROVENCE OLIVE OIL
HILAIRE FABRE, PERE & FILS
Salon de Provence, France
For quotations C.I.F. apply to
ERNEST LEGARE
138 St. Peter Street, Quebec.
Representative for Canada.

Guaranteed chemically pure and virgin. Perfectly clear and filtered.
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Holds any size tape up to three inches or any number of smaller rolls with a total width of three inches.

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Simple and durable—Easy to operate—Neat in appearance—Sanitary—Thousands in use.

"PERRY TAPE FOR PERFECT PARCELS"

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Dundee - Scotland

Crosse and Blackwell (Canada), Ltd., 321 King St. E., Toronto.

Your customers are looking for this handy opener for ANCHOR sealed containers

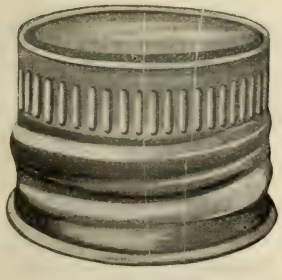




Anchor openers are packed in handsome display cartons each containing three dozen openers in individual containers. These cartons cost you $1.20 net and you sell each opener for 5c. which gives you a profit of 60c. on each carton. Retail Grocers should order this useful article at once. A quick turn over.

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improve the container--protect the contents





Leading Packers of Foodstuffs the world over have found in Anchor Caps the ideal solution to all their closure problems. Not only do they guarantee absolute security and perfect protection, but their attractive design harmonizes with the lines of the container and greatly improves its appearance. Anchor Caps are developed in three artistic designs. For safety's sake pack your production under Anchor Seals. Then you'll never have to make excuses.

Anchor Cap & Closure Corporation

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Latest Editorial Market News



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At a Reasonable Price
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-- OF CANADA, LTD. --
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It is reported that the new crop of Chile lentils will be rather late this year owing to some unusually heavy rains in the growing districts all through September and the early part of October. Owing to this wet weather it is not expected that the crop will be of as good size and quality as the past one. The first shipments from Chile will probably be made early in 1923.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
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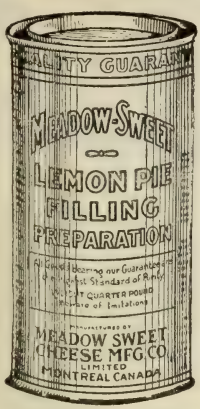
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Lemon Chocolate Vanilla

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For the Grocery Dept.

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On July 28 last, sugar on the Toronto market was $7.84. At the end of September it had gone down to $7.09, making a drop of 75c per cwt. On 100 sacks that would mean a loss of $75.00. Followers of Canadian Grocer market reports did not have this loss because they were kept in touch with conditions and were **warned in time.** Send for a sample copy to-day.

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They yield a good profit. They are sure to please the most particular customer and their dainty and attractive packing lends them selling power.



May we suggest that it will be profitable to feature early

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CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXVI. TORONTO, NOVEMBER 3, 1922 No. 44

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Cable Addresses: Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1886.

CANADIAN GROCER

B. T. HUSTON, Manager.
J. L. WYCKOFF, Editor.
P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.

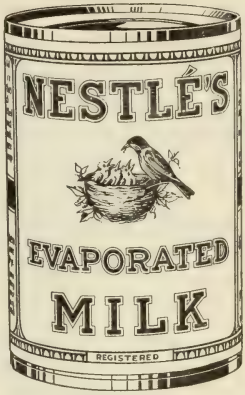
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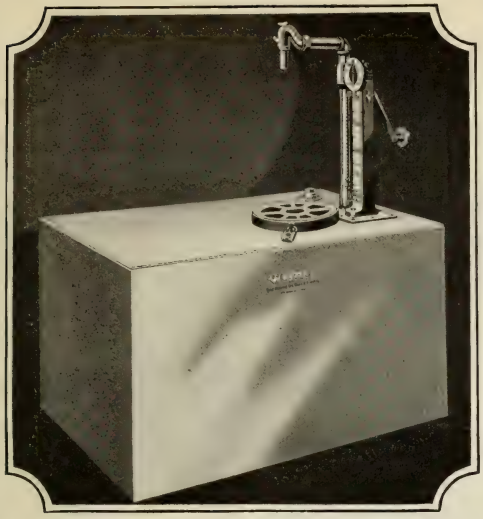
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Increasing Turnover on Kerosene Business

You know the importance of turnover in the retailing of merchandise. You know that stock can be sold on a very narrow margin provided the turnover is great enough.

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123 Adelaide St., W. Toronto, Ont.

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ESTABLISHED 1870

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all size tins
with bones and boneless

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in Litres, ½ Litres and ¼ Litres
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⅛, ¼, ½ and bottles

ARTICHOKES BOTTOMS
in tins and glass

A McCaskey System—

at Clearance Prices—
Rebuilt and exchanged Registers—

These Registers Are Not New

Sold on Monthly Payment Plan



The Full List of Supplies Are Furnished Free—Same as with a New System

Leaves Are Removable to Put in Safe at Night

McCaskey System—Oak Cabinet Style

TO CLEAR the Rebuilt and Exchanged Oak Cabinet Registers before January 1 we are offering these at very low prices.

The Oak Cabinet Registers are no longer carried as a standard style—but we have a few for quick sale both Rebuilt and Second Hand —this type of Register was for years our leader, but the steel cabinets have superseded them.

Note the Description, Size and Price

REBUILT—The Registers that are rebuilt have entirely New Leaves. The cabinet has been in use—but is refinished and put in perfect condition.

All Supplies furnished free with the system.

No other sizes on hand.

130 Accounts	$110.00
170 Accounts	135.00
230 Accounts	175.00

EXCHANGED (Second Hand)—These Registers are not new—nor are the leaves new—but they are in first-class shape in every way, and carry full supplies free.

They are great value for the price.

No other sizes on hand.

130 Accounts	$82.50
170 Accounts	94.00
230 Accounts	112.50
320 Accounts	208.00

TERMS OF SALE—$30 CASH WITH ORDER—BALANCE IN 12 EQUAL MONTHLY PAYMENTS—OR $30 CASH WITH ORDER AND 5% OFF 30 DAYS

COUNTER CHECK BOOKS FOR EVERY PURPOSE—ASK US FOR SAMPLES AND PRICES

McCASKEY SYSTEMS LIMITED, GALT, Ontario

QUALITY WINS

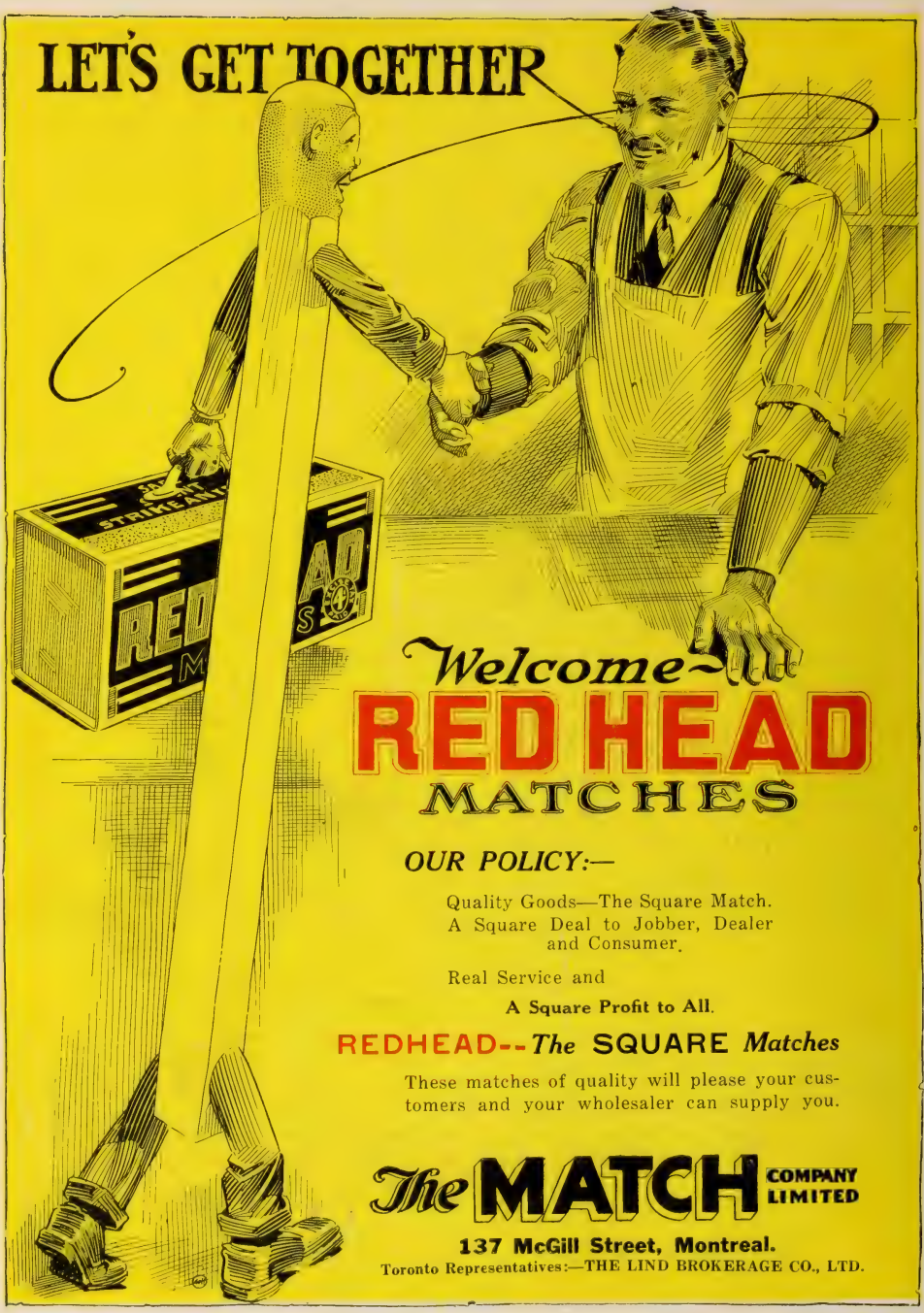


CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET - - TORONTO, ONT.

LET'S GET TOGETHER



Welcome

RED HEAD MATCHES

OUR POLICY:—

Quality Goods—The Square Match.
A Square Deal to Jobber, Dealer and Consumer.

Real Service and

A Square Profit to All.

REDHEAD--*The* SQUARE *Matches*

These matches of quality will please your customers and your wholesaler can supply you.

The MATCH COMPANY LIMITED

137 McGill Street, Montreal.

Toronto Representatives:—THE LIND BROKERAGE CO., LTD.

FEATURING OYSTERS

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

The Largest Circulation of any Trade Paper in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., NOVEMBER 10, 1922 No. 45

CERTIFIED

OYSTERS

Sealshipt

FRESH PURE

When you buy oysters—buy the brand of the Producer. The Producer controls his supply, and his brand guarantees to both dealer and consumer a high standard of quality and condition. The difference in the assurance of the Producer's brand as compared with the local private brand is a matter of contrast.

"Sealshipt" is the Producer's Brand

CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET - - TORONTO, ONT.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of Report will be sent on request to anyone interested.

BUSINESS BOOSTERS

Printed Balloons in Assorted Colors



Advertising Which Brings Quick Results

These Balloons attract the Children, please the Parents and so Boost Business.

They are supplied in equal quantities in two shapes, Round and Airship. The Round inflate to 30 in. in circumference and the Airship to 11 in. in circumference and 18 in. in length.

"Business Boosters" can, if desired, be supplied in individual transparent envelopes printed with a picture of Santa Claus.

We will print the "Boosters" with your own name, business and address, at the following prices, mailing them *post paid* to any part of Canada.

		Without Envelopes	With Envelopes
250	"Boosters"	$10.00	$11.00
500	"	18.00	19.80
1000	"	35.00	38.50

Just mark "X" opposite the quantity and packing you wish us to ship—tear out this page and return it to us or else to your nearest jobber.

Name .....
Business or
Street Address .....
City .....

Three lines only, not exceeding 20 letters each, can be printed

JOBBERS WRITE FOR TERMS

Evans & Co., Limited, 247 St. Paul St. W., Montreal

Sole Canadian Agents for Mohican Rubber Company

Western Agencies

Manitoba, Alberta and Saskatchewan—F. D. Cockburn Co., 149 Notre Dame Ave. E., Winnipeg.

British Columbia—Intercolonial Agencies, Ltd., 744 Hastings St. West, Vancouver.

Oysters

OUR PRICE

No. 1 Package - $3.25

No. 3 Package - 9.25
(Approx. ten quarts)

No. 5 Package - 15.00
(Approx. 16 2-3 qts.)

JARS Per Doz. - 4.60

JARS Two Doz. - 9.00



BEACON BRAND

For the best oysters that mature experience can produce or money can buy. Moreover, the "Beacon" Jar is the most attractive in appearance on the market to-day.

THE F. T. JAMES COMPANY, LIMITED

FISH FOOD SPECIALISTS

TORONTO



The Name

McCormick's name and McCormick's fame, as makers of crisp, toothsome soda biscuits, have been broadcasted throughout Canada for years. Our national advertising has always been consistent and hard-hitting—the kind that creates sales for you.

McCormick Mfg. Co. Limited, London, Canada

Branches at:

MONTREAL, OTTAWA, HAMILTON, KINGSTON, WINNIPEG, CALGARY, PORT ARTHUR, ST. JOHN, N.B., VANCOUVER, EDMONTON, HALIFAX.

MACDONALD'S



The Tobacco with a heart

GOOD NAME

The quality of the good name is stamped all over Macdonald products.

This **good name** quality is a dealer asset. It adds a value above that of ordinary merchandise to every Macdonald product in your stock. "Since the Fifties," the Canadian dealer has benefited through Macdonald association.

To-day the Macdonald good name value is greater than ever. It is identified not only with the great old-line Macdonald products, but with such a sterling cigarette attraction as British Consols—the most satisfactory Macdonald creation ever known.

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ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouses and Distributing
275-77-79 King St. West, Toronto
Centrally located. Railway Siding.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

This Space is Yours for $2.20 on Yearly Order

EGG BOXES

We have a quantity of Egg Boxes, which were printed for a firm who have since gone out of the egg business. We will cover the printing on these containers with paper and sell at reduced price.

They are a particularly opportune and attractive buy—for any grocer or jobber who desires to give his customers just a little better service—the prices are very attractive.

Please inquire, stating quantity required.

Automatic Paper Box Co., Ltd.
176-180 John St. Toronto



OAKEY'S
"Wellington"
KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.
Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermot Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

Kolacafé REG'D
Coffee as you like it
If your Wholesale Grocer cannot supply you, write:
Agent for Ontario:—George G. Yorke, Wholesale Grocery Broker, 170 Portland St., Toronto.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD WINNIPEG OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.

Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON

Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.

Head Office: Winnipeg

Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Insurance 30c.

BANKERS OF MERCHANDISE — Boulton's STORAGE — DISTRIBUTION AND WAREHOUSING

Controlled by the City Dray Co., Limited.
230 PRINCESS STREET WINNIPEG

Trackage
Team & Motor
Delivery Service



250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Todville Co. Ltd.

7

READERS OF CANADIAN GROCER

Please write to our Editor at any time regarding any matter upon which you wish information.

The Editor,
CANADIAN GROCER,
153 University Ave.,
Toronto, Ont.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143.
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs — Importers & Exporters
Pois et Feves — Peas and Beans
Produits Alimentaires — Food Products
17 ST. PAUL EAST MONTREAL.

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
GROCERY BROKERS
Manufacturers' Agents
11 St. Sacrament St., Montreal.

TIPPET & CO, LIMITED.
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581.

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods
116 St. Nicholas Bldg.
Montreal
OFFICES:
Vancouver Winnipeg St. John Toronto

When Answering Advertisements Mention Canadian Grocer

ORDER NOW  BY NAME

STICKNEY & POOR'S

Sage, Savory, Marjoram and Thyme

STANDARD SEASONINGS

with an all-year-round demand

The housewife knows that standard goods can be relied upon.

You will find it profitable to have them all on your shelves.

Order now—and be sure to specify Stickney & Poor's.

Your Co-operating Servant,
"MUSTARDPOT."

STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

Can YOU Say This For YOUR Refrigerator Equipment???

Read what Mr. F. S. Onn, 143 King St., London, Ont., says:—



"I am entirely pleased with my 12 ft. long **Eureka Freezer Counter Case,** model No. 116, that I bought from you in August 1921. It has now been in use for fourteen months and is satisfactory in every respect.

"One remarkable thing I find in this Counter is the way it keeps my butter; for I have no difficulty whatever in keeping butter when necessary, for three weeks in the very choicest condition, and always properly displayed under sanitary conditions.

"The result is that proper displaying of goods in my counter attracts sales and I find the Eureka Freezer Counter Case to be efficient, economical and satisfactory in every way."

Doesn't This Tell you Something?

We have hundreds of testimonials such as above from satisfied customers. Why not join their ranks by equipping your store with Eureka Refrigerator Equipment.

Write for free illustrated literature and prices.

Eureka Refrigerator Co., Ltd.
Head Office and Factory : Owen Sound, Ontario

When Writing Advertisers Please Mention CANADIAN GROCER

CEREBOS PRODUCTS

CEREBOS FINE TABLE SALT IN POURER CARTONS.
CEREBOS CUSTARD.
CEREBOS BLANC MANGE.
CEREBOS JELLY CRYSTALS.

BISTO THE GRAVY MAKER.
CEREBOS HEALTH SALINE.
CEREBOS BAKING POWDER.
CEREBOS PEPPER.
KELTO GRAVY SALT.



CEREBOS SALT is a world-renowned product, absolutely pure, all moisture extracted, and put up in convenient "pourer" cartons.

BISTO is the only complete gravy maker and is a product that once tried is always used. You will build a continuing business from an initial sale.

All Cerebos Products are of the highest standard quality.



MANUFACTURED BY

CEREBOS LIMITED

at GREATHAM, ENGLAND

and used the world over.

Offices at: LONDON, Eng. PARIS, France SYDNEY, Aust. and at 159 ADELAIDE STREET EAST, TORONTO

"What kind of jelly powder, madame?"
"PURE GOLD, please"

Pure Gold Jelly is so well known to many thousands of people that it is almost second nature for them to ask for it. Pure Gold has for many years been the favorite in families where quality is important. To offer a substitute would be little short of an offence to these people's sense of goodness.

Have You a plentiful stock of Pure Gold products on hand?



PURE GOLD MFG. CO. LTD.

Toronto Winnipeg Halifax



SATISFACTION

Leaving a trail—

The dealer who stocks DOMINION MATCHES knows full peace of mind —No danger, No complaints.

--Good Profits!

They leave a trail of satisfaction

Manufactured by THE DOMINION MATCH Co., Limited, Deseronto, Ont.

DOMINION MATCHES



"Have you heard about the new system *of* selling Eggs by Grade?"

"I WAS down at the grocery store to-day, and Mr. Williams told me he is selling eggs according to grade now."

"What does that mean? According to size, or age, or what?"

"Well, it means both. The Government has established standard Canadian grades for eggs, and up-to-date stores sell eggs marked 'specials,' 'extras,' 'firsts' or 'seconds.' The largest, freshest, nicest eggs are the 'specials,' the next are the 'extras,' and so on down."

"I think that's a splendid idea. Why, when you buy a dozen eggs now, you'll know what you are really getting. Many a time I have bought so-called fresh eggs, and thrown out about half of them."

"So have I, Mrs. Smith. But now, Mr. Williams says, all his eggs are graded. They have a way of holding them up in front of an electric light, which makes the interior of the egg visible. You can tell exactly the quality of the egg and the grade to which it belongs."

"Oh, I think that will be a wonderful improvement! Think of getting eggs of the quality you pay for."

"Yes, you can buy 'specials' or 'extras' for boiling, and 'firsts' or 'seconds' for other cooking purposes. You won't have to pay as much for the cooking eggs, of course, and you'll be sure the boiling eggs are every one of good quality."

"Isn't that splendid! I'm going to ask our grocer for graded eggs after this. We'll use eggs more freely now."

Dominion Live Stock Branch
Department of Agriculture
Ottawa



Some Good Recipes for Dainty, Appetizing Dishes, Based on Eggs

SCALLOPED EGGS

3 Hard-boiled eggs.
1 Pint of white sauce.
¾ Cup chopped cold meat.
¾ Cup buttered cracker crumbs.

Chop eggs finely. Sprinkle bottom of a buttered baking dish with crumbs, cover with one-half the eggs with sauce, and then sauce with meat. Repeat. Cover with remaining crumbs. Bake on centre grate of oven until crumbs are brown. Ham is best, but chicken, veal or fish may be used.

CURRIED EGGS

3 Hard-boiled eggs.
2 Tbsps. butter.
2 Tbsps. flour.
¼ Tsp. salt.
¼ Tsp. Curry powder.
⅛ Tsp. pepper.
1 Cup hot milk.

Melt butter, add flour and seasonings and gradually pour in hot milk. Cut eggs in eighths lengthwise and reheat in sauce.

An Egg A Day

55

GRADED-SPECIALS, EXTRAS, FIRSTS OR SECONDS

SHOW CASES



MAKE YOUR STORE MODERN

Without tearing out present counters

You can give your store the modern appearance you want it to have—without the expense of new counters. Kleer Vue All Glass Display Systems sit right on your present counters—give you the finest kind of display—vastly improve the appearance of your store.

Kleer Vue Display Systems positively increase sales. Let our representative explain the latest types of showcases, silent salesmen and other display systems—help you select the one most suited to your needs.

Kleer Vue
PATENTED

All-Glass Display Cases

TORONTO PLATE GLASS IMPORTING CO. LIMITED
91 DON ROADWAY, TORONTO, ONT.
Modern Showcases and Display Systems of Every Description.

The Leading Line in Patents

BEECHAM'S PILLS

The Largest Sale of any Proprietary Medicine in the World

The Proprietor of Beecham's Pills begs to notify the Retail Trade of Canada that in consequence of the liberal advertising which is appearing in the press throughout the Dominion and the fact that Beecham's Pills are so well known and valued by the residents who have come from the British Isles, the demand is rapidly increasing and retailers are recommended to purchase Beecham's Pills in larger quantities and obtain the advantage of a better price.

In boxes, 25c and 50c.

Prepared by the Proprietor, THOMAS BEECHAM, St. Helens, England

HAROLD F. RITCHIE & CO., LTD., Sole Agents, Toronto, Ont. Canada

Fish & Oysters

Haddies
Fillets
Kippers

Oysters in No. 3 and No. 5 cans
Oysters in glass jars
Oysters in shell

Fresh, Frozen, Salted and Smoked Fish

LEONARD BRAND MEANS QUALITY

If your dealer cannot supply you order direct from

LEONARD FISHERIES, LIMITED

PRODUCERS, PACKERS, CURERS AND DISTRIBUTORS

Branches:
Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.

4 Long Distance Telephones
Head Office--
Youville Square, MONTREAL

Branches:
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

BEAVER BRAND
Chicken—Chicken Soup

Order your requirements now for delivery at your option between November 15th and February 1st.

Beaver Brand Chicken, 1 lb. talls, 4 doz. each.

Beaver Brand Chicken, ½ lb. flats, 8 doz. each (boneless).

Beaver Brand Chicken Soup, 1 lb. talls, 4 doz. each.

Quality guaranteed. Prices and samples on application.

J. W. WINDSOR
LIMITED
Montreal, Canada

Arrived this week by
S.S. Canadian Aviator and Holbrook

Bertrand's

French Alimentary Paste, Macaroni, Vermicelli, Spaghetti, Alphabets, Coquilles, Noodles, also Alsatian Egg Noodles in 1 lb. packets.

French Castile Soap La Grappe d'or 72% in bars, squares and cakes.

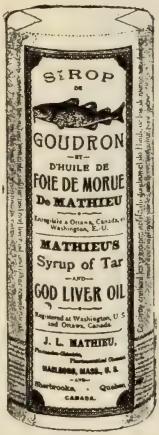
Hermant's Mushrooms

all qualities, in tins and bottles.

Sole Agents for Canada

Henri Jonas & Co.
Montreal

MATHIEU'S



Syrup of Tar and Cod Liver Oil Leads the field for Quality

"Mathieu's" is free from injurious or habit-forming drugs.

It is a sure relief for colds and an excellent tonic.

Its nationally established reputation is a sufficient recommendation in itself.

It will pay you to feature this line.

J. L. MATHIEU COMPANY

SHERBROOKE, P. Q.

Fine, Medium Granulated
100 lb. white duck bags.
2 & 5 lb. cartons.

Cut Loaf
Tea Blocks
Boxes 25 & 50 lbs.

Powdered
Boxes 25 & 50 lbs.

Icing
Barrels, Boxes 25 & 50 lbs.
Cartons 50 x 1

Exceptionally Choice Yellows
Light
Bright
Brown

For Every Sweetening Purpose

ROYAL ACADIA SUGAR

Every grain Pure Cane

Acadia Sugar Refining Co., Ltd.
MONTREAL HALIFAX



Sales Increase Weekly

"I'm forwarding photo of window display of your tea and coffee, which I am always pleased to do to help the sales of the **best lines of goods** on the market," writes Mr. H. Cook, of Mark Clavet Dobie, Ltd., Port Arthur, Ont.

"Especially the RED ROSE ORANGE PEKOE TEA! I find that our sales are increasing weekly of that line of tea. I don't think there is any other kind of tea that can beat RED ROSE ORANGE PEKOE for price and flavour. And I also find the more an article is put before the public in a window and stand display it finds a bigger market."

T. H. ESTABROOKS CO., LIMITED

St. John, N.B., Montreal, Toronto, Winnipeg, Calgary.

For "Quality"



Customer Insurance

You can buy no better customer insurance than these Quality Matches will mean to you—and the profit is greater than most grocery items pay.

THE CANADIAN MATCH CO., LTD.
TORONTO MONTREAL WINNIPEG

ARE YOU PROTECTED?

If, for any unforseen reason the price of Tea should go tumbling to away below your purchase price, have you considered that your stock on hand, with the exception of Salada, would have to be sold at a loss on every pound.

REMEMBER the drop in November, 1921, when the Salada Tea Company took back every pound of "SALADA" sold at the higher price, and in replacing stocks, credited the reduction to the grocer.

PROFIT by this actual proof of our good faith. Recommend and sell more "SALADA" Tea to your customers. It is the finest Quality, has the most delicious Flavor and yields you a Substantial PROFIT.

"SALADA"

YOU ARE GUARANTEED AGAINST LOSS

CANADIAN GROCER

Vol. XXXVI TORONTO, NOVEMBER 10, 1922 No. 45

Little Difference in These Prices

Selling to the Consumer at So-called "Wholesale Prices" Proves Upon Investigation to be More or Less a Myth—Sample Bros., Kerrobert, Sask., Use Advertising Space in Town Paper to Compare Prices

SELLING groceries at wholesale prices to the consumer appears to be still a favorite get rich scheme with a certain class of citizens. Such firms operating on this plan pop up from time to time in various parts of the country. They advertise to the consumer using the daily press and also house to house canvass, claiming that they can supply groceries at "wholesale prices, eliminating the middleman, thus saving the consumer a vast amount of money." They endeavor to get the confidence of the public by appealing to their thrift and leading them to believe that the grocer is a profiteer, charging them a price for their table necessities that is out of all proportion with the wholesale cost.

Another scheme to get the interest of the public, is to take certain well-known branded articles, cut the price below manufacturers' costs and make up the difference on bulk goods or lines which the public are not so familiar with.

At Wholesale Prices

In order to finance the scheme, some concerns sell stock in the business to the public and to stimulate these sales, they give the buyer the privilege of buying their groceries at "wholesale prices." Needless to say there are always some persons only too willing to fall for any scheme which will give them the privilege of "wholesale prices."

The concerns operating such schemes, as a rule do not continue in business for any length of time, but nevertheless during the period they operate, they are very disturbing to the retail trade. They demoralize business to a certain extent, creating some distrust and leading certain people to believe that perhaps after all there might be something in the talk that is often heard on the street that the retail grocer is the reason why foodstuffs are not cheaper in price.

Compare the Invoices

Just how to meet this unfair competition has been a problem faced by many retail grocers. Sample Bros., Kerrobert,

(Continued on next page)

Sample Bros. Store News

Facts and Figures Speak Louder Than Words

FOR SOME TIME PAST WE HAVE BEEN ENDEAVORING TO PROCURE A REPRESENTATIVE INVOICE OF GROCERIES SUPPLIED BY A FIRM, WHICH POSES AS A WHOLESALE HOUSE, SELLING AT WHOLESALE PRICES, DIRECT TO THE CONSUMER. — IN JUNE WE SECURED SUCH AN INVOICE, A COPY OF WHICH APPEARS BELOW (WE CAN PRODUCE THE ORIGINAL.)

As this firm specifies two or three items as "Choice" and a few others as "Pure", we are willing to assume, for price comparison, that the other items are also first class. Alongside of this copy of invoice is our bill, all first class goods, a. our regular prices on the same date, any one item at a time for your comparison.

He Saved Something, Didn't He? --84c

Given this order under the same conditions we could have saved this man $11.75, and what we made would have been spent in his own district, to make it a better place in which to live and do business Next time you want to do business in this manner, give us a chance! You will profit as much as we do.

SAMPLE BROTHERS
KERROBERT SASK.

John Blank
Kerrobert, Sask.

10 lbs. Victor Blend Bean Coffee	$6.90
10 lbs. India Ceylon Tea	$6.00
2½ lbs. Shredded Cocoanut, Sckepps	$1.00
5 lbs. Tin Gold Standard Baking Powder	$1.35
2 lbs. Baking Soda, Pure, in Bulk	.20
16 oz. Bottle Vanilla Extract, Gold Standard	$1.35
16 oz. Bottle Lemon Extract, Gold Standard	$1.35
10 lbs. Tin Tomato Catsup, Okanagan Brand	.95
2 Cases Choice Tomatoes, No-Vary	$10.50
2 Cases Choice Corn, No-Vary	$9.50
1 Case Choice Pumpkin, No-Vary	$6.25
12 Tins Choice Cherries, Heavy Syrup, Tip-Top Brand	4.20
12 Tins Choice Peaches, " Del Monte Brand	$4.20
12 Tins Choice Pears, " No-Vary Brand	$4.20
12 Tins Choice Lombard Plums " No-Vary Brand	$3.60
12 Tins Ch. Green Gage Plums " No-Vary Brand	$3.60
12 Tins Ch. Raspberries " Regal City Brand	$4.80
12 Tins Choice Pineapple, Del Monte Brand	$4.20
2 doz Tins Red Salmon, No-Vary Brand	$9.00
4 doz. Tins Brunswick Sardines	$3.50
10¼—4 lb Tins (42 lbs.) Pure Raspberry Jam	$10.50
10½—4 lb (42 lbs.) Pure Orange Marmalade	$8.40
3—4 lb Tins (12 lbs.) Pure Pineapple Marmalade	$3.75
2 doz. Jelly Powders, No-Vary Brand, any flavors	$2.40
6 lb. Pail Monermeat. (We did not have these two items.)	
10 lb. Tin Cooking Molasses	$1.05
10 lb. Tin Pure Canadian Honey	$2.65
12½ lbs. Box of Seedless Raisins	$3.15
10 lbs. Box of Fancy Pears	$3.60
10 lbs. Box of Fancy Yellow Peaches	$2.65
10 lbs. Box Prunes, 50 60,	$1.65
12½ lbs. Pkts. Evaporated Loganberries,	$4.00
½ Case Dill Pickles, Libby's,	$4.00
10 lbs. Fancy Eastern Beans	$1.00
5 lbs. Pearl Tapioca	.60
20 lb. Pail Lard, Swift's	$4.75
14 lbs. Box Fresh Sodas, N. W.	$2.00
50 lb. Box Naphtha Soap, Royal Crown	$3.25
2 doz. Bars Hand Pumice Soap, Faltbanks,	$2.40
100 lbs. Granulated Sugar, Pure Cane,	$8.50
TOTAL	$152.95

NO FREIGHT TO PAY

To-Day's Prices show changes on a few of the above items, some less—some more.

——LIMITED
WINNIPEG——

John Blank,
Kerrobert, SASK.
DRAFT and BILL of LADING at UNION.

10 lb. H M No. 105 Whole Coffee	$5.00
10 " H M No. 787 Tea	$6.00
2½ " Cocoanut	$1.20
5 " Tin K. F. Baking Powder	$1.00
2 " Baking Soda	.14
16 oz. Bottle H M Vanilla Extract D. S	$2.06
16 oz. Bottle H M Lemon Extract D. S.	$2.06
10 lbs. Tin Tomato Catsup	$1.36
2 cs. Choice Tomatoes,	$9.06
2 cs. Choice Corn	$7.70
1 cs. Pumpkin	$4.40
12 Tins Caldwell's Cherries	$3.25
12 Tins Caldwell's Peaches,	$3.25
12 Tins Caldwell's Pears	$2.75
12 Tins Lombard Plums	$2.40
12 Tins Green gage Plums	$2.76
12 Tins Raspberries	$4.50
12 Tins Roman Gold Pineapple	$3.95
2 doz. Tins Alaska Red Salmon	$8.60
4 doz. Tins Brunswick Sardines	$3.20
6-7 lb. Tins Pure Raspberry Jam	$10.60
6 7 lb. Tins Pure Orange Marmalade	$4.95
3 4 lb. Tins Pure pineapple marmalade	$3.00
2 doz Pkts McLaren's Jelly pdrs, 6 strawberry, 6 raspberry, 6 orange, 6 pineapple,	$2.30
2 10 lb. Tins Pure Maple Syrup " "	
10 10 lb. Tins Cooking Molasses	$1.05
10 10 lb. Tins Pure Canadian Honey	$2.50
12½ lb. Box Thompson's Seedless Raisins	$3.00
10 lb. Box Fancy Pears, (See Note)	$4.00
10 lb. Box Fancy Yellow Peaches	$2.50
10 lb. Box 50 60 Prunes	$2.10
12½ lb. Pkts. Evaporated Loganberries	$3.40
½ gas. Dill Pickles	$3.60
10 lb. Bag Fancy Eastern Beans	$1.10
5 lb. Bag Tapioca	.60
20 lb. Pail Lard	$4.40
14 lb. Box Patterson's Sodas	$2.00
50 lb. Box Naphta Soap	$3.60
2 doz. Bars Hand Pumice Soap	$2.80
100 lb. Bag Granulated Sugar,	$7.66
Freight as per C.P.R. bill (less 25 lbs. for meat+syrup)	$11.15
TOTAL	$152.11

"It Pays to Pay CASH at Sample Brothers"

The above is a reproduction of an advertisement, eleven by sixteen inches in size, which recently appeared in a daily newspaper. It shows how Sample Bros., Kerrobert, Sask., are competing with firms offering goods at "wholesale prices direct to the consumer."

Says Manufacturers Partly to Blame

President A. Langlois of the Wholesale Grocers' Guild, Quebec City, Declares That Offers of Free Goods Encourage Price Cutting—Will Not Allow Special Commissions to Travellers—Thinks Travellers Should be Paid on Salary Basis

QUEBEC (Special).—Various attempts have been made to state a cause for the price cutting that has brought so much trouble and petty strife into the wholesale grocery trade in recent months. Some attribute its over-emphasis to "turnover."

Encouraged by Manufacturers

A. Langlois, director and general manager of Langlois Paradais, wholesale grocers of Quebec City and President of the Wholesale Grocers' Guild of that city, expressed the opinion to a Canadian Grocer representative that some of the blame at least rests upon the manufacturers. It is his claim that manufacturers have not taken what steps they might to curb the practice and that on the other hand many manufacturers have adopted methods which have tended to encourage price cutting.

Free Goods Offered

"In the first place free goods offers, while they do not hurt directly the wholesale or retail trade, are bad. Virtually it means price cutting," said Mr. Langlois. "When one manufacturer makes such an offer a competitor in the same line must adopt a similar policy. The result is that the price on the line is temporarily cut. If a retail grocer can buy five cases of goods for the price of four, then the real price of goods is reduced and there the trouble generally starts. The influence, to say the least, is bad. Neither the wholesaler nor the retailer can have confidence in the condition of the market. The retailer never knows when some special offer is going to be made and when he buys, his buying is tempered with the thought that before he is ready to buy again the price may be lower or there will be some 'free goods offer' that he will miss. These methods tend to keep buying down to a minimum.

Special Commissions

"There is one thing that we positively will not allow in our firm and that is the paying of special commissions to our travelers by the manufacturers. We think it is one of the most unfair practices that there is in merchandising. All our travelers are paid on a salary basis and we refuse to allow any other firm to step in and contribute anything to their earnings. In the first place we maintain it is unfair to the manufacturers themselves and equally unfair to the retail trade. The goods should be sold on their merit alone and not through any personal gain that the traveler will get. I say that these practices are the initial stages of price cutting, for they give the traveler some reasons to make sales regardless of price and give him some grounds on which to make a cut. I must say that in this city we are not so troubled as in other centres.

No Favoritism

"As a wholesale grocery firm we are opposed to any favoritism in any direction, for only as a wholesaler deals fairly with the various manufacturers can he in turn deal fairly with the retail trade. I am of the opinion that the manufacturers could do much to stabilize conditions in the grocery trade if they would make a real effort to exercise the powers they have to bring prices in line. There is only one result to rash price cutting and that is ruin, in which manufacturers, wholesalers and retailers will share alike."

U.S. Duty on Imported Almonds and Walnuts Will Help Canada

Montreal, Nov. 8.—(Special).—The United States has seen fit to impose on the importation of almonds and walnuts into their country a tax, designed to protect and cultivate the nut growing industry in California. At first glance it might seem that this additional taxation might affect the price of walnuts imported into Canada both from the United States and through it since so much of the brokerage business in nuts is done in New York.

According to the nut brokers in Montreal this extra duty had no effect upon the prices in Canada, in fact, some claim that what effect it may have will be for the good of Canada. One thing at least that they are all agreed upon is that higher prices have not and are not likely to result from the tariff policy of the U. S. Most of the buying of European almonds and walnuts is done direct and shipments are made direct to the Port of Montreal. One broker stated that what nuts were brought through the United States to Canada were carried in bond and therefore on these the tariff does not apply.

A local broker in nuts and dried fruits told a Canadian Grocer representative that this plan will virtually mean lower prices on imported nuts for Canada. If the big market for nuts in the United States is cut off from the European supply, European countries will have all the more to offer Canada and the competition to sell will be keener with easier prices resulting.

Another feature of the situation which is beneficial to Canada is that this new tariff will encourage trading through Canadian ports and help Canadian importers. A local wholesaler said to a Canadian Grocer representative: "No ill effects of the new tariff in the United States will be felt in Canada as far as nuts are concerned. It will help Canadian business and have a tendency to ease prices on these lines.

LITTLE DIFFERENCE IN PRICES

(Continued from previous page)

Saskatchewan, hit upon a splendid idea which should go a long way in getting rid of "wholesale prices direct to the consumer" pest, and tend to set the public right on the delusion that they can buy groceries cheaper from such a concern than from their regular grocer.

Sample Bros., were convinced that if they could procure an invoice of goods sold by the firm operating in their town and claiming to sell at wholesale prices direct to the consumer, they could do a great deal towards eliminating such practices. After a great deal of trouble, Sample Bros., were able to procure a copy of such an invoice, which they proceeded to analyze. They found that by comparing prices on a list amounting to $152.11, with their own, the customer made an actual saving of just 84 cents. They also found that if this order was given to them under the same conditions, they could have saved the customer $11.75 which was the amount charged for freight on the "wholesale" invoice.

An Advertisement in the Daily

Sample Bros., then prepared copy for an advertisement in the daily newspaper, in which they inserted a copy of the "wholesale" invoice together with their own prices and showing just the amount saved to the customer by purchasing from the outsider.

A copy of this advertisement is reproduced on this page and should prove interesting to other merchants who have similar problems to contend with.

Sells 100 Gals. Bulk Oysters Each Week

Quick Turnover is Secret of Successful Oyster Sales—Montreal Merchant Tells How to Make Effective Window Displays of Oysters—Represent a Good Profit and Constitute a Good Advertisement for the Store

MONTREAL, No. 8.—(Special).—A grocer who sells ten barrels of oysters in shell and one hundred gallons of bulk oysters a week, when asked by a Canadian Grocer representative what was the most important point in selling oysters, said, "Be sure that they are sold quickly. The more quickly they are sold, the more profit there is in them. There is nothing that will kill a sale of oysters faster than the selling of stock, the quality of which is even doubtful. If a dealer can build up a reputation for having only high quality oysters he can soon build up a big demand that will yield a good profit and serve as a splendid advertisement for his store.

Making Oysters a Feature

"It is worth while during the oyster season to make it a feature and put energy and time behind their sale. People will talk about them. They will be quick to tell their friends that at such and such a store you can get good oysters. This will bring new business to the store and establish a reputation. The difficult part, however, is to make displays of oysters. Those in the shell can be easily arranged in a window on cracked ice. The bulk oysters are a problem.

Dressing a Window With Oysters

"During the winter months the containers can be left outside, but during the fall and spring they must be kept in the refrigerator or packed in ice. A window display will add much to the sales if it can be accomplished. For one day in the week a shallow tray can be covered with chopped ice and spread over with shell oysters. In the centre can be placed a large glass bowl, similar to a gold fish bowl, filled with bulk oysters and surrounded with pieces of ice. With this can be featured lemons, biscuits, cheese and vinegar, or any other lines that are served with oysters. Showcards and price tickets will serve as the final link. Sales and good results are sure to follow."

Necessity of Quick Turnover

This grocer stressed the importance of a quick turnover. He advised that a merchant, wishing to build up a trade in oysters, should calculate the requirements of his customers for a period of three or four days and then order just a little more than that. By putting a little thought and energy behind their sale he can turn these over in the stipulated time and then order just a little more the next time. By again featuring oysters he can get rid of these and so on. By slow degrees he builds up a big trade in a line where there is a real profit.

Limited Oyster Season Requires Concerted Action to Build Sales

Some Hints on Advertising Oysters to the Consumer—Manner of Serving Oysters Should be a Feature in Advertising—Profitable Trade Can be Built With Little Effort

MONTREAL, Nov. 8.—If there were only one way of serving eggs, there would not be as many sold as there are. Perhaps, for the same reason, if people were acquainted with oysters apart from oyster stew, there would be a much improved demand. This should be a hint to the grocer who wishes to build up his sales of oysters. People will tire of the best things in life if there is no variety.

There are as many ways of serving oysters as there are grades of oysters. A little educational advertising, either through the window of the store, showcards, or in newspapers, will increase the demand for the succulent bivalve. Perhaps the most reasonable plan for the retailer is to make his suggestions through showcards. The profit in the sale of oysters warrants the spending of time and energy upon increasing sales and those merchants who have made the effort state that the results have been good.

As the season for oysters is limited to about seven months something has to be done to stimulate the sale just as soon as oysters are on the market. There is no doubt that the demand is there but since during five months of the year they are unobtainable, people are apt to forget all about them. To get the full benefit of the trade a system of advertising must be established that will get the trade into full swing in short notice else by the time the demand is cultivated the season will be over.

Show Cards Stimulate Sales

One method of achieving this is for concerted action on the part of the retail trade. The retail grocers can appeal more surely and more directly to the consumer than any other medium. If the individual retail grocer will take hold of the oyster trade during the early part of the season, that is in September and October, he can build up a big trade for himself in this line that will keep on growing until April and will show good returns.

The window cards are the grocer's best medium for advertising and a persistent and artistic featuring of these cards will get business. As an example of the type of card that will attract attention there is a well-known verse from "Alice in Wonderland" that, printed on a dainty card, will do much to get business. The verse runs:

"A loaf of bread, the walrus said,
Is what we chiefly need.
Pepper and vinegar besides
Are very nice indeed.
Now if you're ready oysters dear
We can begin our feed."

The verse expresses the very idea that the grocer wants to give his customers. In a pretty way it features oysters and at the same time suggests other lines that go with them at the dinner table.

Canada's Fisheries for Six Months Are Valued at $8,365,880

Ottawa.—(Special).—For the six months ending June 30th, 1922, the total fisheries of Canada, as tabulated by the Fisheries Department was valued at $8,365,880 as compared with $7,842,008 for the same period of 1921. Values by provinces for the first six months of the present year were as follows: Nova Scotia, $4,259,923; British Columbia, $2,132,437; New Brunswick, $1,189,958; and Prince Edward Island, $442,197. Of the kind of fish caught in Nova Scotia the value of lobsters exceeded all other varieties, being $1,856,353 with cod and mackerel valued at $1,223,974 and $447,400 respectively.

The Oyster and its Many Varieties

How the Oyster is Cultivated in Different Countries, and the Methods That Are Employed to Procure Them—Special Growing Has Been Required to Keep Pace With Enormous Annual Consumption

OYSTERS have been enjoyed as a food almost as far back as history takes one. They are served in restaurants of all descriptions, and oysters both in and out of the shell and also canned are ready sellers with retail merchants.

There are many varieties of oysters but perhaps the better known ones are, Blue Points, Rockaways, Lynnhavens, Saddle Rocks, Cape Cods, Buzzard Bays, etc.

These titles have in many sections lost much of their significance by trade misuse. "Blue Point," for instance, is often, though incorrectly, applied to all small oysters, irrespective of their geographical source, and "Rockaway" and "Saddle Rock," particularly the former, are similarly employed for larger sizes. As a matter of fact, there are both small and large oysters of all varieties, the difference in size being chiefly that of age.

Every country has its own particular method of cultivation, for within the last century even those sections where the natural crop is largest have been compelled to resort to special growing to keep pace with the enormous annual consumption.

Growing Oysters in England

In England, the most popular method consists in spreading the brood-oysters over smooth, hard, clean areas. In Holland and France, they are bred on tiles ranged sideways in rows along the shores and thence later removed to the deeper waters from which they are dredged for the market. In this country, the seed-oysters are generally spread on a carefully laid bed of old shells—oysters shells, mussel shells, etc. The growing period intervening between the first setting and the final shifting, is ordinarily three years, but is subject to variations in accordance with the size of the seed when planted, its rate of growth, the size desired, etc. On some grounds the rate of growth is much more rapid than on others.

Between March 1 and July 1, the planter shifts the oysters he intends to market in the fall from beds of soft bottom to those of hard bottom. This change has been found beneficial to the oyster, as it clears it of mud and other extraneous substances and improves its color and flavor, and it also gives an opportunity for separating the clusters, when necessary, into single oysters. The bed thus cleared by shifting is replanted with seed-oysters, obtained generally from natural beds.

Marketing Season Opens in September

The season for marketing opens with September. The oysters are taken by means of dredges and tongs and are prepared for the market by "culling," or sorting by sizes, the dirt and attached shells being removed during the process.

The three sizes chiefly recognized in the trade are "half-shells," the smallest usually preferred for eating raw; "culls" medium size, for consumption raw, stewing, etc.; and "box," the largest, generally for frying—although true oyster lovers take delight in large Lynnhavens or other deep sea oysters "on the half-shell."

The eating of oysters raw is as correct from a hygienic standpoint as from that of the epicure. Raw, the component parts of the oyster practically digest themselves in the human stomach. Cooked, the human stomach must do the work as for other food.

The California Oyster

California oysters are very much like those of the Mediterranean and other parts of Europe—small and of the same coppery taste. Those found further north, on the coasts of Oregon and Washington and British Columbia, are similar to the Atlantic varieties.

Large quantities are grown also in Japan and China, and in the latter country there is a heavy trade in dried oysters, the bivalves being cooked and then sun-dried.

The oyster is peculiar in the fact that age makes no difference in its tenderness. Custom and trade demands result in its being consumed while still young and comparatively small, but if left to live until old and very much larger, the flesh is just as tender and fresh.

By almost universal custom, oysters are tabooed during the months of May, June, July and August, but there is really no good reason for thus banishing them from the bill of fare. The oyster is not a desirable article of diet when spawning, which period covers from three to four weeks, but as the time of spawning differs in various localities, no elimination of certain fixed invariable months can ensure protection against their use in that condition, and the same care that is now exercised during eight months in the year could certainly be extended to cover the remaining four.

Sustaining Life in the Oyster

A valuable peculiarity of oysters is the ease with which their lives can be sustained for a long time after being removed from their native element. Placed in a cold damp place, with the

(Continued on page 23)



An oyster boat at the dock just returned from a trip to the oyster beds.

One Pint of Oysters Meat For a Family of Five

FOR thousands of years, oysters have been recognized as a nutritious and wholesome food, not only for the delicious and delicate flavor but also because for the food value. One pint of oysters is said by one authority on food values to be sufficient for the meat portion of a meal for a family of five.

There are innumerable methods of preparing the oyster for the table, the most popular styles being in the raw state, stewed and fried and scalloped. The following recipes have all been tested and have been found to be excellent.

OYSTER COCKTAIL

For each glass, take six small oysters, two teaspoonfuls lemon juice, one teaspoonful Worcestershire sauce, two tablespoonfuls tomato catsup, a dash of tabasco sauce, a pinch of salt and a little sugar. Serve ice cold.

FRIED OYSTERS

Take one pint large oysters and cover with rolled cracker crumbs seasoned with salt and pepper. Let them stand half an hour and then roll again in meal. Fry brown in deep olive oil, lard or butter.

OYSTER POT PIE

Put one pint oysters, with cup of water, into saucepan. Put on stove and heat slowly, adding one tablespoonful of butter, one tablespoonful of sherry, salt and cayenne. Thicken with a little flour and allow to cook six minutes, stirring gently. Have ready light biscuit dough, cut into small squares, drop them in and boil until they are cooked through. If preferred, this dish may be baked in the oven with a top crust.

OYSTERS IN CREAM

Take 24 oysters, put them into a saucepan, add the strained juice of one lemon, two tablespoonfuls of butter, salt and pepper to taste, and bring to boiling point. Melt two tablespoonfuls of butter; add two teaspoonfuls of flour, one cupful of white stock, a teaspoonful of mushroom catsup, and cook for five minutes, stirring all the time. Blend the yolks of two eggs with half a cupful of cream, add to the sauce and pour over the oysters.

OYSTER STUFFING

(For turkey or goose.) Take one pint oysters, melt ¼ cup of butter and mix with 1½ cups of cracker crumbs, two teaspoonfuls of lemon juice, one tablespoon of chopped parsley and season with salt and pepper. Roll each oyster in the buttered crumbs, etc., and then fill the turkey or goose. The oysters may be chopped up coarsely and mixed with the crumbs if desired. For a large fowl it will be necessary to increase the proportions of this recipe to obtain a sufficient amount of stuffing.

OYSTERS IN SAUCE

One solid pint oysters; one cup oyster liquor; one-fourth cup butter; four slices carrot; one slice onion; one sprig parsley; one-third cup flour; one-half teaspoonful salt; a little cayenne; one-half cup cream; one egg yolk and one-half cup mushrooms.

Scald the oysters and mushrooms together in the oyster liquor and drain. Saute the onion, carrot and parsley in the butter; add the flour with the salt and cayenne, and cook until well browned. Add the oyster liquor gradually; strain over the oysters and mushrooms, reheat, and just before serving add the cream scalded and combined with the egg yolk. A teaspoonful of lemon juice may be added if desired.

Oysters thus prepared may be served in Swedish Timbale cases, patty shells, bread croustades, green pepper, vol-au-vent, or on toast.

FANCY ROAST

Put ½ pint water in a saucepan with a lump of butter, salt and pepper. When it comes to a boil, drop in one pint of oysters. Have a few slices of bread and butter ready in a shallow dish and the instant the oysters boil up, pour over the bread. Garnish with parsley and serve instantly.

PHILADELPHIA FRY

Take one pint large oysters, dry and dip in a rich mayonnaise dressing. Dip them in cracker crumbs and then again in the dressing, rolling them a second time in the cracker crumbs. Fry brown in deep olive oil, lard or butter. Do not handle the oysters more than you have to and be sure to have your fat very hot.

STEWED OYSTERS

In proportion to one pint of oysters use three pints of milk. Put milk in a saucepan and bring to the boiling point, but do not boil. Add your oysters with a lump of butter, bringing it to the boiling point again, and allow to simmer for five minutes. Add seasoning to taste just before serving. Keep hot until served but never allow milk to boil.

OYSTER CHOWDER

Chop fifty good-sized oysters. Prepare one cupful of finely chopped celery and two cupfuls of cold boiled rice. Put a layer of celery in the bottom of the saucepan, then a layer of rice and a layer of oysters. Season with salt and pepper. Repeat these layers until all the materials are used. Pour over one cupful of boiling water. Cook slowly for 25 minutes. Beat up the yolks of two eggs, with one cupful of milk; add this to the chowder; stir carefully for a few minutes and serve hot.

SCALLOPED OYSTERS

Take one pint oysters. Dip in cracker crumbs seasoned with salt and pepper. Take two tablespoonfuls cracker crumbs and mix with the same quantity of melted butter. Grease a shallow baking dish and fill with cracker crumbs and oysters in alternate layers. Pour in two tablespoonfuls of water and sprinkle bread crumbs and bits of butter over top. Bake 20 minutes in a hot oven.

OYSTER BALLS

Stew one quart oysters and chop fine. Take six large potatoes, boil and mash them and rub through a sieve, then add one-half cupful thick cream, yolks of four eggs, the oysters, one tablespoonful chopped parsley, and seasoning of salt, pepper and grated nutmeg. When well mixed, form into small balls, then flour them and fry in smoking hot fat. Drain and serve hot.

More on Subject of Grocer's Savings

Question of How Many Items a Merchant Should Carry is Dealt With in a Further Reference to Chain Stores—Grocer in Alberta Writes in Regard to Savings

By HENRY JOHNSON, Jr.

BEFORE I start my story for this week, I want for a moment to refer to one point touched on last week.

I said that this chain store proprietor's stock was limited to 2,000 items while the other much larger chain worked with 450 items. You might carelessly think that one of these must be wrong, but the fact is that both systems evince the keenest analysis of conditions and appreciation of their limitations.

The big chain operates in many cities, but works among those who labor mostly for a weekly wage. Those are known as "the poor." Included are those who let go their money exactly as fast as they get it and the others who are careful to accumulate a little out of any wage, no matter how small or intermittent. That means, these are the folks who live closely, buy staples, use few luxuries and habitually are confined to a narrow range of diet.

In the first man's clientele things are very different. He operates where people of all kinds from everywhere congregate. His customers had something like $432 in the savings banks of their county on the average in 1917. That is the highest average of any community in the country. That means they are well within the lines of safety from want — yet the fact that they have savings accounts shows that they are careful, thrifty people.

Those are ideal customers to serve with a nice little variety of foods and household conveniences and appliances. They want — and readily pay for — all the necessities. In addition they demand a moderate assortment of semi-luxuries.

That is why the one concern properly limits stock to 450 items and why it is just as proper for the other man to carry 2,000. It is a case of knowing exactly what conditions must be met in both cases, and working strictly within limitations. And that's another good thought for all grocers.

A Charming Story of Foresighted Thrift

From Alberta, the vast, productive region of short, hot summers and tight, long winters — the land of green valleys and lofty mountains — comes this tale of fine accomplishment. It speaks clearly, in an epic of 136 words, of sturdy labor, self-denial and foresight. Read it!

Dear Mr. Johnson: I always enjoy your articles and profit also. The recent one on Systematic Investment was excellent. Now I am going to state my problems and ask your advice. I am aged 43; have a wife and six children, aged 19, 17, 15, 12, 10, 3. I carry $3,000 straight life insurance, cost $100, and $7,000 term insurance, cost $107, which will expire about 1927 unless converted into something else. I pay $240 a year also in to the Canadian Government annuities, which will give my wife and me an income of $50 per month for life, starting at age 55. Now, I can save a little more than this: perhaps $200 per year. What would you advise me to do with it? I may add that three of my children will be self supporting in about one year's time.

Yours: Inquirer, Alberta.

Recently I read an old book of Bulwer Lytton's called "What Will He Do With It?" Men are shown who have talents, health, bodily strength, opportunities, money both inherited and coming unexpectedly; and always as each advantage is recounted, the question runs, "What Will He Do With It?" When the book is ended, the impression remains that not one of the characters came remotely near to an adequate use of any of the good things he had.

In its propaganda to promote thrift through thoughtful expenditure, a national manufacturing concern says: "Think before you spend — not afterwards." What a fine idea that is, come to think of it.

Perhaps those two suggestions will work their way along if I leave them there!

Now to try to fulfill the task imposed on me by my friend who asks me what he shall do with the remainder of his savings possibilities. Surely, he is on the right course: asking, thinking in advance of parting with his money — not waiting until afterwards!

The Splendor of An Annuity

Before I go further, however, I want to point out a few of the fine features of what this general merchant has done. He has protected his family to the limit of his ability as a primary consideration through life insurance. This is evinced by the $3,000 straight life policy. He has thrown a wall of protection, plus some accumulation, around them by means of the term policy. Then he has safeguarded the declining years of himself and wife by that wonderful institution, a life joint annuity.

I do not believe in much paternalism in government; but if there is any activity suitable for any government, it seems to me that one like the admirable arrangement whereby the Canadian government furnishes annuities, safeguarded with all the resources and credit of that splendid country, is the most useful and worthy.

It is said among insurance men that "an annuitant never dies." That is perfectly natural, too, come to think of it. Just picture the condition of this man and his wife after he reaches the comparatively young age of 55. He will know — and so will his wife — that thereafter, as long as they live, $50 will come to them automatically each month. Why die? To die is to cut off that income! To live is to enjoy things with freedom from stress, worry or even thought.

They may go where they please, live in any climate of their selection, travel if they have any means to do it—or migrate in instalments if they have no other means! — sure that the income will be forthcoming at each successive monthly date. To my mind, this is ideal protection for folks to provide for their latter years.

And of course, what he has related as items of worldly goods is not all he has. He has six children! He has cared for them, and they will be his choicest investment as time passes.

Now, "What Will He Do With It?"

For the remaining $200 a year he can save, I recommend that he consult his neighbor bankers. I do not know how near he is to Calgary. If near, I'd go there. That is a fine little city with all the facilities of any town for the conservative investment of such sums as his. Let him see several of the best bankers in any good town, unless already he knows one in whom he feels the utmost confidence. Let him weigh recommendations most carefully. Then when he has lined up about what he thinks may be suited to his needs, he can send me details and I will take pains to make a careful investigation and perhaps can make specific recommendations. I shall be glad to do that — yes, shall esteem it a privilege.

Take time. Go slowly. Be sure you are right before you take any step. I fell sure I do not have to say that what you want and must have is a strictly investment proposition. You want safety first. Income is so secondary that it must have no special thought until first the indubitable solidity of the security is insured.

But, inasmuch as whatever you invest in is for keeps — that you want

(Continued on next page)

"Window Night" a Boon for Merchants

Novel Idea as Carried Out by the Chamber of Commerce, St. Thomas, Ont., is a Complete Success, According to the Statements of Merchants—Displays Bring Forth Much Admiration—Grocers Who Won Prizes

ST. THOMAS, Ont., Nov. 2.—A novel idea to get citizens more interested in their home town was brought to a successful climax last evening. The idea was a "Window Night" among the merchants and was suggested by L. O. Pearson, grocer, Talbot Street. He put it before the Better Business Committee of the St. Thomas Chamber of Commerce. This was then put before the merchants who gave it their enthusiastic approval.

That the idea was a complete success was evidenced by the thousands of people who filled the streets, looking at the windows. It was like several Saturday nights rolled into one. Many of the merchants had hidden their window dressing behind curtains all day, and when all were set and the lights turned on at 7.30, the displays were worthy of unqualified admiration.

The sightseers were so many in the early part of the evening that it was difficult to see anything of some windows. Particularly was this so where living models were engaged and demonstrations given of particular selling lines. There, the sidewalk was jammed and those who wanted to pass had to diverge into the roadway along which there was a constant stream of autos.

A Great White Way

All along the two main streets, Talbot and Ross, the merchants went to no end of trouble to dress their windows and with the lights turned on both in the windows and the stores, the streets were converted in to a great white way.

All the stores were closed, it not being the idea to do business that evening, but rather to get the people interested in the goods on display and to have their whole time given over to examining the merchandise on display in the windows. Every occupant of a store on the two streets went into the scheme. Even offices, hotels, and barber shops had their places illuminated and there was not a dark spot on the streets.

Smaller Stores Participated

One thing noted in the event was that many of the smaller stores furnished themselves up in quite a heroic way, and the lesson they derived from Window Night, will give them a new interest in this branch of their business. Flowers, fruit, grain, colored paper, leaves, table lamps, etc., were utilized in many schemes, and it was evident that most painstaking effort had been taken to arrange the most prosaic kinds of goods in the most attractive form. Particularly was this so in regard to nuts and raisins, tens of thousands of which were employed in fancy patterns without so much as a single one being out of alignment.

Prizes were offered for the best display and the grocers who got a share of the honors were Reeks & Co., Talbot St., and E. McCane, Ross St.

Idea of Window Night

In commenting on the objects for launching this idea, L. O. Pearson stated to Canadian Grocer that, "it was to get the public in the habit of paying more attention to the merchants' windows, to get the merchant in the habit of paying more attention to his own windows, to show to the merchant how much better his own store looks at night with the lights left burning, and how much brighter the streets look at night on account of his lights being left burning, to show many merchants how little the expense, and what splendid returns are received by illuminating their stores each evening."

Judges' Comments

"Prominent men of the city who have been in Europe, state that the display equalled any European showing."

"The evening spent as judges was, we feel, an evening which proved a wealth of experience and a pleasure."

"On Ross Street a fruit store displaying several kinds of fruit which were 'foreign' to the party caused much interest. Honey dew melons that were grown especially for breakfast, ripe olives from Italy and various other imported fruits collected especially for Window Night display."

"We found that it is far more difficult to be a judge of windows than to be a window dresser."

"Most noticeable of all was the care and general interest by every merchant. Never were the city store windows so well decorated, and we believe that never have the merchants done as much to further their interests in any one effort. The grocers excelled themselves—in fact so tempting were the grocers' displays that we were only sorry that we were not invited to test the edible qualifications to prove the prize-winning points."

"Many very attractive novelty windows were worthy of prizes, but owing to the fact that six prizes only for all lines were offered it was impossible to issue more than one prize to a novelty display."

"The display will be held every six months or at least once a year."

MORE ON SUBJECT OF GROCERS' SAVINGS

(Continued from previous page)

to accumulate the income and add it to principal — the element of marketability may be in some measure compromised: and that will mean a higher rate of income than otherwise could be obtained. You could get Victory Notes, I belive, on a basis of around 4½ per cent., and there is no better security on earth, but I believe careful study and selection will enable you to get 5 per cent.

Suppose you succeed in getting 5 per cent., how will the $200 per year work out? At the time you are 55, 12 years hence, you will have accumulated $2,400 of principal and $942 in compound interest, approximately. You will have in this fund around $3,342.00 which, invested at 5 per cent., will give you just about $14 per month additional income.

Accumulation Wonderfully Progressive

Of course, it is very probable that you will not stop at 55. Likely you will continue to work until you are at least 60. In that case, all income will be added to principal — including annuity income — and when you are 60 you will have a splendid line of securities in addition to the annuity. You will be independent, safeguarded and still have such active interests that there will be no danger of the rest which is rust coming into your declining years. Then they won't be so much declining, as gently reclining and enjoying life!

My feeling is that in twelve years from now, my friend will have a lot or resources not now in sight. It is the way of savers that they get the habit of laying by countless little sums instead of spending them. They have everything they need. They enjoy themselves wholesomely. But they learn to enjoy the satisfaction of making some steady progress every day. They end with that wonderful sense of independence and security we all should aim for.

William H. Newman, for thirty years in the grocery business at Niagara Falls, died very suddenly in that city on Monday of this week. He was 51 years of age and had served on the aldermanic board.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI NOVEMBER 10, 1922 No. 45

No "Easy Money" in Retailing

NEWS COMES from Winnipeg that the United Grain Growers Limited will pass up the current dividend for the year ending August 31 on account of losses. One reason given is that "substantial losses were incurred in the machinery and supplies department."

This information, following on the closing of several Farmers' Co-operative stores in Ontario, once again brings home this point that farmers' organizations would be safer to stick to their own marketing problems and to keep away from the supposedly "easy money" in the retail business. The successful operation of a retail store requires expert knowledge same as does succesful farming.

A Better Perspective on Business

A LUCID review of the fundamentals underlying present business movements, such as given in Toronto by Roger Babson, statistician, gives business men a better perspective on developments in business in general and their own line in particular. The dishonesty, indolence, extravagance and loose methods which invariably develop in the latter part of every period of inflation were shown to be responsible to some extent for the recent condition of business incident to deflation, but it was the opinion that we are approaching a normal stable era in business which will be accompanied by honesty, profitable activity and thrift, the concomitants of adherence to moral standards in business.

The chain store development in business was referred to by Mr. Babson as a necessity in the present system "but," he stated, "they are fraught with tremendous national dangers and before long the country will be rocked by a discussion of this problem." Some brief opinions on certain points were given which may prove of assistance to retail merchants. Farmers, it was said, would have thirty per cent. more money to spend as result of this year's crop than at this time last year, and they are expected to be much larger purchasers than heretofore. Automobiles would reach their lowest price "sometime in the future," and more money would be spent on autos next year than on clothes. There would be a revolution in living conditions in the next ten years and suburban properties will be in demand. According to Mr. Babson there is said to be more oil in storage to-day than ever in the history of the world because the industry is in the hands of fewer men.

These remarks give business men something to think about. Obviously they are more or less general statements, but by a process of deduction every business man can establish the extent to which they apply to his own local business and then plan accordingly. There is no doubt that business is passing through a stage where the improvement which has already taken place has led to some price inflation. The dangers of another depression worse than the last one, following such a practice, cannot be overestimated.

Grocers Want Guarantee

THE action of the Dominion advisory committee of the Grocers' Section of the Retail Merchants' Association in seeking an amendment to the Food and Drug Act, as referred to on another page of this issue, will meet with the approval of grocers generally. The grocers in this instance are seeking some guarantee that when they buy food preparations, the same will be up to standard, and not leave the grocer, in selling the same, liable to the penalties for infractions of the above Act. Recently reports have come to light of merchants who have been heavily fined for selling articles that were proved to have been adulterated, and for which adulteration they were in no way responsible. The onus, however, was on the merchant who was selling them to the public and he had to pay the fine.

In the amendment now being sought, the responsibility will be placed on the proper persons, and the grocer in buying certain commodities asks for a guarantee from the wholesaler or the manufacturer, as the case may be, that the same is in strict accord with the regulations of the Act, as regards adulteration and misbranding. If the amendment is approved by the government, it will be a decided advantage to the average retail grocer.

Where Business Papers Can Assist

INCREASING appreciation of the value of the co-operation between the U. S. Department of Commerce and the editors of business newspapers was expressed by Julius Klein, director of that department, at the convention of the Associated Business Papers Inc. This sympathetic attitude has brought much intelligent assistance to the government's efforts and it is no secret that the editors so consulted are regarded as authorities.

With the changing aspect of both domestic and foreign trade the business newspaper is assuming an even more important position. The need is for specialized effort as applied to specific problems. This applies in a very real sense to export trade where much educational work must be done among business interests at home as well as abroad. Oftentimes possibilities in export markets might be so developed as to relieve acute merchandising conditions at home such for instance as the recent orgy of domestic peddling of various commodities due to shortsighted buying. The situation regarding export trade is rapidly changing. Whereas formerly it consisted largely of self selling staples it now runs more extensively to manufactured goods. Such business must be handled with thorough understanding of facts and efficient methods, hence the need for close relations with the business men through the business newspapers.

In this connection Dr. Klein states "by indulging in such alliances with business paper editors we are sending the message to the merchants and we feel that one of the most important parts of this work is our close association with editorial pages such as yours."

The liberal use of show cards inside the store will help to indicate to customers where everything is, and they will attract attention, also, to goods not otherwise thought of.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Quebec

The Country Co-operative Co. of Montreal, is making arrangements to open a new store on Westminster Ave., Montreal West.

Frank Colavolpe has this week joined the executive of Amoroso and Malagodi, wholesale grocers and importers of Italian products, which has just been reorganized. The company is now in its new building at 248 St. Paul St., west Montreal.

Ontario

Robt. Dowson, grocer on Danforth avenue, Toronto, was recently elected president of the Monarch Park Business Men's and Ratepayers' Association.

George H. Carley, for thirty years city traveller in Hamilton for the W. H. Gillard Co., has severed his connection with that firm, and has taken a poultry farm in York county near Toronto.

R. H. Sinclair of the Wallace Fisheries, Ltd., salmon packers, Vancouver, B. C., has been appointed Ontario representative for his company and is now a resident in Toronto at 449 Jarvis Street.

Cruickshank-Guild, Limited, grocery brokers, Toronto, have been appointed selling agents for Canada by Angus Watson, Limited, Newcastle-on-Tyne, England, preserved fish packers, including Skipper sardines.

Business Changes

A. H. Gibson is managing the Dominion store at 308 Montreal St., Kingston, Ont.

Wm. Macquay is in charge of the Dominion store at 360 Princess Street, Kingston, Ont.

Noad's have opened up a new branch store at 732 St. Clair Ave., Toronto. S. Ferrier is the manager.

J. Otten is now in business with a store at the corner of Division and Clergy Sts., Kingston, Ont.

Western

C. H. Clerkson, formerly of Swanson, Sask., and now of Broadview, Sask., has changed into a Limited Company.

G. Hill, formerly of Brandon, Manitoba, has rented the new Sayor Building adjoining Schepeller's general store at Broadview, Sask., and will conduct a confectionery and pastry store.

SALADA EMPLOYEES HAVE ENJOYABLE DANCE

Toronto, Nov. 8.—The Salada Tea Company last Friday night held the first of their winter euchre and dances in their club room. P. J. Thomas, secretary of the company, was the guest of honor. The decorations were skilfully executed. Many colored streamers were suspended from the ceiling, and the lights, hooded by rose and amber colored silk, combined to give a unique effect. Ted Ross' dance orchestra supplied the music.

MANAGER FOWLER CANADIAN CO. MEETS TRAGIC DEATH

Charles G. Cooper, for the past three years manager of the Fowler Canadian Company, Hamilton, Ont., and formerly with the Armour Company of Canada, for a period of eighteen years, was instantly killed in Hamilton a few days ago, when he was run over by a freight car on the Grand Trunk siding. No person saw the accident but it is believed that Mr. Cooper approaching the train from the north side of the street crossing on his way to the office, tried to pass between the slow moving train and slipped, thus meeting his death.

He was 42 years of age, and was born in Hamilton. He had been an alderman of the city and was prominently identified with the business, church and social interests of Hamilton. He is survived by his wife, three sons and a daughter.

THE OYSTER AND ITS MANY VARIETIES

(Continued from page 18)

deep shell down, they may be kept alive and in good condition for weeks. This tenacity is attributed to the liquor in the shells, which serves to sustain the respiratory currents.

When removed from the shell or "shucked," the oyster may still be kept in edible condition for several days, but it is then necessary to remove its liquor, for, although this is the medium by which existence is sustained while in the shell, it has been found to have the opposite effect after shucking.

Shucked oysters which are to be transported any considerable distance, are carefully washed, frequently in five or six waters, until no particle of any substance but the bivalve itself remains. Thus prepared, packed in air-tight receptacles and kept cold, they may be held eight to ten days without injuring their flavor or otherwise affecting them as an article of food.

Unsettled European Conditions Affect Sockeye Market

Vancouver, B. C., Nov. 2.—(Special). —Discussing the salmon situation with a packer recently, Canadian Grocer was informed that sockeye stocks have not been cleaned up as rapidly as other years. This is acounted for by the unsettled national affairs in Europe and the unfavorable weather conditions in England which have tended to curtail consumption. This packer stated, however, that all sockeye supplies will likely be cleaned up after the turn of the new year.

He pointed out that the pack of Cohoes this season was much lighter than last and that the French market is absorbing a great quantity of pinks. Up to the present time some 200,000 cases of pinks of this year's pack have been shipped to Havre and Bordeaux. The pack of chums has been very light and it is expected that all supplies will be out of first hands before the spring months.

New Goods

Seeded Raisins in Cans

The Sun-Maid Raisin Growers, Fresno, California, announce they are now packing seeded Muscatel raisins in cans, under the Sun-Maid brand. The packers claim this method of packing better preserves the natural flavor of the raisins and provides against spoilage. The cans are round in shape, packed in two sizes, eight and twelve ounce, and lithographed in five colors.

FIVE HUNDRED LBS. OF BUTTER ARE STOLEN FROM CREAMERY

A robbery occurred at the Scotland Creamery, Brantford, last week. The creamery is owned by a Hamilton firm and is being taken over by the Brantford Cold Storage Company this month. Five hundred pounds of newly-churned butter composed the loot of the robbers.

It appears that the manager of the firm was working over the office books preparatory to them being taken over by the Brantford firm until a late hour. On completing his work he locked everything up and went to his rooms, which are above the creamery, for the night.

Toronto Merchants Celebrate 26th Anniversary Retail Merchants' Association

E. M. Trowern, Dominion Secretary, Attends, and in a Reminiscent Speech Reviews the History of the Association From Its First Inception—Many Entertainment Features

TORONTO, Nov. 8. (Special).—The twenty-sixth anniversary of the founding of the Retail Merchants' Association of Canada, was fittingly celebrated here on Thanksgiving night at the Prince George Hotel. A large number of Toronto retailers were present with their wives and lady friends. The chair was taken on this occasion by J. P. Tweddell, president of the Toronto branch, Retail Merchants' Association, and the Dominion Secretary, E. M. Trowern, was present and gave an address.

Following dinner, an interesting toast list was presented. Ed. Mack, Toronto, proposed the toast to the city, which was responded to by Mayor Maguire and Controller Gibbons. The toast to Canada was proposed by T. M. Humble, Toronto, and replied to by F. K. Hardy, Toronto. Hugh Blain, honorary president of the Canadian Wholesale Grocers' Association, in proposing the toast to the Retail Merchants' Association of Canada, coupled with it the name of the Dominion Secretary, Mr. Trowern. In his remarks, Mr. Trowern reviewed the history of the retailers' movement in Canada from its first inception. He cited the functions of the association, and told what it had accomplished in the interests of the retail trade in the past twenty-six years. Other toasts were "Our Guests" proposed by the toastmaster and responded to by R. F. Fitzpatrick, and "the ladies" proposed by Mr. Tweddell, and responded to by F. C. Higgins.

A splendid musical programme was given, the Johns family of Toronto contributing several vocal and instrumental numbers. The appearance of one of the troops performing at a Toronto vaudeville house, was an interesting feature of the entertainment provided. Dancing concluded a very enjoyable evening.

Grocers Want Guarantee That Food Preparations Are Up to Standard

Recent Prosecutions Under Food and Drug Act Call for Resolution by Advisory Committee, Grocers' Section, Dominion R.M.A., Suggesting an Amendment to Section Regarding Misbranding and Adulteration

OTTAWA, Nov. 8. (Special).—At a special meeting of the Dominion advisory committee, grocers' section Retail Merchants' Association, held here last week, a resolution was passed suggesting the following amendment to the Food and Drug Act:—

"No dealer shall be prosecuted under the Food and Drug Act, as it relates to adulteration and misbranding, when he can establish a guarantee signed by a wholesaler, jobber, manufacturer or other party residing in Canada from whom the goods were purchased, to the effect that the same were not adulterated or misbranded within the meaning of the Act. This guarantee is for the purpose of affording protection to the dealer, and for this reason should contain the name and address of the party or parties making the sale of such articles to dealers, and in such an instance the said party or parties shall be amenable to prosecutions, fines and other penalties which would attach in due course to the dealer under the provisions of this Act."

This action on the part of the Dominion advisory committee follows the complaint of several grocers who recently have been summoned for selling preparations that were below standard, and for which they were in no way responsible.

The advisory committee also recommended that a questionnaire be sent to the retail grocery trade in an effort to ascertain its views regarding the retention of coupons issued by manufacturers and if the trade was opposed to them, legislation be prepared to prevent the issuing of the same.

Letters To The Editor

Grocery Store on Wheels

Editor Canadian Grocer:

A considerable time ago I had a letter from you wanting some information regarding a grocery store on wheels. I might just state that I have been operating one in this district for one and a half years and find that it has proved a great success.

The one I have is built on a Reo Speed Wagon chassis and I drive it and attend to the customers myself, as when I started this it was just trying a means of cutting down the overhead expenses.

My entire trip each day covers about thirty miles, my gas and oil each week cost me between $5.00 and $5.25. Since I started I have bought two oversized tires for the rear wheels, but still have two fairly good tires which I took off for spares, as I changed them before they started to give me any trouble, as trouble means time, and time money in this business. I work as nearly on schedule time as possible and the customer does not have to be on the lookout for me an hour or two before I arrive.

As to the depreciation on truck, I figure the best way to handle that is to estimate on the same scale as fixtures in a store, 10 per cent. off each year, but if I were going to sell today, I would not consider a cent less for the truck, than I paid for it, including business.

My daily sales the year around would easily average $90 a day.

It is not necessary to sell at lower prices than the stores. The people at first thought our prices would be higher than the store as the stuff is brought right up to their door and they have been accustomed to pay for that service and are therefore well satisfied if the price is as low as the store.

In fixing selling prices I stick as close as possible to a 20 per cent. mark up, but this is bound to vary, as with fruits the margin is larger, for one has to figure on losses, but in doing business this way I find that the losses are extremely small. One just buys what he thinks he can handle each day and by paying the cash he gets the lowest possible price on that line.

I carry fresh meats all ready cut more as a drawing card than anything else, though I see that we make enough profit on it, too, to pay me well for my trouble.

I might go on telling you a thousand things I have learned about this line as it is one way in which a person gets right into the homes of his customers and finds out how they live and what lines he might expect to sell in each home. Only experience teaches, and I would like to say to anyone who is contemplating this line, if you are easily discouraged, stay away from the Rolling Store, for it means plenty of hard work and lots of disappointments. However, you get well paid for these in the end. I often became discouraged, but the money I had put into it kept me there and I had to stick to it, and now I am glad I did.

If there is anything else that you would like to know, which I may have omitted I would be glad to hear from you.

Yours truly,
Weir Eckenswiller.

Windsor, Ont.

Wallace J. Baker, Canadian manager Thomas J. Lipton, was in New York this week on a busines trip.

Business is Now Definitely Climbing the Road to Normal Conditions

According to Roger W. Babson, Statistical Expert, Corner is Turned in Business—Stresses the Importance of Business Cycles

TORONTO, Nov. 7.—Business has definitely turned the corner and is now climbing the road that leads to fundamentally normal conditions. Attaining that level, conditions will enter an era of prosperity again. Speaking in Toronto the other day, Roger W. Babson, American statistical expert, analyzed business conditions and made this summary of the present situation.

Mr. Babson stressed the importance of business cycles. They divided themselves into four parts which he compared to summer, autumn, winter and spring. Summer was the period of inflation—of prosperity. Then came autumn, a period of declining prices, of collapsing business such as was experienced in 1920 and 1921. Followed the winter of depression which in turn has always given way to spring, a period of upward readjustment but under the normal line of business. That was the period we were now entering. It would continue until the amount of deflation equalled the amount of inflation of the prosperous period.

Mr. Babson gave an interesting theory as to the importance of difference divisions of personnel, in the different periods. In periods of prosperity importance should be attached to the activities of buying; the purchasing agent was the key man to prevent loss and save money. In the period of reaction that followed the man in charge of the finances—banks, loans etc.—was all important. In the period of depression it was Mr. Babson's opinion that the credit manager was the pivotal officer. Business men should grant credits more freely in times of depression. Experience had shown that credits granted in the period were usually sound. Now that we have entered upon the phase in the cycle analagous to the spring of the year, Mr. Babson felt that the men connected with selling and extensive advertising were all important. Aggressive selling and extensive advertising were needed to make this period a good one for business.

The Importance of Retailers

In connection with selling the importance of the retail merchants should not be overlooked. In the retailers of Canada there was a mighty latent force awaiting exploitation by the manufacturer. The retailers were the men who could make sales to-day; who could make markets. Every effort should be directed towards making the greatest possible use of the tremendous retail selling organization of the country.

All the factors in present business situation were favorable, said Mr. Babson, with one exception—the European situation. Fundamental, economic, and spiritual conditions were sound; employment had increased greatly; labor was producing more efficiency; monetary and credit conditions were greatly eased and money was abundant; crops were excellent; there were good crops at fair prices insuring a 30 per cent. increase in the purchasing power of the country.

All These Vegetables Must Now Be Sold On Basis of Weight

A subscriber writes Canadian Grocer requesting that a list of the various vegetables showing their respective weights per bushel be published.

According to the Inspection and Sale Act the following are the weights per bushel:

Artichokes, 56 lbs.; beans 60 lbs.; beets 50 lbs.; Carrots, 50 lbs.; Onions 50 lbs.; parsnips 45 lbs.; potatoes 60 lbs.; and turnips 50 lbs.

The section of the Act covering the above, however, is now amended by the Root Vegetables' Act, so that at the present time all the vegetables mentioned above, with the exception of beans, must be sold by weight, and not by the bushel or bag, unless such as are in the green state.

The section of the Act covering this point is as follows: "All potatoes, onions, parsnips, carrots, artichokes, beets and turnips offered for sale shall be sold by weight, and the standard pound avoirdupois shall be the unit of weight used. Provided that when any of the foregoing vegetables are offered for sale with the top leaves attached, commonly termed by the trade as 'green vegetables,' or when potatoes are sold or offered for sale by the closed barrel, this section shall not apply to the same."

When Oyster Ships Used to Sail Up the St. Lawrence

Montreal.—Twenty-five years ago oyster ships used to sail up to the old wooden docks of Montreal every Friday afternoon and from the rail of the vessels sell oysters in the shell either by the peck, the barrel or by the basket. In those days, according to a local fisherman, there was a big demand for shell oysters. Business men used to go down to the docks in the afternoon and for twenty-five cents buy all the oysters they could eat on the spot. The rail of the vessel was fitted up with a long plank and each man was given a sharp tool for opening the oysters. The crew of the vessel supplied the pepper and some enterprising hotel men not far away were ready to supply other refreshments. Friday afternoon always found a gay crowd of business men on the docks having their feed of oysters. This day has passed and the oyster vessels no longer sail up the St. Lawrence River.

The U.S. Will Endeavor to Eliminate Rebates in Any Form

The Commercial Standards Council, an organization established in the United States "to develop the highest commercial standards and to eliminate harmful business practices," has a bill before Congress "for the further protection of commerce against bribery." It is claimed that secret rebating has been going on against the American law which provides that both giver and receiver of a bribe are equally culpable. The bill is being put through to eliminate the practice of giving rebates in any form.

In an article in the Old Colony Magazine, H. R. Heydon, president of the Council, says:

"Unfortunately, the evil is spreading. From its verey nature, if it is not checked, it will honeycomb all American business, because the most sincere and honest seller of goods is powerless, no matter what the quality or price of his product may be, to sell to a buyer whose purchases are controlled by graft. It takes many forms; not only the direct payment of a cash bribe, but special rebates, double invoices, coupons redeemable in goods, elaborate presents, extra commissions of quantity orders or quantity sales. It is found most commonly in connection with the sale of basic commodities used in manufacturing and in foodstuffs; but it is reaching throughout the manufacturing industries and even into the retail trades. Some industries, notably the paint and varnish manufacturers and the shipping interests, have had the high moral courage to admit the evil, but many industries where it is common do not acknowledge the fault."

Alfred Goulet who was recently elected to the Ontario legislature at a by-election in Russell County, is the proprietor of a general store at Bourget. Mr. Goulet is also vice-president of the Eastern Ontario branch of the Retail Merchants' Association. He has also served as reeve of Clarence Township for a period of two years.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

BUSINESS is moving in good volume in the grocery trade, according to reports from wholesale houses. Buying of commodities for early Christmas preparations has commenced, but of course is not at its height as yet. However, there is a very much better demand, and the trade is evidencing a very good improvement. The sugar market remains at the recent advance, no change in quotations being announced this week. Demand for sugar on the domestic market is said to be light, the present strength in the market being altogether due to the situation in raws. Strong prices continue to rule on dried fruits, particularly raisins and currants. Buying of these lines is increased and importers state that values are likely to continue at strong levels. Cereals are very firm at the present time, and rolled oats particularly are strong. The movement of oats from the West is still very much retarded, and this fact is chiefly responsible for the strong market in oats. The strength of the corn market is also pronounced, with quotations on practically all corn products showing firm levels. Prices on the new pack of gal. apples, and also on canned pumpkin are announced this week. The former are slightly lower than last year, but in the case of canned pumpkin, quotations are much the same. Other canned goods show little change this week. Teas continue their upward trend, and fresh advances are reported in the past week on both the London and Calcutta markets. Dealers state that low priced teas must necessarily be higher on spot, in view of the strong prices that are now being asked for them. As present stocks diminish, advances are bound to take place, and already some wholesalers have marked up their teas. Coffee is a firm market, with a very good demand. Rices are unchanged this week, and there continues an active market for spices at steady values.

Another advance is reported in flour this week. This market is very strong, and reflects the present strength in the market for wheat. Millfeeds are also marked higher. There is a big demand for the latter. Potatoes are holding at steady prices, and supplies appear ample for all inquiry. Fruits and vegetables are much the same as a week ago.

QUEBEC MARKETS

MONTREAL, Nov. 8.—The grocery market is rather quiet after the holiday. There is little change of note but a firmness and more healthy feeling is evident. There is not the price cutting that has unsettled markets in past months. The general buying shows improvement which has put competition on another basis. Sugar still maintains its strength after the recent advance. Molasses is steady with strength lent by the high values of sugar but no change in price is expected. Syrups are in good demand with prices firm. The tea market is strong with a good movement. Coffee is unchanged but is backed by a stronger primary market. The spice demand is limited and prices show no change. Canned goods are strong with an advance in canned apples and one in choice grade corn on cob. Package goods are unchanged. The cereal market is strong, particularly rolled oats. Millers claim that deliveries are slow and that they find difficulty meeting the demand. This has created a strong market which they feel will hold. Price cutting in rolled oats has practically ceased. Currants are advanced and a steady firming up is evident in raisins. Dates are easy with a good demand. Layer figs have been practically cleaned up on this market. Nuts are unchanged except for a half cent advance in roasted jumbos. Oranges are reduced and Florida grapefruit are on the market. Imported vegetables are being offered at high prices but local vegetables are unchanged.

CEREAL MARKET STRONG

Montreal.

CEREALS.—There is a strong tone to the cereal market with prices on the verge of a further advance. The local wholesale trade has not yet shown the full advance that has been recorded by the millers on rolled oats. Competition prices are keen and this factor to some extent nullifies the general strength in cereals. Millers still complain of late deliveries which hamper them in production in view of the fact that they find a heavy demand from the retail trade for cereal supplies. The market for the future is strong.

CEREALS—		
Rolled oats, bag	3 10	3 25
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 66
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80
Montreal.		
Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

CHANGES IN CANNED GOODS

Montreal.

CANNED GOODS.—The canned goods market is strong with a good demand all round and prices are well maintained. Golden bantam corn on cob 2⅛s are advanced to $2.75 per doz. Standard apples 2½s have been advanced to $1.50. The market for canned tomatoes in particular is strong in view of the heavy demand for local and export trade. It is expected that the consumption of canned tomatoes will be much heavier this year in view of the lower prices and for that reason a strong market is expected in the future.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 20	1 40
Corn, extra quality	....	1 40
Corn (on cob) 2½	2 40	2 75
Carrots (sliced), 2s	1 45	1 75
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60

Tomatoes, 1s standard	0 95	1 00
Do., 2s	....	1 05
Do., 2½s	1 42½	1 45
Do., gallons, standard	....	5 25
Paranips, Simcoe, 2's	**1 80**	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	**4 50**
Do., early June	1 85	2 00
Do., extra fine, 2s	....	**3 25**
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30
Canned chicken haddies, 48, lb.	....	9 00
CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 50	1 65
Do., 3s, doz.	**1 60**	**1 70**
Do., gallons, doz.	**4 80**	**5 40**
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	**13 50**
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	**3 50**
Do., 2	**3 20**	**3 30**
Gooseberries, 2s, heavy syrup, doz.	....	**2 75**
Raspberries, 2's	....	3 75
Pineapple—		
Extra fancy sliced 2½s	....	5 25
Extra fancy sliced, 2s	....	4 15
Extra grated, 2s	....	3 40
Extra sliced 30 oz. glass	....	9 00
PEARS—		
Extra fancy 2½s	....	5 25
Extra 2s	....	4 00
Standard 2½s	....	4 85
PEACHES—		
2½s, yellow cling	....	4 50
2½s, yellow	....	4 25
Extra yellow 2s	....	3 25
Cling sliced 2s	....	**3 50**
Standard 2½s	....	3 75
Standard Yellow Cling, sliced	....	4 00
Strawberries, 2's	....	3 30
Greengage Plums, heavy syrup, 2 lb	**2 00**	**2 00**
Lombard plums, heavy syrup, 2-lb.	....	**2 40**

CURRANT PRICES HIGHER

Montreal.

DRIED FRUITS.—On the whole there is an easier tendency to the dried fruit market. Big supplies of evaporated apples are now offered and prices are lower, with some variation in the quotations made by the wholesale trade. Dates are easy and in a good demand. There has been a big demand for layer figs this year and local supplies have all been cleaned up. There is, however, a good-sized shipment of Smyrna bag figs now in New York and ready for rail to Montreal. These figs got away from Smyrna before the trouble, but have been transhipped at many points before reaching this continent. The currant market is stronger and a half cent advance has been made on Greek currants. The local wholesale trade is now quoting 18c. per lb. for Greek cleaned currants.

DRIED FRUITS—		
Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 15
Do., 50 lbs.	....	0 14
Peaches (fancy)	....	**0 28**
Do., (choice)	....	**0 25**
Pears (choice)	....	**0 22**
Do., fancy	**0 27**	**0 28**
Peels—		
Cut mixed	....	**0 31**
Lemon	....	**0 25**
Orange	....	**0 25**
Citron	....	0 55
Raisins		
Valencias	....	**0 16**
Muscatels, 2 Crown, spot	....	0 14
Do., 3 Crown, spot	....	0 15
Do., 4 Crown, spot	....	0 16
Turkish Sultana, 5 Crown	**0 25**	**0 27**
Fancy seeded (Bulk)	**0 18**	**0 19**
Do., 16-oz.	**0 20**	**0 21**
Cal. seedless, cartons, 12 doz.	....	0 12
Do., 16 oz.	....	**0 16**
Cluster, 20 1-lb. pack.	4 00	....
New Spanish table raisins—		
3 Crown, 22 lb. box	....	4 50
4 Crown, 22 lb. box	....	6 00
5 Crown, 22 lb. box	....	6 50
6 Crown	....	7 30
Packages, 3 Crown 20/1s	....	5 25
4 Crown, 20/1s	....	6 25
5 Crown, 20/1s	....	6 75
Currants, loose	....	0 18
Dates, Excelsior, (36 10s) pkg.	....	4 10
Dromedary, (3-10 oz.)	3 60	6 75
Loose	**0 10**	**0 12**
Figs, crown	....	**0 21**
5 crown	....	**0 22**
6 crown	....	**0 23**
7 crown	....	**0 25**
Mats, Portuguese	....	**0 08**
Smyrna cooking, bags	....	**0 13**
Prunes (25-lb. boxes)—20-30s	....	0 20
40-50s	....	**0 17**
60-70s	....	0 14
70-80s	....	0 13
80-90s	....	0 12
90-100s	....	0 11

PACKAGE GOODS UNCHANGED

Montreal.

PACKAGE GOODS.—There is no change in package goods prices. The demand for cooking cereals has strengthened up that side of the market and cutting is practically over. An improved condition is evident in package goods and it is felt that in most lines a firm basis has been reached.

PACKAGE GOODS—		
Aluminum package, 20s	....	6 00
Rolled oats, large	....	4 80
Do., small	....	2 00
Oatmeal, fine cut, 20 pkgs	....	**5 50**
Puffed Rice	....	**5 70**
Puffed Wheat	....	**4 40**
Farina, case, 24s	....	**2 55**
Hominy, pearl or gran., 2 doz.	....	2 59
Scotch Health Bran (20 pkgs.)	case	**3 50**
Pancake Flour, case	....	**7 1[illegible]**
Pancake Flour, self-raising, do.	....	2 25
Wheat Food, 18-1½s	....	**3 25**
Porridge wheat, 36s, case	....	**6 40**
Do., 20s case	....	**3 50**
Self-raising flour, (3-lb. bags,) doz.	....	2 00
Do., (6-lb. pkg). doz.	....	3 90
Corn starch (prepared)	....	0 09½
Corn starch, 1 lb. pkgs.	....	0 08
Potato flour	....	0 12½
Flour, tapioca	**0 15**	**0 16**
Puffed rice pancake flour	....	**2 90**
Shredded Krumbles, 36s	....	**4 35**
Shredded wheat	....	**4 45**
Cooked Bran, 12s	....	**2 25**
Enamel Laundry Starch, 40 pkgs. case	....	**3 00**
Celluloid starch, 45 pkgs. case	....	3 90
Malt Breakfast Food, (36 pkgs.)	....	**9 60**
Macaroni	....	2 75
Spaghetti	....	2 75
Egg noodles, Quaker	....	**2 25**
Canadian Cheese loaf, lb.	....	0 33
Pimento loaf, per lb.	....	0 35
Swiss chees loaf	....	0 44
Package dates, 48-10	....	3 60
Excelsior dates	....	4 10
Dromedary, small	....	3 60
Do., Large	....	**6 75**

SYRUP MARKET STEADY

Montreal.

MOLASSES.—The molasses market is firm with strength lent by the high values of sugar. A change in price is unlikely on account of the system of marketing molasses. There is a good demand for other syrups and prices are steady.

MOLASSES—		
Puncheons, Island of Montreal		0 70
Barrels		0 73
Half Barrels		0 75
Puncheons, outside of Montreal		0 67
Fancy molasses in tins—		
No. 2, 2-doz. per case		7 75
No. 3, 2-doz. per case		10 75
5-lb. tins, per doz.		**8 95**
10-lb. tins, per case		**8 60**
Case goods subject to 10 per cent. discount.		
CORN SYRUPS—		
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 35
5-lb. tins, per case, white		4 70
5 lb. tins, per case, dark		4 20

ROASTED PEANUTS HIGHER

Montreal.

NUTS.—There is no change of note in the nut market. Prices are steady and although the demand for nuts has been good in the past few weeks the market is rather slack at present. Roasted peanuts show an advance of ½c. per lb. and the best grade Jumbo roasted are now quoted at 14½c. per lb.

NUTS—		
Almonds, Tarragona, per lb.	0 12½	0 13
Valencia shelled almonds 3 crown	0 39	0 40
Soft shell	....	0 60
Pecans, new Jumbo, per lb.	....	**0 50**
Do., large, No. 2, polished	**0 29**	**0 30**
Cocoanut (shredded, bulk)	0 26	**0 28**
Brazils, shelled	....	**0 50**
Peanuts, Jumbo	....	**0 15½**
Filberts (Sicily) per lb.	0 10½	0 11
Walnuts, Grenoble in shell	....	0 28
Walnuts, Marbot	0 20	0 22
Do., new Naples	....	**0 28**
Do., Bordeaux, shelled	0 52	0 60
Jumbo, roasted Specials		0 14
Extra		0 12¼
Do., Choice		0 10½
Do., shelled, No. 1 Virginia		0 11½
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 33
Fancy wholes, 10 lb. tins		2 10
Do., 10 lb. boxes		1 80
Do., 25 lb. boxes, per lb.		0 17

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

STRONG POSITION OF TEA

Montreal.

TEAS.—The tea market is now in a position where a further advance in the price can hardly be expected although primary markets are strong and London has recently shown a further advance on black teas. The local wholesale trade feel that since all grades of tea are now at a high level a further advance would only hurt business. Nevertheless, the tea market has a strong position for the future. The wholesale trade have now on hand their requirements in Japan teas and prices are expected to remain steady.

TEAS—		
Pekoes	0 40	0 46
Broken Pekoes	0 49	0 60
Orange Pekoes	0 55	0 75
Broken Orange Pekoes	0 46	0 59
China—		
Common	0 24	0 35
Medium	0 40	0 50
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 80

SPICE MARKET QUIET

Montreal.

SPICES.—The trade in spices is only fair with a limited demand and considerable variations in prices. There is no indication of any change in local quotations.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	0 23	0 25
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace	....	0 55
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64 lb.	....	0 40
Do., 80 lb.	....	0 38
Do., 100 lb.	....	0 [illegible]
Do., ground, 5, 10, 25 lb.	....	0 [illegible]
Pepper, black	0 20	0 [illegible]
Cayenne pepper	....	0 38

RICE PRICES STEADY

Montreal.

RICE.—The rice market has no special feature, but a steady tone is evident with fair buying. In primary markets Oriental rices are stronger, but on account of inactivity in this market the advance has not been felt yet. There has, however, been some improvement in the local demand and both retailers' and wholesalers' stocks are low.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 90
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

SUGAR HOLDS FIRM

Montreal.

SUGAR.—The sugar market is steady without any indications of a change since the recent advance which brought the price up to $7.75 per cwt. The raw market is strong and all immediate influences bearing on the market tends towards a firm position. The trade, however, is not buying heavily and the resale prices in the majority of instances are below the wholesale price.

SUGAR—

Granulated, per cwt.	7 75
Do., barrels	7 80
Granulated, gunnies, 5-20	7 95
Do., cartons	8 15
Do., gunnies, 10-10	8 10
Do., cases, 50 2-lb. cartons	8 25

COTTON TWINE HIGHER

Montreal.

COTTON TWINE.—Cotton twine has been advanced another cent by the local wholesale trade. This advance comes as a result of the higher cost of raw materials and the general strength of the cotton market.

COTTON TWINE

4 ply balls	0 51
3 ply balls	0 48
3 ply cones	0 47
3 ply tubes	0 47
4 ply cones	0 50
4 ply red and white	0 58
Cotton rope 3-16	0 45
¼	0 44
5-16	0 44
⅜	0 44

COFFEE PRICES STEADY

Montreal.

COFFEE.—The coffee market is steady without any prospect of a change in the domestic market. In primary markets the position is firm with some small advances, but local dealers do not expect an advance in the price.

COFFEE—

Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound	....	0 35

IMPORTED VEGETABLES FEATURED

Montreal.

VEGETABLES.—Imported vegetables are now the feature of the market. The first hot house tomatoes are commanding a big price. Hot house cucumbers are listed at $3 a doz. Cranberries are slightly higher with a good demand. Horse radish is also advanced. There is no change in potatoes or onions. Celery is a little lower in price.

VEGETABLES—

Cabbages, per doz.	0 40	0 50
N. Y. State lettuce, box, 2 doz.	4 00	4 50
Iceberg lettuce	7 00	7 50
Celery, washed, doz.	2 00	2 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	3 50	4 00
New potatoes, local, per bag	0 90	1 00
Yellow onions, per bag	....	1 50
Onions, per crate, No. 2	....	1 90
Spinach, per barrel	....	4 00
Cucumbers, hot house, doz.	....	3 00
Hot house, doz.	....	3 00
New Turnips, per doz.	1 25	1 50
Green beans, 30 lb. hamper	....	4 50
Wax Beans, hamper	3 50	4 00
Onions, pickling, 11 qt.	....	1 75
Sweet Potatoes, basket	1 75	2 00
Horseradish, barrel	....	20 00
Cranberries, barrel	16 00	18 00
Mushrooms, 3 lb. basket	3 00	3 50

ORANGES LOWER IN PRICE

Montreal.

FRUIT.—The feature of the fruit market is the decline in the price of oranges. The best oranges are now selling at from $7 to $8 a crate. Others are quoted at from $6 to $7. Lemons are slightly higher in price. Verdellis are quoted at $7 a crate. Florida grapefruit are now on the market but they are not yet perfect in color.

APPLES—

Wealthys per barrel	5 00	6 00
Alexanders	....	9 00
McIntosh, No. 1	8 00	9 00
Pomeuse	7 00	8 00
Lemons, 300s-360s, Verdellis	....	7 00
Messina lemons	7 50	....
Malaga lemons, 420s	....	8 50
Lemons, 300s-360s, Verdillis	....	4 50
Limes, per 100	....	1 00
Grapes, Tokay, per case	....	4 50
Grapes, Emperor, per keg	....	6 50
Grapes, Canadian, per basket	0 40	0 45
Malaga grapes, per keg	....	7 10
Pears, Keiffer, bushel	....	2 25
Oranges, Florida	8 00	9 00
Oranges, California	9 00	10 00
Grapefruit, Florida	5 00	6 00
Pears, per box	....	5 00
Oranges, per case	6 00	8 00

ONTARIO MARKETS

TORONTO, Nov. 8.—Few changes are reported in the markets for groceries this week. Dealers report a good steady demand, with prices for the most part strong. Cereals are particularly strong at the present time, with rolled oats especially tending towards higher levels. The movement of oats from the West is still much retarded, and this fact is responsible for the strong situation. Canned goods are moving in good volume. Prices on the new pack of canned apples are now available, and are slightly easier, in comparison with a year ago. There is a better demand for dried fruits, raisins and currants selling freely. Prices are strong for the same. Currants are quoted at from 17½c to 20c per lb. New Valencia raisins to arrive are quoted this week, and these should be available in the next week. Package goods are steady, and there is a good demand. Flour is again higher this week.

BEANS ARE UNCHANGED

Toronto.

BEANS.—The market for beans is steady and unchanged with dealers reporting a very good demand for the same. Prices quoted to the trade are on the basis of from $3 to $3.25 per bushel for the Canadian hand-picked and 1 lb. pickers.

BEANS—

Canadian hand picked and 1 lb. pickers, per bushel	3 00	3 25
Cal. Limas, per lb.	0 11	0 11½

COFFEE MARKET HOLDS FIRM

Toronto.

COFFEE.—The coffee market is without feature this week, quotations on spot and at primary points holding steady and firm. There is a very good demand for coffees at present prices.

COFFEE—

Java, Private Estate	0 51	0 53
Bogotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 56

CEREALS CONTINUE STRONG

Toronto.

CEREALS.—The market for cereals is very strong at the present time, the situation showing little change as compared with a week ago. The movement of oats from the West is still very slow, owing to the heavy shipments of wheat. As stated a week ago this fact is responsible for the strong market prevailing in rolled oats. The corn market is equally strong, and prices of cornmeal are firm on spot. Other bulk cereals are holding at unchanged levels.

CEREALS—

Barley, pot, 98s	3 25	3 35
Do., pearl,	4 35	4 45
Cornmeal, golden, 98s	2 75	3 50
Oatmeal, 98s	3 75	4 00
Corn flour, 98s	3 00	3 10
Rye flour		4 40
Rolled oats, 90s	3 20	3 50
Rolled wheat, barrels	5 25	5 75
Cracked wheat, bag		5 00
Breakfast food, 98s	4 25	4 50
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s		6 00
Peas, split, per bag	5 50	5 75
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	4 00
Whole Wheat Flour		4 10
Wheat Kernels		5 25

CANNED GOODS ARE STEADY

Toronto.

CANNED GOODS.—Prices on the new pack of canned apples are quoted this week, and are slightly easier as compared with a year ago. Dealers are quoting apples 2½s, in water, on the basis of $1.65 per doz., the tens being offered at $4.90 per doz. Apples, 10s, solid pack, are quoted at $6.70 per doz. New canned pumpkin is quoted in 2½s at $1.45 per doz. The tens are quoted at $5 per doz. There is a very good inquiry for most lines of canned goods, with prices holding at steady levels. One dealer is quoting a reduction this week on one brand of sockeye salmon at $2.40 per doz. for halves.

CANNED GOODS—

Shrimps	2 85	....
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	2 70	2 75
Alaska red, 1s	3 75	3 95

Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	**1 45**
Pinks, 1s	1 60	1 65
Pinks, ½s, doz.	....	0 95
Lobster, ½-lb. doz.	5 40	5 75
Do., ¼-lb. tins	3 00	3 10
Whale steak, 1s, flat, doz.	**1 75**	**1 90**
Filehards, 1-lb. talls, doz.	**1 75**	**1 80**
Herrings in Tomato Sauce—		
Ovals 1s per doz.	**1 75**	**1 15**
Ovals ½s, per doz.	....	**1 30**
Kippered Herrings—		
Ovals 1s, per doz.	**1 75**	**2 00**
Ovals, ½s, per doz.	....	**1 30**
Canned Vegetables		
Peas, extra sifted, doz.		3 00
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.	....	1 42½
Beets, 2s, doz.	1 90	2 85
Beans, golden wax, doz.	....	1 92½
Do., Golden wax, fancy, doz.	**....**	**2 25**
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Canadian corn	....	1 25
Golden Bantam Corn, 2s Doz.	....	1 90
Tomatoes, 2½s, doz.	1 40	1 47½
Pumpkins, 2½s	....	1 45
Spinach, 2½s, doz.	....	2 90
Do., 2s	....	2 25
Pineapples, sliced, 2s doz.	....	3 75
Do., sliced, 2½s, doz.	**....**	**4 25**
Apples, gal. water pack, doz.	....	4 90
Do., gal. steam pack, doz.	....	5 80
Do., 2½s, doz.	....	1 65
Pears, 2s, doz.	....	2 90
Peaches 2s, doz. H. S.	....	2 25
Plums, Lombard, 2s, doz.	1 40	1 45
Do., ½s, doz.	....	0 95
Blueberries, 2s	**....**	**2 45**
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	**3 00**	**3 25**
Do., 16 oz. doz.	**3 50**	**3 90**
Do., 4s each	0 80	0 91
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 83	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90

DRIED FRUITS ARE STRONG

Toronto.

DRIED FRUITS.—Strong prices prevail for most lines of dried fruits. Grecian currants are quoted at steady but very strong levels, at from 17½ to 18c per lb. for the Filliatras, at from 19 to 20c for Patras, and at from 18½ to 19c for Amalias. New Valencia raisins to arrive are quoted at 17½c per lb. These should be on this market in the next week. Evaporated apples are quoted in 25 lb. lots at 15c per lb. No change is reported in dates. There is a good inquiry for the same. The demand for raisins and currants at the present time is showing increasing volume.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	0 52
Lemon caps, 12-lb. boxes, lb.	....	0 28
Orange caps, 12-lb. boxes, lb.	....	0 28½
Mixed containing 4½ lb. lemon per lb.	....	0 34
Drained Peel, mixed, cut ready for use, in No. 1s cartons. 3 4½-lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	3 55
Currants—		
Greek Filliatras cases	0 17½	0 18
Do., Patras	0 19	0 20
Do., Amalias, lb.	0 18½	0 19
Dates—		
Excelsior, pkgs., 3 doz. in case	....	4 10
Dromedary, 3 doz. to case	....	6 95
Do., 4 doz. to case	....	3 75
Fard, per lb.	....	0 25
Hallowee dates, per lb.	....	0 09½
Do., Sair	....	0 07½
Prunes—		
30-40s, 25s	....	0 22
40-50s, 25s	....	0 18
50-60s, 25s	....	0 17
60-70s, 25s	....	0 16
70-80s, 25s	....	0 14
80-90s	....	0 12½
100-120s, 50s, per lb.	....	0 09¾
Raisins—		
California Sultanas, lb.	0 13½	0 14
Seeded, 15-oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.	....	0 14½
Seedless, 15 oz. pkts.	....	0 15
Do., 8 oz. pkt.	0 10	0 10½
Do., 11 oz.	....	0 11½
Thompson's seedless, 25s	0 13¾	0 14
Valencia, Spanish	....	0 17½
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Table Raisins—		
7 Crown, 20 ls, per box	....	7 65
4 Crown, box	....	5 50
5 Crown, box	....	6 15
3 Crown, 20 ls	....	4 95
Evaporated apples, standards	0 15	....
Do., Choice	0 17	0 18
Figs—		
Layer, 4 Crown, 10 lb. boxes	....	3 00
Layer, 5 Crown, 10 lb. boxes	....	3 75
Layer, 6 Crown, 6-lb. bxoes	....	4 25
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Standard	....	0 30

HONEY IN GOOD DEMAND

Toronto.

HONEY.—No change is reported in honey prices this week. There is a very good inquiry for the same, 5 pound tins being quoted at from 13½ to 14c, 10 lb. tins at from 13c to 13½c. 60 lb. tins are offered at from 12½ to 13c.

HONEY—		
5-pound tins, per lb.	0 13½	0 14
10-pound tins, per lb.	0 13	0 13½
60-pound tins, per lb.	0 12½	0 13
Comb, per doz.	3 00	4 00

NUTS AT STEADY LEVELS

Toronto.

NUTS.—There is an active inquiry for nuts with prices showing few changes as compared with a week ago. Nuts in the shell are beginning to sell more freely. Almonds, tarragonas, are quoted at from 19 to 20c per lb. Grenobles, walnuts, are offered at 28c per lb. Shelled nuts are steady, almonds at from 43 to 45c. per lb. Bordeaux walnuts are offered at from 55 to 58c per lb. and Manchurian walnuts are from 53 to 57c.

NUTS—		
Almonds, Tarragonas, lb.	0 19	0 20
Walnuts, Grenobles, lb.	0 28	....
Do., Marbot,	0 26	0 28
Do., California	**0 39**	**0 40**
Do., Manchurian	0 17½	0 18½
Filberts, lb.	0 14	0 15
Cocoanuts, Jamaica, sack	**6 00**	**7 50**
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted lb.	0 14	0 15
Brazil Nuts, large, lb.	0 15	0 16
Mixed nuts, bags 50 lbs.	0 16	0 17
Pecans	....	0 30
Shelled —		
Almonds, lb.	0 43	0 45
Filberts, lb.	**0 21**	**0 37**
Walnuts, Bordeaux, lb.	0 55	0 58
Do., Manchurian, lb.	0 53	0 57
Do., broken	0 39	0 42
Jordan Almonds	0 65	0 67
Brazils, lb.	**....**	**0 65**
Peanuts, in bags, unroasted	0 12	0 12¼
Pecans, lb.	1 00	1 05

STRONG MARKET IN RICE

Toronto.

RICE.—The market for rice is at strong levels. There is a very good demand for rice at the present time. The situation at primary points is also very firm. Blue rose fancy rice is quoted on spot at from 7 to 7½c per lb. Tapioca is offered at from 8 to 8½c per lb.

RICE—		
Honduras, broken, per lb.	**0 05**	**0 08**
Do., fancy	**0 09¾**	**0 10½**
Blue Rose, fancy	0 07	0 07½
Siam, per lb.	**0 06**	**0 06½**
Japans, per lb.	**0 07**	**0 07½**
Do., broken	....	0 06
Chinese, XX	....	....
Do., Simiu	**0 10**	**0 11**
Do., Mujin, No. 1	**0 09**	**0 10**
Do., Pakling	**0 07½**	**0 09**
Rangoon	**07**	**0 07½**
Tapioca, per lb.	0 08	0 08½
White Sago	**0 08**	**0 08½**
Do., fancy	**0 09½**	**0 10**

SYRUPS IN STRONG MARKET

Toronto.

SYRUPS.—No change is reported in the market for syrups this week, although the market is strong. There is a very good inquiry for the same.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow	....	0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bb's	....	
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	....	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case	....	4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case	....	14 50
2½ lb. tins, 24 to case, per case	....	13 25
10 lb. tins, 6 to case, per case	....	11 50
5 gal. cans		10 25
1½ lb. tins, 24 to case, per case	....	7 50
5 lb. tins, 12 to case, per case	....	12 25
1 gal. tins, 6 to case, per case	....	13 20
Maple Sugar, 1 lb. blocks, per lb.	....	0 25
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails—No. 2	....	1 70
West India, gal.	....	0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35

PACKAGE GOODS ARE UNCHANGED

Toronto.

PACKAGE GOODS.—There is a good inquiry for most lines of package goods at the present time. Prices of cereals, as in the case of bulk cereals, are strong, and while quotations show no changes as compared with a week ago, the market tendency is not towards lower levels. The rolled oats in 20s are $4.80, and in 18s the quotation is $2.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	....	4 80
Do., 18s, case	**....**	**2 00**
Do., 20s, square case	**....**	**5 00**
Do., Aluminum Prem., 20s	....	6 00
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	**....**	**6 00**
Do., 20s, family, case	**....**	**6 80**
Package Peas, per doz.	**....**	**90**
Cornstarch, No. 1, lb. carton	....	0 09½
Do., No. 2, lb. cartons	....	0 08
Laundry Starch	....	0 07½
Do., in 1-lb. cartons	....	0 08¾
Do., in 6-lb. wood boxes	....	0 11¾
Do., in 6-lb. tin cannisters	....	0 12
Potato flour, 1-lb.	....	0 12½
Fine Oatmeal, 20s	**....**	**5 75**
Cornmeal, 24s	**....**	**2 30**
Farina, 24s	**....**	**3 25**
Barley, 24s	**....**	**2 75**
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	2 40
F. S. Hominy, gran. case	**....**	**3 00**
Do., pearl, case	**....**	**3 00**
Scotch pearl barley case	**....**	**2 70**
Macaroni 30-16 oz. per case	**3 15**	**3 40**
Do., 30-8 oz. per case	**2 00**	**2 20**

PRICES HOLD STEADY

Toronto.

SPICES.—There continues to be a very good inquiry for spices. Quotations are holding at present levels. Cassia is offered at from 22 to 24c per lb. and cinnamon is offered at from 35 to 40c per lb. Cloves are 60c per lb. Black peppers are offered at from 18c to 20c per lb. and white pepper is from 28 to 30c.

SPICES—		
Cassia	0 22	0 24
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 30
Do., Jamaica	....	0 55
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spice	0 17	0 20
Mace	0 55	0 65
Peppers, black	0 18	0 20
Do., white	0 22	0 30
Paprika, lb.	....	0 45
Chillies, lb.	0 55	0 58
Nutmegs, selects, whole	0 30	0 40
Do., ground	....	0 30
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 45
Coriander seed	....	0 18
Carraway seed, whole	0 20	0 25
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 85	0 40
4-oz. packages, doz.	....	1 75

SUGAR MARKET IS STEADY

Toronto.

SUGAR.—Sugar prices are unchanged this week, the market being steady on the basis of $8.09, Toronto delivery. The market is reported quiet in spite of the stronger prices, and buying is more or less restricted. There is no heavy demand, as far as the domestic trade is concerned, one representative of a Canadian refinery stated. The strength of the market at the present time is due to the position of raws. New York refiners are not more than a week's supply ahead, and Cuban supplies for Atlantic ports are said to be not more than four weeks supply.

SUGAR—	
Acadia Sugar Refinery, ex. gran.	8 09
Dom. Sugar Refinery, ex. gran.	7 93
Canada Refinery, gran.	8 09
St. Lawrence, gran.	8 09
Atlantic Refinery, gran.	8 09

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-2v 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons

TEAS STRONGER AGAIN

Toronto.

TEA.—Tea importers here state that another advance was made in low priced teas in London and in Calcutta last week. The tendency in the market is altogether towards higher prices, and the situation is generally strong. One detler told Canadian Grocer this week, that teas could not be bought that will sell lower than 50c per lb. to the trade. Some wholesalers now, it is stated, are quoting their low prices teas at 45c per lb. Prices on spot are very strong, and advances by dealers on new stocks are more than likely.

TEAS—		
Pekoe Souchongs	0 40	0 45
Pekoes	0 42	0 58
Broken Pekoes	0 45	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

FLOUR IS AGAIN HIGHER

Toronto.

FLOUR.—The flour market is higher again this week, an advance of 10 cents per bbl. being reported, at $7 per bbl. for first patents in cotton bags. Second patents, in jute bags, are offered at $6.40 per bbl.

FLOUR—	
First Patents, in cotton bags, bbl	7 00
Second Patents, in jute bags, bbl.	6 40

MILLFEEDS HIGHER

Toronto.

MILLFEEDS.—This market is also higher. Bran is quoted at $22.25 per ton, and shorts are offered at $24.25, quotations being $1 per ton higher. There is a very good inquiry for the same.

MILLFEEDS—	
Bran, per ton	22 25
Shorts, per ton	24 25

LOWER PRICES ON CAL. ORANGES

Toronto.

FRUITS.—Lower prices are ruling on California oranges this week. Dealers are quoting them all the way from $3 to $7 per case, and Florida oranges are offered at $6.50 per case. Lemons are higher on the basis of $8 for 300s. Grapefruit is quoted at from $5.25 to $5.75 per case. Apples are selling freely, number ones at from $4.50 to $6 per bbl. and at from $4 to $5 for twos. Other fruits are unchanged.

FRUITS—		
Oranges, Cal., box	3 00	7 00
Oranges, Florida, box	....	6 50
Lemons, Verdellis, 300s per box	....	8 00
Bananas, per lb.	....	0 08½
Grapefruits, 64s, 80s, 100s, and 126s	5 25	5 75
Grapes, Cal. Tokays, per box	....	4 50
Grapes, Spanish Malsga, per keg	....	8 50
Do., Cal. Emperors, per lug, ea.	....	3 50
Do., Canadian 6 qt. basket	0 40	0 50
Apples in bbls.—		
No. 1s	4 50	6 00
No. 2s	4 00	5 00
Do., B. C. McIntosh, No. 1s, per box	2 35	2 50
Do., 11 qt. basket, each	0 30	0 50
Do., 6 qt. basket	0 40	0 50
Pears, 11 qt. baskets, ea.	0 40	0 50
Plums, local, 11 qt.	0 30	0 50
Do., 6 qt. basket	0 25	0 35
Cranberries, ½ bbl.	....	7 00
Quinces, 11 qt. basket, ea.	0 75	0 85

VEGETABLES ARE STEADY

Toronto.

VEGETABLES.—Few changes are noted in the market for vegetables this week. Ontario potatoes are offered in plentiful supply at from 85 to 90c per bag, and New Brunswick Delawares are quoted at $1.10 per bag. Onions are quoted lower this week at $1.50 per bag of 100 lbs. No change is reported in Spanish onions. Pickling onions are from 75c to $1.25 per basket. Sweet potatoes in hampers are $1.65, and in bbls. $3.50. Green peppers are offered at from 30 to 40c for 11-qt. baskets.

VEGETABLES—		
Potatoes, Ontario, bag	0 85	0 90
Do., N. B. Delawares, bag	....	1 10
Onions, per bag, 100 lbs.	....	1 50
Do., Spanish, large cases	....	4 75
Do., Spanish, half cases	....	2 75
Pickling onions, 11 qt. basket	0 75	1 25
Peppers, Green, 11 qt.	0 30	0 40
Beets, bag	....	0 25
Carrots, bag	....	0 65
Cabbage, per doz.	0 40	0 50
Green peppers, 11 qt.	0 30	0 40
Sweet peppers, basket	....	0 50
Red peppers, basket	0 40	0 50
Wax beans, basket	0 60	0 75
Cauliflower, doz.	....	1 50
Parsley, 11 qt. basket	0 50	0 75
Vegetable marrow, doz.	0 30	0 40
Celery, doz.	0 50	0 75
Egg Plant, 11 qt.	0 40	0 50
Sweet potatoes, hampers, ea.	....	1 65
Do., sweet potatoes, bbl.	....	3 50
Turnips, per bag	....	0 50

MANITOBA MARKETS

WINNIPEG, Nov. 8.—The grain movement has been exceptionally heavy but congestion at the head of the lakes has caused difficuty in handling the situation. This is having the effect of slowing up business and holding back money from going into circulation. Collections are spotty, improving in some districts and slow in others. With the fine weather continuing it has an adverse effect on fall business and with the little colder weather an improvement is anticipated. Changes in the markets for groceries this week are not many, as prices for the most part are holding steady. Sugar has advanced and is now quoted at $8.75 per cwt. Teas are strong and another advance in wholesale prices is expected. The coffee market is ruling firm with no change locally. Canned goods are moving satisfactorily and the tone of the American market is firmer.

COFFEE MARKET QUIET

Winnipeg.

COFFEE.—Reports from Brazil state that the coffee market is ruling quiet and prices continue to advance. The crop is expected to be one of the largest ever produced. Buyers continue to buy in a conservative manner and spot stocks are light. The new crop will arrive around the first of the year.

COFFEE—			
Rio, roasted, best grade, per lb.	0 19¾	20-7/9	
Mexican, roasted, best grade, lb.	0 44	0 49	
Figs, Smyrna, per lb.	....	0 14½	
Bogotas, roasted, best grade, lb.	0 40	0 43	
Mocha (types), best grade, lb.	0 51	0 63	
Bourbon, best grade, per lb.	0 30	0 35	
Santos, best grade, per lb.	0 27½	0 30	
Maracaibo, roasted, best grade, lb.	0 38	0 44	

CANNED GOODS FIRMER

Winnipeg.

CANNED GOODS.—All lines of U.S. canned goods are showing a firmer tone and prices are advancing. Many California canners are out of the market and are not making offerings. The Canadian market is ruling steady and new pack vegetables of splendid quality is arriving and the volume of business passing is satisfactory. The canned fish situation shows little change. Salmon is in fair demand. Lobsters are reported scarce and prices are higher.

California fruits are ruling firm and an improvement in tone is noted. Peaches are moving upward. Sliced pineapple is reported scarce and prices are advancing. The demand locally for fruits is quiet, but later on as cold weather approaches and with fresh fruits off the market an improvement is expected.

CANNED FISH—	
Shrimps, 1s, 4 doz. case, doz.	2 75
Finnan Haddie, ½s, 8 doz. case	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50 8 00
Lobsters, ¼s, 8 doz. case, doz	3 25 3 55
Do., ½s, 4 doz. case, case	5 35 6 00
Oysters, 1s, 4 oz. 4 doz. case, case	8 40
Do., 2s, 8 oz. 2 doz. case, case	7 60
Pilchards, 1s, tall, 4 doz. case, per case	6 25
Do., ½s, flat, 8 doz. case, case	8 50
Salmons—	**Per case**
Sockeye, 1s, tall, 4 doz. case	19 50
Do., ½s, flat, 8 doz. case	14 00
Red Spring, 1s, tall, 4 doz. case	15 00
Do., ½s, flat, 8 doz. case	12 00
Cohoe, 1s, tall, 4 doz. case	6 75
Do., ½s, flat, 8 doz. case	**8 00**
CANNED FRUITS (Canadian)—	**Per case**
Apples, 6 tins, in case	3 25
Blueberries, 2s, 2 doz. case	**6 75**
Cherries, 2s, 2 doz. case	**6 70**
Gooseberries, 2s, 2 doz. case	**7 50**
Lawtonberries, 2s, 2 doz. case	**8 00**
Peaches, 2s, 2 doz. case case	**6 60 7 10**
Pears, 2s, 2 doz. case	**6 45 7 00**
Plums, Green Gage, H. S. 2s, 2 doz. case	**6 00**
Plums, Lombard, H.S. 2s, doz. case	**5 95**
Plums, Lombard, H. S., 2s, 2 doz. case	4 65
Raspberries, 2s, 2 doz. case	8 00 8 60
Strawberries, 2s, 2 doz. case	8 00 8 60
CANNED FRUIT (American)—	**Per case**
Apricots, 1s, 4 doz. case	10 60
Peaches, 2½s, 2 doz. case	9 15
Peaches, sliced, 1s, 4 doz. case	10 85
Do., Halves, 1s, 4 doz. case	10
Do., 2s, 2 doz. case	**6 50**
Pears, 1s, 4 doz. case	**13 25**
Pineapple, sliced, 2s, 2 doz. case	7 50
CANNED VEGETABLES—	
Asparagus tips, 1s, tins, 4 doz. case, per doz	**4 40**
Beans, Golden Wax, 2s, 2 doz. case, per case	**4 70**
Beans, Refugee, 2s, 2 doz. case	**4 75**
Corns, 2s, 2 doz. case	**3 85 4 10**
Peas, standard, 2s, 2 doz. case	3 25 4 10
Peas, Early June, 2s, 2 doz. case	**4 65 4 80**
Sweet Potatoes, 2½s, 2 doz. case	5 60
Pumpkin, 2½s, 2 doz. case	3 80 4 85
Sauer Kraut, 2½s, 2 doz. case	**3 80 3 90**
Tomatoes, 2½s, 2 doz case	**4 05 4 35**

OREGON PRUNES ARRIVE

Winnipeg.

DRIED FRUITS.—The market in dried fruits is characterized by strength in practically all lines. A few carloads of Oregon prunes have arrived and have been picked up rapidly by the trade as stocks carried by retailers and wholesalers are low. The raisin market is steady and indications are that higher prices will prevail. Currants are ruling firm and lower prices are not looked for this year, due to the situation in Greece, and the small quantities arriving. The demand locally for all lines of dried fruits is good.

DRIED FRUITS—	
Evaporated apples, per lb.	0 16¼
Currants, 90 lb., per lb.	0 16½
Do., 8 oz. pkgs., 6 doz. case, pkg	0 12
Dates, Hallowee, bulk, lb.	0 13
Jamaica, roasted, best grade, lb.	0 23 0 30
Do., pkgs., 3 doz. case, lb.	**0 09**
Loganberries, 8 oz., 4 doz. case, pk	0 25½
Peaches, standard, per lb.	0 21
Do., choice, per lb.	0 23
Do., fancy, per lb.	0 25
Do., Cal., in cartons, per carton	**1 00 1 20**
Pears, extra choice, per lb.	**0 30**
Do., Cal., cartons, per carton	**1 30**
Prunes—	
30-40s, 25s, per lb.	0 21
40-50s, 25s, per lb.	0 17½
50-60s, 25s, per lb.	0 16
60-70s, 25s, per lb.	0 14½
70-80s, 25s, per lb.	0 13½
80-90s, 25s, per lb.	0 12½
In 5-lb. cartons, carton	0 75
Raisins—Seeded—	
Cal., pkg., 16 oz., fancy, per pkg.	**0 21½**
Do., pkg., 12 oz., fancy, per pkg	**0 17½**
Do., 16 oz., choice, per pkg.	**0 21**
Do., 12 oz., choice, per pkg.	**0 16**
Cal., 5 lb. oartons, per carton	**1 15**
Do., bulk, 25-lb. boxes, per lb.	**0 20**
Raisins—Seedless—	
Cal., pkg., 11 oz., per pkg.	**0 20**
Do., bulk, 25-lb. boxes, per lb.	**0 22**
Do., bulk, 5-lb. cartons, per carton	**1 15**
Do., Cal. Muscatels, 5 lb. carton, per carton	1 35
Apricots—	
Do., Standard, 10s, per lb.	**0 32**
Do., 25s, per lb.	**0 30**
Do., Choice, 10s, per lb.	0 38
Do., 25s, per lb.	0 36
Do., Fancy, 10s, per lb.	0 43

FEW CHANGES IN CEREALS

Winnipeg.

CEREALS.—The demand for cereals is reported fair with prices holding at unchanged levels. Rolled oats are firm and are quoted at $2.55 to $2.70, per bag. New crop Ontario beans are on the market and are quoting at $3.40 per bushel.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.	3 85	4 00
Do., 36s, case, square pkts		4 00
Do., 18s, case		1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case		2 85
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 65
Do., 40s, per bag		1 40
Do., 20s, per bag		0 75
Do., 10-8s, per bale		3 40
Oatmeal, 98s, gran. for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, whole green, 100 lb. bag, per bush.		4 50
Peas, split, yellow, 98s, per bag		7 45
Do., split yellow, 49s, per bag		3 80
Beans, fancy, hand picked, 100 lb. bag per bushel		3 40
Barley, pot, 98s, per bag		**3 15**
Do., pot, 49s per bag		**1 60**
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 85
Do., pearl, 24s, per bag		1 15
Cornmeal, 98s per bag		2 50
Do., 49s, per bag		1 30
Do., 24s, per bag		0 68
Do., 10-lbs. per bag		3 20

FLOUR HOLDS STEADY

Winnipeg.

FLOUR.—The flour market is ruling steady with 98 lb. sacks quoted at $3.20. There is an improvement in the demand.

FLOUR—	
98 lb. sacks	3 20
Two 49 lb. sacks	3 25
Four 24 lb. sacks	3 32½

JAMS SHOW NO CHANGE

Winnipeg.

JAMS.—The jam market maintains a firm tone and buying is reported quiet. Later on when fresh fruits are finished a better demand is expected.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80

NUT MARKET QUIET

Winnipeg.

NUTS.—The nut market is reported quiet. The failure of the Pecan yield has caused a firmer tendency to the market. The outlook for California almonds is for larger supply than at first anticipated. The California Walnut Growers' Association has named its prices on the 1922 crop.

NUTS, SHELLED—	
Almonds, per lb.	0 44
Spanish Peanuts, No. 1, lb.	0 13½
Pecans, per lb.	1 00
Walnuts, per lb.	0 60
Brazils, per lb.	**0 55**
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	**0 20**
Walnuts, per lb.	**0 23**
Almonds, per lb.	**0 25**
Brazils, per lb.	**0 18**
Pecans, per lb.	**0 25**
Filberts, per lb.	**0 22**

SUGAR MOVES UPWARD

Winnipeg.

SUGAR.—The biggest crop in Cuban history has just been completed and the total outturn is nearly four million tons. The raw sugar market is showing a firmer tone which has been reflected in an advance of 25c per cwt. on Canada refined. The quotation is $8.75 f.o.b. Winnipeg.

SUGAR—	
Extra gran., bags, 100 lbs.	8 75
Do., gunnies, 5-10 lbs.	9 15
Do., cartons, 20-5 lbs.	9 35
Do., gunnies, 10-10 lbs.	9 25
Yellow, No. 1 Lt., bags, 100 lbs.	8 35
Do., golden, bags, 100 lbs.	8 25
Powdered sugar, bbls.	9 15
Do., boxes, 50 lbs.	9 35
Do., boxes, 25 lbs.	9 55
Icing, barrels.	9 25
Do., boxes, 50 lbs.	9 45
Do., boxes, 25 lbs.	8 60
Soft lumps, boxes, 100 lbs.	9 35
Do., boxes, 50 lbs.	9 85
Do., cases, 20 cartons	10 55
Do., cases, 40½ lbs.	11 35
Small lump boxes, 100 lbs.	10 45
Do., boxes, 50 lbs.	10 45
Do., cartons, 50 2-lb.	9 75
Do., boxes, 25 lbs.	9 55
Hard lump boxes, 10 lbs.	9 35
Do., boxes, 50 lbs.	9 85

SYRUPS STRONGER

Winnipeg.

SYRUPS.—In sympathy with the strong sugar market, cane syrups are ruling firm and the tendency is upward. There is a fair demand reported on the local market.

CANE SYRUP—	
No. 2s, 2 doz. case	5 20
No. 5s, 1 doz. case	6 00
No. 10s, ½ doz. case	5 55
No. 20s, ¼ doz. case	5 40
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-ib. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	**3 75**
Cases, 5-lb. tins yellow, 1 doz. in case	**4 20**
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	19 70
Pure, 5s, per case of 1 doz.	18 00
Pure, 10s, per case of ½ doz.	16 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	**8 00**
Do., 2s, tins, per case of 1 doz.	**8 00**
Do., 1s, tins, per case of ½ doz.	**7 80**
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	**7 00**
5 lb. tins, 2 doz. case	**9 85**
10 lb. tins, ½ doz. case	**7 76**
MOLASSES BLACKSTRAP—	
1½s, tins, 4 doz. case	4 10
2s, tins, 3 doz. case	3 75

(Continued on next page)

Weekly Market Reports By Wire

Statements From Buying Centres East and West

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Nov. 7.—Kraft cheese advanced 3c. per lb. on the Cheddar and Pimento and 8c. on Swiss. New season's Hallowee dates have arrived and are quoted at 11½c. per lb. Some lines of pork and beans are slightly reduced in price. Ontario large cheese is advanced to 25c. per lb.

Tomatoes, 2½s	3 35	3 50
Sugar, pure cane, gran., cwt.		9 09
Cheese, No. 1, Ont., large		0 22
Ontario, large cheese		0 25
Butter, Creamery, lb.	0 47	0 41
Do., dairy, lb	0 21	0 25
Lard, pure, 3s		11 70
Eggs, new laid, local, case		**7 00**
Beans, Kotenash, per cwt.		5 50
Rolled oats 80s		3 00
Rice, Siam	**5 00**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	7 50	8 00
Sago	7 50	8 00
Evaporated apples, 25s, lb.		0 16
Dates, Hallowee, lb.		0 11½

British Columbia Markets

FROM VANCOUVER BY WIRE

Vancouver, B. C., Nov. 7.—The apple situation appears to be improving as several hundred boxes have been moving to the U. S. Eggs and butter are unchanged at 70c. for the former and 41c. for the latter. Apples are quoted as follows: fall pippins, $1.40; greenings, $1.50; snows, $1.75; McIntosh reds, $1.50; winter banana, $2. Grapefruit is quoted at $7.25, lemons at $11.25 and oranges average $10 per case.

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Nov. 7.—Potatoes are higher at $2 per barrel. Clear pork has advanced to $36.50 per barrel. Eggs are quoted at 42c., an advance of 2c. per doz. Margarine is higher at 23c., while creamery butter, solids, has advanced to 38c. per lb.

Cornmeal, gran., bags		3 00
Rolled oats, bag		3 60
Do., bbls.		7 85
Eggs		0 38
Rice, Siam, per cwt.		**6 50**
Tapioca, per 100 lbs.		**9 50**
Sugar, gran., cwt.		8 00
Do., No. 1, yellow		7 35
Molasses, gal.		0 65
Tomatoes, cans, doz.		1 70
Raisins, Valencia layers	**0 24**	**0 30**
Currants, cleaned		0 22
Prunes, 90-100, 25-lb. boxes		0 13
Lemon peel		0 30
Orange peel		0 31
Citron peel		0 60
Walnuts		**0 23**
Almonds		**0 22**
Brazils		**0 20**
Peanuts		**0 18**
Filberts		**0 16**
Cocoanuts, bag		**6 00**
Potatoes, per barrel		2 00
Onions,100 lbs.		2 50
Pork, clear bbls.		36 50
Oranges, per case	7 00	9 00
Bananas, per lb.		0 09
Lemons, case		7 00
Grapefruit, case		7 00
Pigs' feet, per 20-lb. pail		**2 25**
Hams, shoulder, per lb.		**0 22**
Bacon, side per lb.		**0 33**
Bacon roll, per lb.		**0 62**
Lard, pure, in pails, lb.		0 18
Lard, pure, in tubs, lb.		0 17½
Oleomargarine, lb.		0 23
Shortening, in pails, lb.		0 15
Shortening, in tubs, lb.		0 14½
Butter, creamery prints, lb.		0 40
Butter, creamery, solids, lb.		0 38
Eggs, per doz.		0 42

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Nov. 7.—New laid eggs show an increase of 5c. per doz., making the price 55c. Cold storage eggs are quoted at 40c. per doz. Creamery butter again shows a slight increase in price; prints are quoted at 42c. and solids at 40c. per lb. Dairy butter is again on the market and quoted at 35c. per lb. Canned raspberries advanced 10c. per doz., now quoted at $4.40 while corn also advanced a like amount, quoted at $1.50.

Onions, Canadian, 100 lbs.		2 25
Oranges, case		8 50
Grapefruit, Porto Rico		7 50
Do., Jamaica		5 50
Standard hard wheat flour, bbl.		8 50
Halifax, Blended, per bbl.		7 50
Flour, Lemons, case		12 00
Cornmeal, bags		2 10
Rolled oats, per bag		3 75
Rice Siam, per 100 lbs.		8 50
Tapioca, 100 lbs.		7 50
Sugar, standard, gran.		7 75
Do., No. 1, yellow		7 10
Hams, 25 to 35 lbs.		0 23
Do., 18 to 25 lbs.		0 25¼
Do., 12 to 18 lbs.		0 22
Breakfast Bacon		0 34
Roll Bacon		0 22
American clear pork, bbl.		31 00
Cheese		0 23
Eggs, fresh, doz.		0 55
Do., storage, doz.		0 40
Butter, creamery prints		0 42
Do., do., solids		0 40
Do., Dairy		0 35

WINNIPEG MARKETS

(Continued from previous page)

STRONG TONE TO RICE

Winnipeg.

RICE.—Reports from primary markets state that rice is firmer. The car shortage is bothering rice distributors. The new rice crop will begin to move some time during the month.

SPICE MARKET ACTIVE

Winnipeg.

SPICE.—The spice market is active with an upward trend in peppers and cassias. There is little speculative interest in the market as buyers are purchasing in small quantities just sufficient to meet necessary requirements.

TEA MARKET ADVANCING

Winnipeg.

TEA.—Advices from primary markets state that prices on all lines of teas are moving upward. While values are higher locally, prices have not shown any change, but dealers are of the opinion that with new arrivals higher prices will prevail.

NO CHANGE IN FRUIT

Winnipeg.

FRUITS.—There is no change in the fruit market. Apples are in good demand and are ranging from $1.75 to $2.25 per box. Ontario barrel apples are quoted at $5.50 to $6. Emperor grapes in kegs are in good demand at $7.50. Australian valencia oranges are selling at $7.50 to $9 per case according to size. Florida grapefruit has arrived and is quoted at $8 per case. Cranberries continue at $8 per box.

FRUITS—		
Wealthys, per case		2 00
Do. per crate	1 50	1 60
MacIntoch Reds, per case	2 00	2 25
Do., per crate	1 90	2 00
Wolf Rivers, per barrel		6 00
King Pippin, per barrel		6 00
Cranberry Pippin, per barrel		6 00
Crabapples, per case		1 75
Grapes, Ontario, per basket	.45	50
Do., Tokays per case		3 50
Do., Emperor, per keg		7 50
Pears, per case		4 25
Oranges, per case	7 50	9 00
Lemons, per case		12 00
Grapefruit, per case		8 00
Bananas, per lb.		.09
Cranberries, per box		8 00

VEGETABLES UNCHANGED

Winnipeg.

VEGETABLES.—The vegetable market is holding at steady levels with a seasonable demand for all lines. There is a fair demand for B.C. celery at 7c per lb. Virginia sweet potatoes are quoted at $5.50 per barrel.

VEGETABLES—		
Cauliflower, per doz.	$2 50	$3 00
Cabbage, per cwt.		1 00
Beets, per cwt.		1 00
Turnips, per cwt.		1 00
Carrots, per cwt.		1 00
Parsnips, per cwt.		1 50
Onions, per sack		2 00
Squash, per lb.		.02
Pumpkin, per lb.		.01½
Vegetable marrow, per doz.		.75
Leaf lettuce, per doz.		.20
Head lettuce, per doz.		.75
Green onions, per doz.		.20
Cucumbers, per doz.		1 25
Tomatoes, per lb.		.06
Celery, per lb.		.07



QUEBEC MARKETS

MONTREAL, Nov. 8.—The produce and provision market shows a general improvement both in prices and in demand. Butter advanced another cent per lb., on account of the falling off in production. New laid eggs advanced. On account of the demand now turning towards storage stocks the trade is expecting an advance in those grades since the demand continues heavy with also a good export movement. Cheese prices are strong but unchanged. Poultry is weak and the feature is the reduction in the price of turkeys. Hogs are unchanged but there are lower prices quoted on beef. Smoked meats are unchanged. The market for cooked meats is quiet. Lard and shortening prices are steady. The demand for fish continues good and prices are unchanged.

BUTTER AGAIN HIGHER

Montreal.

BUTTER.—Butter prices advanced another cent last week and local dealers are quoting 38c and 39c per lb. for creamery print and 37c and 38c for solid. This comes as a result of the gradual, but steady strengthening up of the butter market on account of the decrease in the production and a good demand for domestic and export account.

BUTTER—		
Creamery prints, finest	0 38	0 39
Creamery solids	0 37	0 38
Dairy Solids		0 30
Dairy prints		0 32

CHEESE MARKET FIRM

Montreal.

CHEESE.—There is no change in the cheese market, but the strength is fully maintained after the recent advance of one cent per pound. The export cheese market is in a healthy condition and all indications point toward a firm market.

CHEESE—		
Old colored, twins		0 25
Old white		0 25
New Large, per lb.	0 20	0 21
New Twins, per lb.	0 20	0 21
Triplets, per lb.	0 20	0 21
Stilton, per lb.		0 30
Quebec		0 21

NEW LAID EGGS HIGHER

Montreal.

EGGS.—The only change in the egg market is a further advance in the price of strictly new laid eggs, which are quoted at 70c per doz. Fall fresh and select are unchanged in price. There is a good demand for storage eggs both for the domestic and export trade. As the production of eggs in the country is falling off and on account of the high price of new laid eggs the demand is turning towards storage supplies, a stronger market for this grade of eggs may be expected.

EGGS—		
New Laid	068	0 70
Fall Fresh	0 49	0 50
Selects		0 40
No. 1		0 36
Storage		0 28

BACON PRICES UNCHANGED

Montreal.

SMOKED MEATS. — The smoked meat market remains steady with a good demand and a better basis seems to have been reached after the recent weakness. The export market shows little or no improvement. The holiday demand has been responsible for an increased demand which has given a better tone to the market.

BACON—		
Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls	0 26	0 30
Picnic smoked hams		0 19
Wiltshire	0 30	0 32
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 26	0 27
Do., 12-14	0 25	0 26
Do., 20-25	0 24	0 25

BEEF PRICES EASY

Montreal.

FRESH MEATS.—The hog market shows no material change in prices. The trend of the market is easy on account of the dullness of the export market although the demand for the domestic trade is good. The most marked weakness is in beef. Dealers look for a downward trend in beef until December when they expect a reaction.

FRESH MEATS—		
Hogs, Selected, weighed off cars)	11 00	11 25
Fresh killed		16 50
Legs of pork, foot on)	0 18½	0 19
Loins (trimmed)		0 27
Trimmed shoulders	0 16½	
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20

Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front Quarters	0 04½ 0 06	0 06 0 08
Loins	0 18	0 21
Chucks	0 06	0 08

COOKED MEATS QUIET

Montreal.

COOKED MEATS.—The cooked meat market shows no change and prices are level where they may be expected to stand for some time. The demand is limited at this season and attention has been turned from this market so that very little if any change in the price may be expected.

COOKED MEATS—	
Hams, cooked	0 40
Sandwich	0 47
Square hams	0 42
Smoked shoulders	**0 22**
Bologna	**0 21**
Corned Beef 1's, per doz.	**3 25**
Per doz. 2's	**5 75**

LARD UNCHANGED

Montreal.

LARD.—The lard market shows no change and is steady with a fair demand for small quantities to meet actual requirements.

LARD—		
Tierces, 350 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
1 lb. bricks	0 19	0 20

SHORTENING STEADY

Montreal.

SHORTENING. — Shortening prices are unchanged and follow the trend of lard with a steady tone.

SHORTENING—		
Tierces, per lb.		0 13
Tubs, per lb.		0 13½
Pails, per lb.		0 14
Prints	0 15½	0 16

FISH PRICES UNCHANGED

Montreal.

FISH.—The fish market shows no change. The demand is good and prices are steady. Oyster prices remain firm with a good demand and no change in quotations is expected.

FRESH FISH—		
Herring		0 06
Market cod, fresh		0 05½
Steak cod		0 08
Haddock		0 06½
Halibut, chicken		0 20
Do., medium		0 24
Lake Trout		0 16
Flounders		0 09
Mackerl		0 12
Cohoe salmon		0 22
Gaspe Salmon		0 25
Dressed Pike		0 12
FROZEN FISH—		
Halibut		0 20
Chicken halibut		0 16
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon		0 25
SALTED FISH—		
Labrador Herring, per barrel		10 50
Labrador Salt Salmon, per barrel		20 00
White Nape Green cod, large		7 50
White Nape Green cod, medium		6 50
White Nape Green cod, small		6 00
OYSTERS—		
Standards, No. 1, can		2 40
No. 3, can		7 15

TURKEY PRICES LOW

Montreal.

POULTRY.—The poultry market is weak and despite the good holiday demand prices were reduced last week. Turkeys are particularly weak with a big supply on the market. Wholesale prices dropped as low as 40c per lb. Still easier prices are expected this week af-

ter the Thanksgiving trade is over. Dealers are pleased with the improvement in the demand following the lower level of prices.

ROASTING CHICKENS—

	Per lb.
3 to 3½ lbs., per lb.	0 28 0 30
4 per lb.	0 31 0 33
4½ up per lb.	0 33 0 36

FOWL—

3 to 3½ pounds, per lb.	0 23
3½ to 4 per lb.	0 26
4½ up	0 28
Broilers, per lb.	0 30 0 32
Turkeys, per lb.	0 42 0 43
Geese, per lb.	0 26 0 27

ONTARIO MARKETS

TORONTO, Nov. 8.—The feature in the produce market is the continued strength and activity in cheese. This commodity has been firm for several weeks but was somewhat accentuated this week by reports of keen bidding at considerably higher prices at country boards. Butter is also firmer at a shade higher quotation while eggs show little change except a decided lack of new laids. Lard is quoted higher and shortening remains firm. Fresh, smoked and cooked meats are unchanged. Poultry is easy with lower prices expected.

BUTTER MARKET FIRMER

Toronto.

BUTTER.—The market for butter continues to indicate a firm tone. Quotations advanced one cent per pound during the week, making No. 1 creamery prints 39c to 41c. There is no change in second grades some of which is offered as low as 35c per lb.

BUTTER—

Creamery prints, No. 1	0 39 0 41
Creamery prints, No. 2	0 35 0 37

CHEESE PRICES HIGHER

Toronto.

CHEESE. — The strength in cheese which has prevailed for several weeks is more pronounced this week. Dealers are predicting a strong market for some time to come. Sales are reported on the Brockville Cheese Board at 25 13/16 cents. This figure, however, is said to be due to the active bidding by dealers and not through real market conditions, Sales are reported by other boards at a higher figure around 21c to 22c. Local quotations to the retail trade are higher at 23c to 24c.

CHEESE—

Large, new	0 23 0 24
Do., Sept.	0 25 0 26
Stilton, new	0 24 0 25

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGGS RULE FIRM

Toronto.

EGGS.—There is little change in the egg situation as compared with last report. The market continues firm under a fairly active demand. Strictly new laid eggs are extremely scarce and command a premium.

EGGS—

No. 1s	0 37 0 38
Select	0 39 0 41
New laid cartons	0 60 0 65

FIRM MARKET IN LARD

Toronto.

LARD.—An active demand continues for lard with the market continuing in a firm position. There is practically no change in quotations although in some quarters an advance of half a cent is quoted on one pound prints.

LARD—

1-lb. prints	0 19½ 0 20
Tierces, 400 lbs.	0 16¾ 0 17¼

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING STEADY

Toronto.

SHORTENING.—No change in quotations is reported in shortening. The market is steady but firm.

SHORTENING—

1-lb. prints	0 16 0 16½
Tierces, 400 lbs.	0 12¾ 13

Tubs are ½c higher than tierces and pails one cent higher than tierces.

NO CHANGE IN MARGARINE

Toronto.

MARGARINE.—Little change is noted in margarine. Quotations are steady under a fairly good demand.

MARGARINE—

Margarine, No. 1	0 20 0 21
Do., No. 2	0 16

HOGS CONTINUE EASY

Toronto.

FRESH MEATS.—The easy feeling which has prevailed in the hog market continues with prices slightly lower than a week ago. This is reflected in an easier tone in fresh pork cuts. Other fresh meats show no change but the market is fairly easy.

FRESH MEATS—

Hogs—	
Live, fed and watered, cwt.	10 00 10 25
Live, f.o.b.	9 25
Live, off cars	9 75 10 00
Dressed, light, per cwt.	0 21 0 22
Do., heavy, per cwt.	0 17 0 18
Fresh Pork—	
Legs of pork, up to 35 lbs.	0 19
Loins	0 31
Fresh hams, lb.	0 21
Tenderloins, lb.	0 46 0 48
Picnics, lb.	0 15½
Montreal shoulders	0 20
Boston butts, lb.	0 22
New York shoulders	0 18
Fresh Beef—from Steers and Heifers—	
Hind quarters, lb.	0 12 0 17
Ribs, lb.	0 14 0 18
Chucks, lb.	0 06 0 08
Loins, whole, lb.	0 20 0 26
Hips, lb.	0 12 0 14

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13 0 15
Sheep, whole, lb.	0 08 0 15
Do., medium	0 09 0 10

COOKED MEATS UNCHANGED

Toronto.

COOKED MEATS.—A brisk demand for cooked meats is reported for the holiday trade but market conditions show practically no change.

COOKED MEATS—

Boiled ham, lb.	0 38
Do., square pressed	0 40 0 42
Boiled shoulders	0 37 0 38
Choice Jellied ox tongue lb.	0 60
Jellied pork tongue	0 33

Above prices subject to daily fluctuations of the market.

SMOKED MEATS STEADY

Toronto.

PROVISIONS. — The markets for smoked, salt and barrel meats have a fairly steady tone and show little change in quotations as compared with a week ago.

PROVISIONS—

Hams—	
Small 6 to 12 lbs.	0 26 0 28
Medium, 12 to 20 lbs.	0 25 0 28
Large, 20 to 35 lbs., lb.	0 19
Heavy, 35 lbs., and upward	0 17
Backs—	
Boneless, per lb.	0 45 0 47
Rolled, per lb.	0 55
Peameal	0 42 0 43
Bacon—	
Breakfast, ordinary, per lb.	0 32 0 34
Do., special trim	0 37
Cottage rolls in casing	0 35
Cotage rolls	0 33
Roll., per lb.	0 27 0 29
Wiltshire (smoked boneless), lb.	0 30½
Do., three-quarter cut	0 33
Do., middle	0 34½
Dry Salt Meats—	
Barrel Pork—	
Long clear bacon, av. 50 to 70 lbs.	0 22
Do., av. 80-90 lbs.	0 20
Clear bellies, 15-30 lbs.	0 21 0 22
Fat backs, 10-12 lbs.	0 19

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Mess pork	36 00
Short cut backs, 200 lbs.	41 00
Pickled Rolls—	
Lightweight	47 00
Heavy	46 00

Above prices subject to daily fluctuations of the market.

FISH PRICES MAINTAINED

Toronto.

FISH.—There is no change in the fish market as compared with last week. Quotations are maintained under a good seasonable demand.

FRESH SEA AND LAKE FISH—

Cod steak, lb.	0 09
Do., market, lb.	0 07 0 08
Haddck, lb.	0 08½
Flounders, lb.	0 10
Halibut, Med.	0 22
Do., Chick, lb.	0 20
Whitefish, lb.	0 14 0 15
Trout, lb.	0 12½
Pike, lb.	0 12 0 14
Perch, lb.	0 08 0 10
Salmon Red Spring	0 24 0 25
Herring, large, lb.	0 08
Fall Salmon, B. C., lb.	0 12½
Salmon Cohoe, lb.	0 18
FROZEN FISH—	
Halibut, Medium	0 19
Do., chicken	0 18
Salmon, Red Spring	0 22 0 23
Do., Alaska Qualla	0 11
Do., Qualla	0 09
OYSTERS—	
No. 1, pkg.	3 40
No. 3, pkg.	2 90
No. 5, pkg.	16 00
Glass Jars, per doz.	4 50
Shell oysters, per bbl. 1,000	17 50
Sea Herring	0 07
White Fish	0 12 0 14
SMOKED AND SALT FISH—	
Fillets, lb.	0 14 0 16
Kippers, box	3 00
Hadies, lb.	0 12
Ciscoes, lb.	0 18
Digby Chicks, bdle.	1 15

POULTRY MARKET EASY

Toronto.

POULTRY.—Prices held steady and unchanged over the holiday. The market, however, is in an easy position and lower prices are predicted for the coming week.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 30	0 40
Chickens, spring, over 2 lbs.	0 14	0 18
Chickens, 4 lbs., and over	0 20	0 25
Roosters	0 12	0 18
Fowl, 4 to 5 lbs.	0 16	0 22
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 10	0 17
Guinea hens, pair	1 25	1 50

MANITOBA MARKETS

WINNIPEG, Nov. 8.—The butter market is ruling firm and an advance has been recorded. The cheese market is strong and has advanced locally. Production of eggs shows a decrease and higher prices are recorded. Practically all orders are filled from storage stocks. Lard and shortening remains steady under a good inquiry. Cooked meats show no change under a limited demand. Ham and bacon is in fair demand at unchanged quotations. Receipts of poultry are heavier and prices are somewhat lower. Dressed hogs are quoted at $9.50 per cwt. The demand for fish, especially oysters, is showing an improvement.

FIRMER TONE TO BUTTER

Winnipeg.

BUTTER.—The market for butter is ruling firm under an advance of 2c per lb. Finest prints in cartons are quoted at 40c to 42c. The demand continues good.

CHEESE IS HIGHER

Winnipeg.

CHEESE.—Wholesalers are quoting higher prices on cheese. Large new cheese is quoted at 23c per lb. with twins at 23½c and triplets at 23¾c. Stiltons are quoted at 25½c. The volume of business has been small as buyers are purchasing in a conservative manner.

CHEESE—	
Stilton cheese, large, lb.	0 26¼
Ont., large, lb.	0 23
Ont., twins, lb.	0 23½
Ont., triplets, lb.	0 23¾

EGGS QUOTED HIGHER

Winnipeg.

EGGS.—An advance of 2c per doz. is noted in the price of eggs. No new laid eggs are arriving and orders are filled from storage stocks. Eggs in cartons are quoted at 42c per doz. with No. 1 candled at 32c.

LARD IS UNCHANGED

Winnipeg.

LARD.—The market for lard is holding at steady levels under a good inquiry. On the tierce basis lard is quoted at 19c per lb. Shortening is in fair demand at 15½c per lb. tierce basis.

LARD—	
Pure Lards, No. 1 Quality, per lb.	
(in tierces, 400 lbs.)	0 19
Do., wooden pails, 20-lb. pails	4 20
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

COOKED MEATS UNCHANGED

Winnipeg.

COOKED MEATS.—The cooked meat market shows no change as the demand is limited at this season. Best quality cooked ham is quoted at 44c to 46c per lb.

COOKED MEATS—	
Hams, best quality, skinned, 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 44
Roast shoulders, lb.	0 37
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 34
Head cheese in 6 lb. tins, lb.	0 13

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS.—There is a steady demand for all lines of smoked meats. Hams are slightly lower in price. Best grade is quoted at 31c with boneless at 35c per lb. Bacon is ruling steady with breakfast bacon quoted at 43c and back bacon at 46c per lb.

SMOKED MEATS—	
8 to 16 lbs., per lb.	0 31
16 to 20 lbs., per lb.	0 31
Boneless, 8-1 lbs., per lb.	0 35
Skinned, 18 to 22 lbs., per lb.	0 36
Bacon, to 10 lbs., per lb.	0 46
Cottage rolls, boneless	0 25
Bellies, 6 to 10 lb., per lb.	0 33

POULTRY PRICES LOWER

Winnipeg.

POULTRY.—There is an easy trend to poultry prices. Receipts of poultry show an increase and there is a good demand for same. Dealers are quoting chickens at 24c to 30c and broilers at 26c. Turkeys are reduced and are quoted from 35c to 42c.

POULTRY—		
Broilers, ½ to 2 lbs., per lb.		0 26
Chickens, 2½ to 3½ lbs., per lb.	0 24	0 26
Do., 3½ lbs., and up, per lb.		0 30
Fowl, per lb.	0 20	0 23
Roosters, per lb.		0 16
Turkeys, young, per lb.	0 35	0 42

HOGS SHOW NO CHANGE

Winnipeg.

FRESH MEATS.—There is no change in the hog situation. Receipts are light and under the new Government grades, the following quotations are in order:—

FRESH MEATS—		
Select bacon	10 34	10 34
Thick smooth	9 25	9 50
Heavies	8 40	8 50
Extra Heavies	740	7 50
Shop hogs	9 00	9 00
Lights and feeders	8 75	9 00
Roughs	5 50	6 50
Sows, No. 1	6 50	7 00
Sows, No. 2	5 00	5 50
Stags	3 50	4 00
HOGS—		
Selected, live, cwt.		9 50
Heavier		8 50
Light		9 00
Sows	5 00	7 00
Fresh Pork—		
Legs of pork, lb.	018	0 21
Spare ribs		0 17
Loins of pork, lb.	0 24	0 26
Shoulders	0 14	0 16
Fresh beef—from steers and heifers—		
Hind quarters	0 08½	0 15
Front quarters	0 03½	0 07
Whole carcass, good grade, lb.	0 06	0 10
Lambs—		
Choice		0 25

GOOD DEMAND FOR OYSTERS

Winnipeg.

FISH.—There is a good demand for oysters and other lines of fish. Oysters are quoted at $4 per gal. Halibut and salmon are in good demand but quotations show no change.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 17
Halibut, broken cases, chicken	0 18
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in fulll boxes	0 20
Salmon, Red Spring, broken cases	0 21
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 25
Kippers, East. Nat., 40 count, per count	3 00
Fillets, 15-lb. boxes, per lb.	0 14
Salt Fish—	
Labrador Herring, 100 lb. bbls., per	
Do., 20 lbs., pails, pail	2 25

Inquiries for Canadian Goods on Foreign Markets

530. **Butter, cheese, eggs, etc.**—A reliable firm in London would be glad to hear from responsible Canadian shippers of butter, cheese, eggs, lard, bacon, and every class of dairy produce.

531. **Fresh apples, etc.**—A reliable agent in Bergen, Norway, is desirous of securing agencies in Norway for Canadian fresh apples, evaporated fruits, flour, etc.

532. **Cattle, etc.**—An old-established West of England firm of cattle salesmen and wholesale butchers with experience in the Canadian and United States trade, are desirous of hearing from farmers' associations or reliable cattle exporters, with a view to establishing a distributive trade in cattle, meat and offals, and, when circumstances permit, of handling and disposing of store cattle and sheep. Satisfactory financial guarantees can be arranged for dealing with any quantity.

523. **Flour.**—The South African representative of an export firm in New York City is looking for an agency for a good Canadian milling concern. The New York office would be responsible for the shipment of the goods from Canadian seaboard, making all necessary arrangements; payments for all shipments would be made through that office.

534. **Chickens and other poultry.**—An old-established Newcastle-on-Tyne firm ask to be put in touch with Canadian shippers of chickens and other poultry.

535. **Corn flakes, grits and rice.**—A firm in Middlesex, England, manufacturers of brewers' supplies, wish to secure the agency of Canadian manufacturers for the United Kingdom, for corn flakes, grits and rice.

528 **Rye flour, whaet flour, lard, etc.**—A reliable firm in Helsingfors, Finland, desire Canadian agencies for rye flour, wheat flour, lard, fat backs, and sugar.

529. **Grain, etc.**—An Eastern merchant house with head office in London ask to be placed in touch with Canadian exporters of grain and other produce.

492. **Dried and evaporated apples.**—A Dutch firm are desirous of representing Canadian exporters of dried apples, whole, quarters or rings, in boxes of 50 pounds or 25 kg. Lower grade of quarters in barrels of 2½ cwt. or 125 kg. Also evaporated apple rings in boxes.

IT PAYS TO SELL

Brunswick Brand Sardines

They are well known. All you have to do is display them.



And the PROFITS are exceptionally good.

No dead stock to carry.

Popular in all parts of CANADA

50% to 100% Profit on each tin

"Think Of It"

Order From Your Wholesaler

CONNORS BROS., LIMITED

BLACK'S HARBOUR, N.B.

Western Representatives: Chas. Duncan & Sons, Winnipeg

Georgian Bay District Apples

The Northern Spy is very small crop in this district this year.

Correspondence solicited.

LEMON BROS.

OWEN SOUND, ONT.

SMYRNA FIGS

Cape Cod Cranberries
Honey Dew Melons
Isle of Pines Grapefruit
Sweet Potatoes
Spanish Onions

White & Company

Church and Front Sts.
TORONTO
Phone: Main 6565

—Add to your reputation for quality by selling this quality line.



Shirriff's TRUE VANILLA ESSENCE

50% Stronger Than Government Requirement

Imperial Extract Co.
Toronto

Mr. Merchant :



Here is the Leader of hair tonics and renewers

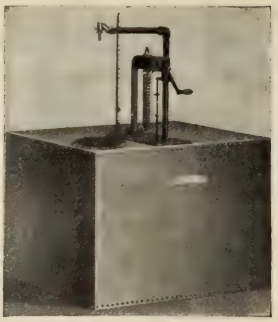
Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.
129 West 24th Street New York City





Make Larger Profits Sure!

Every motorist who passes your store is a prospective buyer of something you have to sell.

A Bowser Chief Sentry at your curb will make them stop because motorists know and are constantly being told that patronizing Bowser equipment is an assurance of speedy, accurate and quality service.

In your store a Bowser Kerosene outfit, neat and tidy, constantly invites your customers to buy, and further emphasizes your progressiveness and fair dealing as a merchant.

Write today for Booklet C-11 and learn how hundreds of other merchants have made larger profits sure with Bowser equipment.

Bowser equipment is MADE IN CANADA by

S. F. Bowser Co., Ltd.

Toronto, Canada

Branch Offices and Service Departments throughout Canada and in principal cities abroad

BOWSER ESTABLISHED 1885

ACCURATE MEASURING PUMPS

BOWSER PRODUCTS

for Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naptha Clarifying Systems.
Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

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Advertise Your Product in

Canadian Grocer

It reaches the Buyers **It's a Business-Getter**

Rates and Information on Request



BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, 259 Kingswood Road, Toronto, Ontario. Phone Beach 2170.
J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

This Space is Yours for $2.20 on Yearly Order

READER'S NOTICE
Regarding
CHANGE OF ADDRESS
A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

U.S. IMPORTS BOTH DANISH AND CANADIAN BUTTER

Not many weeks ago the United States was exporting butter, but it seems that new conditions have placed this country on an import basis, says the New York Journal of Commerce. From reliable sources it was learned that several cars of fancy Canadian butter were en route to New York and that small quantities of butter are on the way from Denmark and England. It is reported that the steamship United States, which is scheduled to arrive at New York on November 6, is carrying twenty-five casks of Danish butter. The butter reported en route from England is said to be cheap undergrade American butter, which, under a declining English market, is being returned. The quantity is not large, possibly two or three cars. The total amount of butter about to be imported is too small and of too high cost to be of much influence to the market, but it is important to know that butter is now coming this way.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street.

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

Ship us your
Eggs and Poultry
We Pay Highest Market Prices
Kavanagh Provision Co., Ltd.
372 Bleury St., Montreal

SHERER'S
Sanitary Grocery Counters
Protect goods from all forms of contamination. Store goods compactly saving time, steps, and labor. Display goods attractively increasing sales and profits. Ask Dept. A.
SHERER-GILLETT CO., Limited
GUELPH ONTARIO

Good papers furnish A.B.C. reports to their advertisers.

Canadian Grocer is a member of the Audit Bureau of Circulation.

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

When writing to advertisers kindly mention this paper.

FOR SALE

ADDRESSING MACHINE FOR SALE — WE have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We will sell it at attractive prices and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ont.

FOR SALE — GROCERY STORE AND POST office. Freehold with land and 4 flats, situated at East St. John, where a great Dry Dock is being built. Price 5000 dollars. Apply W. Parkinson. 113 Adelaide St., St. John, N.B.

TAYLOR SAFES FOR SALE—RARE OPPORtunity to secure a safe at small cost. They are in splendid condition. INSIDE dimensions and prices are as follows: 15" deep, 2ft. 6" wide, 3 ft. 11½" high, fitted with built-in compartment. Price $250.00. 18" deep, 2 ft. 8" wide, 4 ft. 5" high, fitted with steel compartment. Price $200.00. Apply Box No. 274, Canadian Grocer, 153 University Avenue, Toronto.

FOR SALE

FOR SALE—CLOVER HONEY, 1922 CROP; in 5 and 10 lb. pails, 2040 pounds (34 crates) 13c. a lb. Less than 120 pounds (2 crates), 16c. a lb. Freight on 2 crates is same as for 1 crate. Also lumber and buckwheat honey. Quality guaranteed. Apply Box 272, Canadian Grocer, 153 University Ave., Toronto, Ont.

FOR SALE—ONE OF THE BEST GROCERY and crockery businesses in the county of Huron. Also brick store with dwelling over head. First-class bakeshop and oven. The entire building is in perfect condition, owner retiring. George Thomson, Brussels, Ont.

FOR SALE—ONE McCASKEY FIRE PROOF credit system machine, one 30 lb. Toledo computing scale. One cheese cutter and 100 gal. Bowser coal oil tank and pump—Brand new. Apply to Box 3, Newton, Ont.

FOR SALE—SHOWCARDS, PRICE TICKETS, etc., lettered or blanks for Christmas. Samples 25c. M. Moorby, Newmarket, Ontario.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.



Registered Trade Mark

Made in Canada

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

For the Grocery Dept.

For your buying, consult the market reports and current prices listed in Canadian Grocer

Did you play safe on sugar or were you caught with large stocks on hand when the market began to drop early in September. Much depends on your knowledge of the sugar market as to whether you make or lose money on this important food product.

On July 28 last, sugar on the Toronto market was $7.84. At the end of September it had gone down to $7.09, making a drop of 75c per cwt. On 100 sacks that would mean a loss of $75.00. Followers of Canadian Grocer market reports did not have this loss because they were kept in touch with conditions and were **warned in time.** Send for a sample copy to-day.

Canadian Grocer

143 University Ave. Toronto, Ont.





SUZANNA

A Series of 80 Pictures like these from the Million Dollar Moving Picture Production "SUZANNA," starring Mabel Normand, are packed in all

Telfer Package Biscuits

A Handsome Album in Black and Gold holds the entire series. Full instructions for the collector are printed on the back of each picture.

TO-DAY EVERYONE IS CRAZY ABOUT THE MOVIES

GROCERS—Handle the TELFER Line and receive the benefit of a campaign that will increase your biscuit sales.

Watch for the New SUZANNA Biscuit

Numbered 1 to 80

SUZANNA STILLS

A complete story of the play.

One with every Reel TREAT
A New 5c Bar, the biggest value yet.
One in all Telfer Package Biscuits.
One in all Kiddie-Krafts Animal Packages.
One in all ¼-lb. Water Ice Tins.

TELFER BISCUIT COMPANY, LIMITED

TORONTO - - - CANADA



Guard Your Profits!

and give your customers the efficient service that builds goodwill.

You must do both these days, when margins of profit are small, and customers expect to get, quick up-to-date service.

International DAYTON Scales

will enable you to do both. They give you accurate weight and price computations automatically, and so prevent the little overweights that sap profits. They make quick, clean, efficient service possible, and so keep the goodwill of your customers.

Write us for descriptive literature. Dayton Scales are sold on attractive monthly payments. Discount for cash.

INTERNATIONAL BUSINESS MACHINES CO., LTD.

FRANK E. MUTTON, Vice-President and General Manager.
Head Office and Factory: 300 Campbell Avenue, Toronto.

Sales and Service Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Windsor, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N.B., Halifax, St. John's, Nfld.

THE DAYTON IS MADE IN CANADA

The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., NOVEMBER 17, 1922 No. 46



When you buy oysters—buy the brand of the Producer. The Producer controls his supply, and his brand guarantees to both dealer and consumer a high standard of quality and condition. The difference in the assurance of the Producer's brand as compared with the local private brand is a matter of contrast.

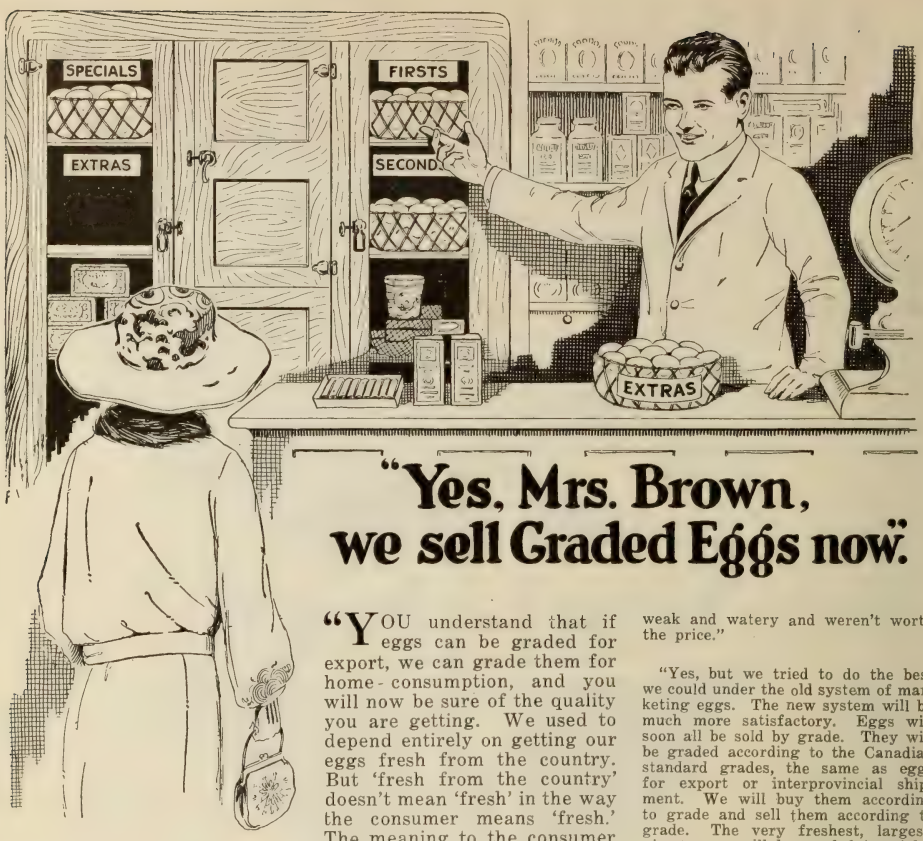
"Sealshipt" is the Producer's Brand

CONNECTICUT OYSTER CO., LIMITED

"Canada's Exclusive Oyster House"

50 JARVIS STREET - - TORONTO, ONT.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of report will be sent on request to anyone interested.



"Yes, Mrs. Brown, we sell Graded Eggs now."

"YOU understand that if eggs can be graded for export, we can grade them for home-consumption, and you will now be sure of the quality you are getting. We used to depend entirely on getting our eggs fresh from the country. But 'fresh from the country' doesn't mean 'fresh' in the way the consumer means 'fresh.' The meaning to the consumer is eggs of high quality. And we could never be sure that our country eggs were uniform as to quality. We just sold them as we got them—'fresh from the country,' 'new laid,' etc., and passed on the risk to our customers."

"Yes, and many a time I made up my mind I'd never buy eggs in your store again. Why, sometimes, two and three out of a dozen would be positively unfit for use—others were weak and watery and weren't worth the price."

"Yes, but we tried to do the best we could under the old system of marketing eggs. The new system will be much more satisfactory. Eggs will soon all be sold by grade. They will be graded according to the Canadian standard grades, the same as eggs for export or interprovincial shipment. We will buy them according to grade and sell them according to grade. The very freshest, largest, nicest eggs will be graded 'specials.' The next grade will be called 'extras.' Then will come 'firsts,' and last 'seconds'."

"Well, it will be satisfactory to know what one is getting. I think the grading of all eggs will be a big, long step in the right direction. And I for one will use more eggs."

Ask **your** grocer for graded eggs, and be sure that they come out of a container marked "specials," "extras," "firsts" or "seconds."

Note to the Public

"No person shall ship eggs or cause eggs to be shipped or delivered or displayed for sale in cases or containers which are marked or labelled with the name of any class and grade specified in these regulations, unless the quality and weight of the eggs contained therein is equal to or better than such class and grade."

Extract from Clause 3 of the Egg Regulations. Live Stock and Live Stock Products Acts.

Dominion Live Stock Branch, Department of Agriculture, Ottawa

An Egg A Day

54

GRADED-SPECIALS, EXTRAS, FIRSTS OR SECONDS

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

RECOMMEND *BORDEN'S* PRODUCTS

They Are Big Sellers Showing Good Profits



The Quality Never Varies Which Means Satisfied Customers

You can Always depend on year round rapid turnovers when you sell *Borden's* Milk Products. The name *Borden's* on any Milk Product is an absolute assurance of complete satisfaction.

Leaders for 66 Years

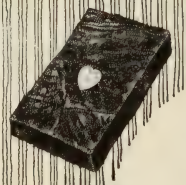
For 66 years *Borden's* Products have held the confidence of the public and today are the fastest sellers of Milk Products on the Canadian Market.

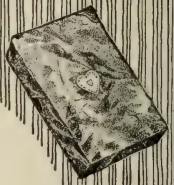
When you feature *Borden's* you are selling the Milk that will please your customers and at the same time pay you a splendid profit.

It will pay you to make window and counter displays of *Borden's* Products during the cold weather. Now is the big season to cash in on *Borden's* Products. See that your stock is kept complete. Be sure to specify *Borden's* when ordering from your wholesaler.

MONTREAL The Borden Co. Limited VANCOUVER







LONG years ago Macdonald's created a distinctive flavor in tobaccos.

To-day the Canadian taste for Macdonald tobacco is as distinctive as the Scottish taste for oatmeal.

There is no other tobacco line of such general appeal—**make the most of the opportunity.**





The Tobacco with a Heart

MACDONALD'S

Your Trade Likes

This Popular Brand—

Homekeepers know and buy Sun-Maid Raisins—the most widely advertised packaged raisin in the world.

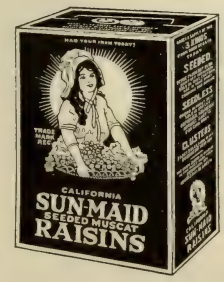
A uniform standard of quality has placed them first wherever raisins are known. They are the popular brand. They sell quickly, at a profit.

Merchants know them to be easy to handle, and easy to sell. Continuous advertising in your territory never allows the demand to fall off; it is constant.

The Sun-Maid Raisin Growers of Canada, Ltd., extend a cooperative service to wholesalers and retailers. Address the nearest district office and learn more of it. This service makes Sun-Maid Raisins an easy and profitable product to handle. Sell Sun-Maids—see your profit in raisins increase.

SUN-MAID RAISINS

Seeded Seedless Clusters



Made from finest California table grapes

SUN-MAID RAISIN GROWERS OF CANADA, LTD.

400 McKinnon Building, Toronto, Ont.
137 McGill Street, Montreal, Que.
409 Standard Bank Bldg., Vancouver, B.C.
702 Confederation Life Bldg., Winnipeg, Man.
25 Tramway Bldg., Halifax, N.S.

AYLMER BRAND
Vegetable Soup
New Pack

This is the season of the year when AYLMER BRAND Vegetable Soup is in greatest demand.

Cool days and cool nights create hearty appetites and your customers will be asking for this choice, new pack of Aylmer Brand Vegetable Soup.

Better order from your jobber now and be prepared to supply the demand.

An attractive window display will materially increase your sales.

High in Quality, Low in Price.

DOMINION CANNERS LIMITED
HEAD OFFICE - HAMILTON, ONT.

CEREBOS PRODUCTS

CEREBOS FINE TABLE SALT IN POURER CARTONS.
CEREBOS CUSTARD.
CEREBOS BLANC MANGE.
CEREBOS JELLY CRYSTALS.

BISTO THE GRAVY MAKER.
CEREBOS HEALTH SALINE.
CEREBOS BAKING POWDER.
CEREBOS PEPPER.
KELTO GRAVY SALT.



CEREBOS SALT is a world-renowned product, absolutely pure, all moisture extracted, and put up in convenient "pourer" cartons.

BISTO is the only complete gravy maker and is a product that once tried is always used. You will build a continuing business from an initial sale.

All Cerebos Products are of the highest standard quality.



MANUFACTURED BY

CEREBOS LIMITED
at GREATHAM, ENGLAND

and used the world over.

Offices at: LONDON, Eng. PARIS, France SYDNEY, Aust. and at 159 ADELAIDE STREET EAST, TORONTO

Quaker Talks

The Most Important Package In Every Case

IN EVERY case of Quaker Oats there is one package which is all important to you, one package in which you should be especially interested—the last package in the case. The last package is the one that completes your profit on the whole case—it is the one which you want to sell as quickly as possible.

It is true Quaker Oats never stay on your shelves long. This old favorite is a steady seller—but the more you can speed up your turnover of Quaker, the more "last packages" you can sell, the more profit you will enjoy. Bear this in mind, too. Quick turnover is not only a term of significance to you and to us, but it has an important bearing upon the consumer and his goodwill. In other words, Quick Turnover means that Quaker Oats reaches the consumer when it is assuredly in as fresh a condition as it possibly can be.

We urge you to order from your Wholesaler in reasonable quantities and to use every means of selling more Quaker Oats—of increasing your turnover and your profits—of moving more "last packages." You can easily secure a quick turnover by making a good display of the Quaker package on the counter, and in the window.

THE QUAKER MILLS
PETERBOROUGH AND SASKATOON

Quaker Oats
In Sealed Cartons Only

THE OLD ESTABLISHED SELLER

Are You Progressing in the West?

The population of Western Canada increased 44% during the ten years 1911-1921.

Obviously a market in which your sales should be growing as are those of all the BAIN accounts.

BAIN service is aggressive salesmanship based on an intimate knowledge of Canadian trade and assisted by the confidence of the trade.

Exceptional warehouse and shipping facilities are the physical features of this complete sales organization.

Let us help you grow in the West

DONALD H. BAIN CO.

"The National Brokers"

WINNIPEG, MAN.

BRANCHES: Fort William, Regina, Saskatoon, Edmonton, Calgary, Vancouver, Montreal.

Also Saracen's Head, Snowhill, LONDON, E. C. I., and Liverpool, England

CODES: A. B. C. 4th, 5th & 6th Editions, Armsby 1911, Western Union and Bentley's

CABLE ADDRESS: (all branches) "DONBAIN"

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.
Manufacturers' Agents
and
Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

Insurance 30c.

BANKERS OF MERCHANDISE — **Boulton's STORAGE** — DISTRIBUTION AND WAREHOUSING

Controlled by the City Dray Co., Limited.
230 PRINCESS STREET WINNIPEG

Trackage Team & Motor Delivery Service

This Space is Yours for $2.20 on Yearly Order

DO YOU APPRECIATE
The Saving of Freight Charges Gained Through Using Our Pool Car Service?
Security Cartage & Storage Co., Limited
Calgary ::: Canada

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg



OAKEY'S "Wellington" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.



Our advertising reaches ½ million readers weekly. Some of them trade with you. Co-operate.
The Codville Co. Ltd.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouses and Distributing
275-77-79 King St. West, Toronto
Centrally located. Railway Siding.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
Head Office, 35 Front St. East, Toronto.
OFFICES:
Vancouver Winnipeg Montreal St. John

Merchandise Brokers — Manufacturers Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West,
TORONTO.

—Our persistent advertising of Shirriff quality helps your sales.



Shirriff's
JELLY POWDERS

Write for Free Window Displays

IMPERIAL EXTRACT CO.

ACME PELLETS

In 5lb. decorated glass-front tins.



In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes

Also put up in 5 lb. paper boxes

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY
MONTREAL
—WE SELL THE WHOLESALE TRADE ONLY—

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143.
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
17 ST. PAUL EAST MONTREAL.

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
GROCERY BROKERS
Manufacturers' Agents
11 St. Sacrament St., Montreal.

TIPPET & CO, LIMITED.
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581.

C. E. CREIGHTON & SON
Wholesale Grocery Brokers
Manufacturers' and Millers' Agents
57 Upper Water St., Halifax, N.S.
Storage space available.

When Answering Advertisements Mention Canadian Grocer

THE BEST IN 1750
PURNELL'S
Pure Malt VINEGAR
IN CASK OR BOTTLE
Purnell & Panter, Ltd., Bristol, England
ONTARIO AND QUEBEC AGENTS:
MESSRS. POULIN & CO. MONTREAL. 120, Board of Trade Building,
MR. W. T. DONOHUE, 401 Richmond St., LONDON, ONT.
MESSRS. LIND BROKERAGE CO., LTD. Gooderham Building, TORONTO.
STILL THE BEST IN 1922

Wood Vinegar Measures and Pumps
WALTER WOODS LTD.
Hamilton - Winnipeg

Kolacafé REG'D
Makes The Best Coffee
If your Wholesale grocer cannot supply you write
Agent For Ontario:—George G. Yorke, Wholesale Grocery Broker, 40 Adelaide St. West, Toronto.

Going Strong!



MACKINTOSH'S

TOFFEE-DE-LUXE

IS PROVING ONE OF SEASON'S "BEST SELLERS"

Extensive daily newspaper advertising in Canada has created a tremendous demand for this delicious old-fashioned English Toffee.

Link up your stock with our publicity campaign and reap the benefit of immediate increased sales.

We are covering the ground as quickly as possible, since resuming distribution of Mackintosh's in Canada.

If our representative has not called on you, drop a line to our distributors for trial order and full information.

A stock of these goods for British Columbia and Alberta is carried at Vancouver, B.C., by the Western Canada distributors, Harold V. Pratt (of Canada) Ltd., 325 Railway Street, Vancouver, which firm also carries a stock at Winnipeg, Man., for the Manitoba and Saskatchewan territory.

The stock for all Eastern business is being carried by Hargraft & Sons, Ltd., 505 King Street, E., Toronto.

Made in England and exported to Canada by

JOHN MACKINTOSH & SONS, LTD., HALIFAX, ENGLAND

WITH the Christmas selling season at hand we would urge upon grocers the advantage of featuring seasonable lines that lend themselves readily to display. You are not prepared to get the most out of this busy season if your Xmas stock does not include Christie's Ark Cartons which have always proven exceptionally profitable sellers around the holiday season, Christie's Plum Pudding nationally known and preferred wherever good things are appreciated and Christie's delicious shortbreads.

"ARK CARTONS"

For the Kiddies' Xmas Stocking

FANCY SHORTBREADS
ROUND SHORTBREADS
SCOTCH SHORTBREADS
PLUM PUDDINGS

Be sure your stock of the above lines is complete and that your assortments of Christie's quality Fancy Biscuits are well filled. Why not check over your stock to-day when you have the time and place your order early to insure timely delivery?

CHRISTIE, BROWN & CO.

LIMITED

TORONTO, CANADA

Gets More Satisfaction
From His

Eureka Refrigerator

Here is what Mr. C. O. Gardner, 121 King St., London, says, who knows by experience the superior qualities of Eureka Refrigerators.



"My Eureka Grocer's Refrigerator Model No. 012A that I bought from you in March, 1921, has been in use in my store continuously for over a year and a half and in that time has given me the best of satisfaction and service.

"Previous to buying this new Eureka I have used other Refrigerators, but for real satisfaction in every way none of them ever beat the Eureka. I find it very easy on ice and can still keep my butter, cooked meats, etc., in the finest condition.

"If you would like to show any of your London customers my refrigerator they are welcome to call and inspect it and I'll be glad to put in a good word for the Eureka, for it is a **worth while refrigerator,** dependable and economical."

Such evidence as this is only another reason why **you** need a Eureka Refrigerator.

Write for free illustrated literature and prices.

Eureka Refrigerator Co., Ltd.

Head Office and Factory: Owen Sound, Ontario

Get More Sales and
Satisfied Customers
by Selling—

STICKNEY & POOR'S

RAPID COOKING

TAPIOCA

Every package you sell is bound to bring the buyer back again for more.

Like all S. & P. Products it can be depended upon to give satisfaction.

Your Co-operating Servant,
"MUSTARDPOT."



STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

OURY, MILLAR & CO'S
GELATINES

still maintain their High Reputation for Quality

PURITY, CLARITY,
STRENGTH and REGULARITY
Always CONSISTENT

Acknowledged to be the best productions by the most discerning buyers of gelatines throughout the world.

All grades of powder, sheet and fine leaf gelatines. Samples and prices may be had on application to our agents:—

F. S. JARVIS & Co.

18 Toronto Street - Toronto

TELEPHONE: MAIN 6376 CABLES: GELGAR TORONTO

OURY, MILLAR & CO.

9 Mincing Lane, London, England

CABLES: OLMENTH,- FEN., LONDON



TELFER IMPROVED FIG BAR
COUNTER BOX
AT REGULAR LIST PRICE
NO CHARGE FOR BOX

BOUND WITH BANDING IRON

A HINGED LID

Average Net Weight 11 lbs.
A Silent Salesman right on your Counter
Order To-day from your Jobber or direct

TELFER BISCUIT CO. LIMITED
TORONTO



A Favorite in Every Home

REPRESENTATIVES WANTED IN ALL PROVINCES IN CANADA

Bee Brand Jelly Powders

ALL FLAVORS

Big Sellers showing Nice Profits

Sells at 3 pkgs. for 25c.

Jelly Powders are in big demand NOW

BEE JELLIES are made from the purest ingredients and flavored with BEE BRAND Pure Fruit Extracts.

All you have to do is to stock BEE BRAND Jelly Powders; they sell themselves.

Order from your Wholesaler or Direct from

THE BEE STARCH CO., 291 St. Paul St. W., MONTREAL

"As I am thinking of going into the grocery business again, I would like to subscribe for Canadian Grocer at once."

So writes a merchant who is locating in the Niagara Peninsula.

Every aggressive grocer is a **SELECTOR** of merchandise for his customers.

He buys to please them, to create good-will and to retain their confidence.

He wants full information about every manufacturer's products so that he may **SELECT** with care. Give him this information in his business paper—

CANADIAN GROCER

Prize Winners in Keepsweet Contest

We take great pleasure in announcing the names of the prize-winning merchants in the recent Keepsweet advertisement-writing contest. We wish to thank the many grocers who took part in the contest. On account of the exceptional quality of the advertisements submitted, it took our committee a much longer time than anticipated to come to a decision. We congratulate the prize-winners on their clever work.

1st Prize, $25.00	O. L. Ferris, (of F. H. Ferris), Harrow, Ont.
2nd Prize, $20.00	E. R. McTaggart, (of J. McTaggart & Son, Limited), Vancouver, British Columbia.
3rd Prize, $15.00	John Diprose, 266 Dundas Street, London, Ontario.
4th Prize, $10.00	L. V. Smith, (of Smellis Bros., Limited), Russell, Man.
5th Prize, $ 5.00	C. T. McDonald, (of R. M. McDonald), 127 Windsor Street, Halifax, Nova Scotia.
PRIZES OF $1.00 AND HONORABLE MENTION	E. W. Burgoyne, Grimsby, Ontario. A. A. Black, Fort William, Ontario. Margaret Rodger, of Rodger & Fyffe, 591 Bank Street, Ottawa, Ontario.

Cheques to Prizewinners will be mailed in a few days.

Reports from all parts of Canada indicate increasing popularity of Keepsweet Cream and Keepsweet Milk, described by many grocers as two of the best grocery repeat propositions ever introduced.

The Dominion Milk Corporation, Limited

Toronto, Ontario

Branches: Halifax, St. John, Montreal, North Bay, Port Arthur, Winnipeg, Vancouver, and London, England.

Keepsweet Table Cream



"The economy of quality"

The happy combination

No wonder **RED ROSE TEA** is a trade builder! The **QUALITY** that makes everybody want to continue using it daily is the same quality that makes it go further, and therefore makes it **ECONOMICAL.**

There is nothing like this happy combination to build up tea sales!

T. H. Estabrooks Company Limited

St. John, N. B. Montreal Toronto Winnipeg Calgary

MAPLE LEAF MATCHES



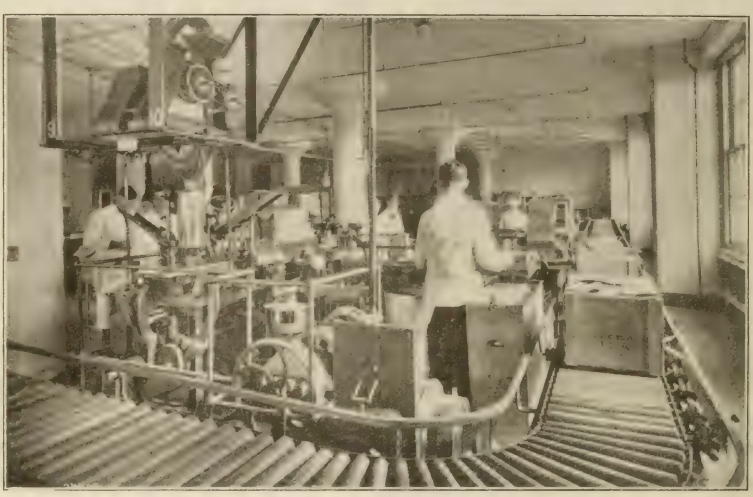
For "Quality"

A BUSINESS BUILDER

The Canadian Match Company Limited

Toronto Montreal Winnipeg

MORE THAN 50 MILLION PACKETS ANNUALLY



Cleanliness, order and precision are everywhere apparent in the "SALADA" plants; the surroundings for the employees are pleasant and congenial. These facts, to a certain extent, explain why it is possible for the SALADA TEA COMPANY to produce and distribute annually, more than fifty million packets of "SALADA." The expensive and most efficient equipment of the SALADA TEA COMPANY for the scientific packing of tea, and the skill of their men, suggest the reason for the invariable PURITY and RELIABILITY of this famous blend.

"SALADA"

The Universally Used Tea

CANADIAN GROCER

Vol. XXXVI TORONTO, NOVEMBER 17, 1922 No. 46

Sales of Extracts Must be Recorded

Recent Convictions of Grocers in Police Court for Infractions of These Regulations Indicate a Lack of Knowledge in Regard to the Same—Only One Bottle of 2½-oz. Can be Sold to a Customer at One Time

FROM time to time Canadian Grocer has published articles and editorials on the regulations in regard to the selling and labeling of extracts in conformity with the Ontario Temperance Act and the Dominion Pure Food and Drug Act. Apparently there are still some merchants who have not become familiar with them, as several convictions in police courts have recently taken place. A couple of weeks ago a grocer in a western Ontario town was fined $50 for selling a larger quantity of lemon extract than the law allowed. Another grocer was fined $37 because he sold a bottle of extract which was not properly labeled. Pleading ignorance of regulations did not help the merchant's case in any way as the court, in both instances, claimed that it was the business of all merchants to be familiar with the goods they sold and with any laws or regulations in regard to the selling or handling.

A Grocer's Query

A subscriber to Canadian Grocer recently wrote as follows:

"Reading your article, warning merchants re the sale of extracts, would you kindly answer the following:

"1.—Is there a limit to the sale of bottles of extract to a consumer a day? Can he buy a bottle in each store in town?

"2.—Can a retailer buy a five-gross lot and sell part to another retailer? Has the sale of the same to be written in the record book or is the invoice sufficient for inspection?

"3.—Does the sale of extracts with a small portion of alcohol have to be recorded?"

What the Regulations Say

The subscriber was answered as follows:

1.—Only one bottle or 2½ ounces of extract can be sold at one time to the consumer, unless the sale is made to a hotel or restaurant for which there is a special clause in the Act permitting the sale of not more than three eight-ounce bottles at one time. There is nothing to prevent a consumer buying several bottles a day at different periods nor to prevent him from making a purchase in every store in the town, providing a record is kept of each sale.

2.—A retailer can buy in five-gross lots and sell part of it to another retailer. This transaction, however, should be recorded in the sales record book. If this is not done, an inspector might raise the point of what has become of them.

3.—Every sale of extract must be recorded. This applies to extracts containing only a small portion of alcohol and also those classed as non-alcoholic. On this point the Act is quite clear, providing "that all extracts commonly known as flavoring extracts must be recorded in a special book, indicating the date of sale, name and address of purchaser, quantity, etc."

There is another point in regard to the selling of extracts that is very important. It is the regulations regarding labeling under the Pure Food and Drugs Act and is an entirely different Act than the one regarding the sale of extracts. The Pure Food and Drugs Act is Dominion-wide in its application while the other pertaining to the selling and recording of same is only in force in Ontario.

In Regard to Labeling

The Act in regards to labeling of extracts says:

1. A flavoring extract, intended for the purpose of flavoring food, is a solution of correct strength, as hereinafter defined, of sapid and odorous principals derived from an aromatic plant or parts of a plant, with or without its natural coloring matters, and conforms in the name to the plant used in its preparation.

2. The usual solvents employed in the preparation of flavoring extracts are ethyl alcohol, water and glycerine. In the event of any other solvents than ethyl alcohol, water and glycerine being used, such solvents shall be harmless to health, and their names shall be plainly stated on the label.

3. Solutions of natural or synthetic preparations such as vanillin, coumarin, benzaldehyde, methyl salicylate or other sapid and odorous compounds, more or less resembling substances found in plants, or absolutely identical with these, if harmless to health, may be sold for flavoring purposes, if properly labeled so as to make it quite clear that they are not extracts as above defined.

The word "Artificial" or "Imitation" shall appear on the main panel of the main label in type as large and conspicuous as that used in any other word on the label.

4. If an extract be fortified or strengthened by having such natural or synthetic preparations as are referred to in the immediately preceding paragraph added to it, the fact of such addition shall be clearly stated on the label, or the word "Compound" or "Mixture" shall be used to describe it.

The word "Compound" or "Mixture" shall appear on the label in type as large and conspicuous as that used in any other word on the main label.

Claiming to Sell Public at Wholesale Prices

More on the Subject of Firms Styling Themselves Wholesale Grocers Selling to the Consumer in Western Canada—Appoint Agents or Representatives in Various Towns and Villages in Manitoba

WINNIPEG, Nov. 15.—(Special)—Action on the part of the Retail Merchants' Association here has recently been directed towards the practice in certain parts of Western Canada, of firms styling themselves wholesale grocers selling direct to the consumer. As referred to in last week's Canadian Grocer, Sample Bros. of Kerrobert, Sask., met this unfair competition through advertising in their town paper, showing a comparison of these so called wholesale prices with their own price list, indicating to the consumer what a really small saving, if any at all, he was making.

On the opposite page will be found a circular that is entitled "Fiction versus Facts." It sets forth some of the claims made by these selling agents as against the real facts in the matter.

Operate Through Agents

Discussing this practice with the members of the Retail Merchants' Association in Manitoba, Secretary J. H. Curle, in a letter to them, states in part:—

"A number of concerns who style themselves as wholesale grocery firms, have appointed agents or representatives in many towns, villages and districts throughout Manitoba. Orders are taken from consumers for future delivery by freight. A draft is attached to the Bill of Lading. The customer upon payment of the draft to the bank gets delivery of the goods.

"The enclosed circular (reproduced on the opposite page) is well worth reading as it describes the instructions given by one firm in their 'Manual for Salesmen.' Will you read it carefully and then tell your customers something of the selling methods adopted by these agents?

"Often these agents have not fulfilled the requirements in taking out licenses for the right to take orders for goods. They are required under the Transient Traders' Act, (1918) to secure a provincial license and pay $5 to the Deputy Municipal Commissioner, E. M. Wood, at the Parliament Buildings. They must wear a badge bearing a number so that the customer can report any misconduct.

"They must also report to the Secretry-treasurer or proper officer and take out a local or municipal license in every municipality in which they take orders or sell goods, wherever such license is required, by bylaw.

"If your town, village or municipality has not yet passed such a by-law, use your influence to have the Council do so at once. Why should you pay taxes for the right to do business if others are allowed to trade without paying anything into the local treasury?"

A. L. Smith, manager of the Brant County Farmers' Co-operative Society, has resigned.



A window such as the above is seasonable at this time, and features in display a number of lines that should appeal just now.

FICTION versus FACTS

"THERE SHOULD BE NO SENTIMENT IN BUSINESS. If your local merchant cannot supply you with Groceries at as low a price as you can secure them elsewhere, including freight charges, he is not entitled to the business.

BUT you should be sure that you are making a real saving before placing your order outside your locality. If you save a dollar on a bag of sugar, and pay 10c per lb. too much for 25 lbs. of tea, you are out $1.50 —and you are liable to pay more than 10c per lb. too much. If you get 5 lbs. of baking soda for nothing, and paid 60c too much for a 5-lb. tin of baking powder, you have lost money on the deal. If you saved 50c on a bag of rolled oats and paid 60c too much for a 16-ounce bottle of extract of vanilla, your loss is 10c, and the freight; and when you buy extracts and baking powder under private brands, you don't know how much you have lost.

The following "clippings" are taken from the book of instructions issued to their agents by a Winnipeg firm claiming to be wholesale grocers, and in this connection you may be assured that there is no Winnipeg wholesale grocery firm selling direct to the consumer. The large department stores, as well as a number of the larger retail grocers, also our local merchants, buy quite a number of lines direct from the manufacturer or packer.

The following will give you some idea of the methods suggested. It is copied from their printed "Manual for Salesmen":—

"The Necessity of Showing Your Customers a Saving"

"Naturally the first and most essential element is to show your customers a saving—to demonstrate in a convincing manner that in buying of us they are sure of better goods for less money that they can possibly obtain elsewhere.

"The quickest and most satisfactory method of accomplishing this is by the use of 'leaders.'

"To carry out this idea effectively, you should sell on a very close margin, if any, certain advertised staples, **prices on which are well known to customers generally.**

"For this purpose we strongly recommend our salesmen to **sell the articles mentioned elsewhere in this book as the most effective leaders, at cost or even at a small loss, depending for your remuneration on other goods, especially those mentioned in this manual as the 'Cream of the Trade'."**

"Why You Should Refuse Small Orders

"Such sales will not permit of your using 'Leaders,' hence the customer will be unable to see any inducement in our quotations. **With this lacking, one of the greatest incentives to trade with us is lost."**

These are the "leaders," but they are apparently not anxious to sell them unless they can sell enough teas, coffees, etc., to cover up the loss on the "leaders."

"The Most Effective Leaders"

"Advertised brands of tobaccos, yeast cakes, baking soda, lye, package cereals, rolled oats, matches, corn meal, navy beans, laundry starch, linseed oil, clothes pins, fruit jars, lard and sugar."

"You should exercise every effort, however, to keep your sales of the goods (especially the three latter-named articles) down to the lowest possible point, otherwise your customers may not have sufficient, if any funds left to buy teas, coffees and other groceries **on which you can average up for any loss you may sustain on the Leaders.**

"Where the Profit Lies"

"Teas, coffees, spices, extracts, baking powder, molasses, jams, toilet soaps, machine oils, paint, axle grease, may be truly called the 'Cream of the Trade.'

"The salesman who does not sell a large percentage of these and in **liberal quantities, too,** is sure to meet failure."

If he follows their instructions, he will use these methods to get orders:

1st—To quote "Leaders" such as sugar and other staple lines that most people know the values of, at cost or even at a loss, in order to create the impression that other lines are equally good value.

2nd—To endeavor to keep your order for "Leaders" as small as possible. For instance, if you wish two or three bags of sugar, they tell you that the price of sugar may go down and you should not buy too much; or if rice, beans or other cereals are used as "leaders," here is a danger of you buying too much, they are to advise you not to do so as they may become mouldy.

3rd—To induce you to order very large quantities of tea, coffee, extracts, baking powder, spices, etc., at prices that show a big profit for the agent, in order to even up for the loss on the "leaders."

4th—To sell you black pepper at a low price, because you will likely know the usual price of pepper, you will be led to believe that the other spices are equally good value.

5th—To induce you to order large quantities of the other spices—at least one pound or more of each kind —but to quote the price by the ounce in order that the price may appear less to you. For instance, 16 ounces of Jamaica ginger at 4c per ounce seems less than a pound at 64c. As you can buy pure Jamaica ginger in almost any store at 40c per pound, you can see the advantages in this plan.

6th—To sell you large quantities of flavoring extracts, and to use the same tactics as with the spices, viz:— to quote them by the ounce, as 10 cents per ounce seems cheap, although it means $1.60 for a 16 oz. bottle, and you can buy a 16 oz. bottle of the best pure extract, put up under a brand that is a guarantee of the quality, in most any store for $1.25.

7th—To try and work what they call the "sandwich" system which means to quote one or two leaders and then a few profitable lines, then another "leader" to convince you, and then some more long profit lines, and so on.

8th—To try and convince you that the quality of their lines is superior to standard lines by such silly tests as burning extracts and pulverising coffee beans in a mortar and letting you smell the "delightful aroma." All pure extracts will burn, and coffee worth 35c per lb. or over has a delightful odor when freshly crushed.

9th—To infer, or openly claim that a large portion of the lines of groceries sold in the local store are adulterated; that the so-called pure extracts are impure; that the spices are adulterated; that the coffee usually sold in stores is adulterated with all sorts of rubbish—that their baking powder is superior to standard brands; that jams sold in stores are impure, etc. They evidently take it for granted that the buyer is not aware of the fact that the government has provided a heavy penalty for marking any goods "PURE," that are not pure. As this class of "wholesale" firm does not deal with the merchants here, we are unable to say whether these tactics and arguments are being used in this locality to get business. We only know that these are the methods suggested to their agents by some of the firms. If they are used, you will know the reason, and will, no doubt, be guided accordingly.

If you are in doubt, and granulated sugar is quoted to you at one or two dollars under the market price (we understand that if it is hard to get a customer started this is sometimes done) offer to buy 100 or 200 sacks—your local merchant will handle them for you, if they come across—**and see if they will fill the order.**

(See opposite page)

"Individualism as a Factor in Affairs"

Is Subject of an Inspirational and Most Impressive Address Delivered by Sir Joseph Flavelle, Before the Canadian National Newspapers and Periodicals Association on the Occasion of the Annual Convention Last Week

TORONTO, Nov. 15. (Special).—Speaking at a luncheon of the Canadian National Newspapers and Periodicals Association the other day, of which organization Canadian Grocer is a member, Sir Joseph Flavelle, who was the guest of honor, declared that individual effort and achievement are the greatest elements in life. Sir Joseph was speaking on "Individualism as a Factor in Affairs." His address was inspirational and remarkably impressive. It was a call for the development of the individual man. Sir Joseph spoke as follows:—

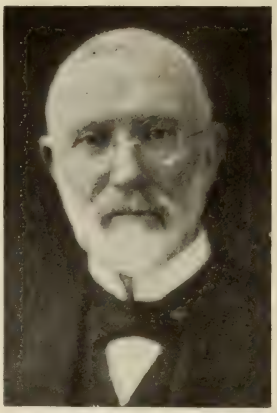
In emphasizing Individualism, I am not claiming for it a "cure-all." If we were discussing the whole broad issue I would give it its relative place, but in the time at our disposal I cannot do so. In stressing Individualism, I am only stressing one of the great underlying principles in affairs. I will introduce the subject with a few illustrations, and perhaps you will catch the drift of my thought.

In a book of Memoirs of a German Prince—one of the Hohenzollerns—the Prince tells of his experience with General Falkenhayn. The General is teaching him to ride, and after taking him across much rough country in which his heart nearly failed him, the Prince was brought up against a stiff obstacle. The General spat out: Throw your heart across, the rest will follow." I think in this statement lies the interpretation of character. Our difficulties accumulate, and when the supreme one comes at the tail end, the test of a man is his capacity to "throw his heart across."

Lord Rosebery in his book of "Miscellanies" furnishes a copy of an address which he delivered to the students of the University of Glasgow, and in which the following appeared:

"We had then (speaking of a period fifty years back) the terrible hand-to-hand struggle with learning on the one hand and poverty on the other, which embodied in a new form the competitive spirit of our ancestors, but which turned out indomitable Scotsmen, who had suffered so much, and who had done so much, that they needed and dreaded nothing in the battle of life."

He illustrates this by a fellow-craftsman of yours, Robertson Nicholl, the son of a Presbyterian minister, and now Sir Robertson Nicholl of the British Weekly. He won a bursary of £12, which took him to the University of Aberdeen. He spent £8 in fees, and had £4 left for his



Sir Joseph Flavelle

maintenance during twenty weeks in Aberdeen. He spent a shilling a week on lodging; his food was bread and cheese, and his drink treacle and water. Lord Rosebery says, by way of parenthesis—"I ask you to remember I am not recommending a diet, but recalling a character." Nicholl won out, even though he had to go through an Aberdeen winter without fuel or fire in his room.

"And Its Name is Courage"

Sir James Barrie, in his rectorial address delivered at St. Andrew's University in May last, said to the group of young men graduating from the University:

"I cannot provide you with a staff for your journey, but perhaps I can tell you something about it, how to use it and lose it, and find it again, and cling to it more than ever. You shall cut it—so it is ordained—every one of you for himself—and its name is Courage."

He illustrated this in a letter to him from Captain Scott of the Antarctic, written in the tent "you know of," where it was found long afterwards with his body and those of some other very gallant gentlemen, his comrades. The letter, in part, was as follows:

"We are pegging out in a very comfortless spot. Hoping this letter may be found and sent to you, I write you a word of farewell. I want you to think well of me, and my end. Goodbye. I am not afraid of the end, but sad to miss many a simple pleasure which I had planned for the future in our long marches.....We are in a desperate state..feet frozen, no fuel, and a long way from food, but it would do your heart good to be in our tent to hear our songs and our cheery conversation.....Later (It is here that the words become difficult) We are very near the end.....We did intend to finish ourselves when things proved like this, but we have decided to die naturally without."

Barrie then took these young graduates to Gallipoli, and told of a young officer "dropped overboard to light decoys on the shore so as to deceive the Turks as to where the landing was to be. He pushed a raft containing them in front of him. It was a frosty night, and he was naked and painted black. Firing from the ships was going on all around. It was a two hours' swim in pitch darkness. He did it, and crawled through the scrub to listen to the talk of the enemy who were so near that he could have shaken hands with them, lit his decoys, and swam back. He seems to look on this as a gay affair. He is a V. C. now, and you would not think to look at him that he could ever have presented such a disreputable appearance, would you?" The officer was present, so that these University lads could look at the man who "threw his heart across" and the rest followed.

"Fight on, my men, says Sir Andrew Barton,
I am hurt, but I am not slain,
I'll lie me down, and bleed awhile,
And then I'll rise and fight again."

You say "These are heroic cases, incident to the war, effected by the war spirit." Let me give you one from humble life.

Two years ago, driving from Oakville to the city, in the morning, I picked up a passenger on the highway near the Goodyear rubber plant. It transpired that the man had served in the Great War. He had been invalided home from wounds, and he still had an unhealed sore on his back from shrapnel. He had secured a position at Goodyear's when business was active, and had bought a piece of land and built a shack on the Etobicoke. Then the bad times came in the rubber business, and he was laid off. He told me he had a wife and six boys, the eldest being thirteen years old. He had secured a job at the Dome Mines for the winter, and had been out that morning to tell a chum that he could secure a place for him, and was met with

the rejoinder "I'll starve before I'll go to the Dome Mines." It transpired that in the great explosion in Halifax, his wife's eyes were filled with powdered glass, and the surgeon found it necessary to remove both eye-balls, and in consequence, she was stone blind. The morning after her eyes were removed, her sixth baby boy was born. I said to him "Your wife blind, and six boys to care for—how do you get on?" "Well," he said, "We get on just about as well as we ever did. My wife does all the work at home, washes, irons, mends the children's clothes, keeps the house as she did before she lost her eyesight. When we came to Etobicoke, the neighbors saw my wife putting clothes on the line, and were told she was blind. They hesitated to believe that it was possible. She is keen to go to Dome Mines, stating that we will get free fuel for the winter, and be that much further ahead in the spring." This woman could have said that she was part of the war wreckage, that someone ought to take care of her children and her home, but she had the fighting quality in her, and said "I have a husband and children, and a home; I will take care of them." As we separated in the city, my soldier friend said, "I am sure if you were to come with me now to my home, you would find my wife whistling or singing."

Not Towards Self-Reliance

You will agree with me I am making no overstatement when I say the spirit of the present time is not running in the direction of self-reliance. The popular view writes off the individualist as a selfish beast, who thinks for himself, works for himself, and who shirks responsibility for his fellows. As a theory of life, individualism has developed mean selfishness, and its advocates are frequently neglectful of those who are less strong and less able to take care of themselves. It represents, however, a vital principle of personal responsibility, upon which, whether they know it or not, the world of men and women rest and depend. It bases its advantages upon its discharge of this responsibility, through hard, determined, unflinching personal effort.

Dependence Upon the State

Lord Rosebery said this further thing in his address to the students of Glasgow University:

"As things are, we in Scotland do not take much, or even ask much from the State, but the State invites us every day to lean upon it. I seem to hear the wheedling and alluring whispers 'Sound ye may be, we bid you be a cripple.' Do you see? Be blind; Do you hear? Be deaf. Do you walk? Be not so venturesome. Here is a crutch for one arm, when you get accustomed to it you will soon want another. The strongest man, if encouraged, may soon accustom himself to the methods of an invalid, he may train himself to totter, or to be fed with a spoon. The lesson of our Scottish teaching was 'level up.' The cry of modern civilization is 'level down.' Let the government have a finger in every pie, probing, propping, disturbing. Every day the area for initiative is being narrowed, every day standing ground for self-reliance is being undermined, every day the public infringes on the individual, the nation is being taken into custody by the State. I should like at least to think, that in one powerful city, youth was being reared to know that most of what a man has to do in the world he must do for himself, and that it should produce men and women who shall look not to external or even legislative support, but to themselves for their success in life. May the tone and note of this University be independence and self reliance. May it produce not merely scholars, but men."

The reliance placed upon what governments can accomplish is pathetic, and the frequent determination of even thoughtful men to turn to government or to legislature, for relief in business and other troubles is part of the daily experience. Manufacturers call for the Department of Trade and Commerce to find export business for them. Farmers call for government controlled and operated Wheat Boards at the public risk, and with transportation charges relieved at the public expense. Labor seeks to secure through legislation, shorter hours of labor, assured employment, and minimum wages, and the people generally, through public ownership or government control are to be delivered from the tyranny of private enterprise.

A recent writer stated:

"Our Social Reform schemes are conceived on a theory of pleasure economy, but history and evolution show that man has come up through a pain economy—he has struggled up—found his way up through never ceasing effort and struggle and battle. Man is at his best rowing hard against the stream. In our facile plans for the future of society, no place is found for sacrifice, yet in all the long history of mankind, sacrifices had a conspicuous part. We are planning to rely too much upon social and political machinery, and we underestimate the importance of physical health, education, and the sense of individual responsibility. No society will survive without the integrating motive, which consists not 'in not having,' but in doing one's full share. The world is stirred to-day by powerful centrifugal forces like a whirling wheel, which will fly into pieces unless it is held together by equally powerful centripetal forces. These integrating forces are measured self-control, obedience, respect for law and authority, restraint, limitation of desires, the feeling of obligation. We have a superabundance of vital energy—what we need is vital control."

If you consult with a company of your associates in business for the correction of weaknesses or the increase in production, the usual result is that your officers will say "Give us more machinery and a larger organization." It is a rare thing for the men on the working lines to say "We will learn to work harder and more intelligently, and to make greater use of the existing organization and machinery." When the United States came into the war, the President made a call upon business men to assist the nation, and there came to Washington probably the greatest aggregation of executive capacity that was ever gathered for public service in one city. They came from all parts of the Union. They sat for weeks and months, not knowing what to do. Under the American system, the Chief of Ordnance is responsible for the production of munitions of war. I said to him, "We have had some experience in Canada during the war in making use of business men for purely business purposes. If you will draft these executive men whom the President has brought into Washington to carry on the business for you, your engineers can prepare the necessary specifications and furnish the needed technical inspection, in which case I think you will secure excellent results. This is the present British practice. They tried what you are doing, but had to drop it. Their army officers and engineers now prepare designs, and furnish inspection, but business men have charge of production." He replied "I will not pass over to a body of business men what this Department should itself perform." So he built a very wonderful organization, housed it in excellently constructed buildings near the White House. The organization reached, I believe, as high as twenty-two thousand men. There were miles of blueprints illustrating the organization. There were, however, few if any American shells fired during the war, and few if any American guns in service. Charged with the same duty in Ottawa, we had been at work for a year or more when someone asked for a plan of our organization. I replied "I fear we have not prepared one. In securing production of munitions of war, we have not thought of preparing a plan."

There is another aspect of this question of "Dependence Upon Organization" that is impressive. The Ford plant at Detroit is a wonderful place. You take off your hat to the men who have organized it, but looking at it from another side it is the most dis-spiriting place possible. Each man repeats the same operation on a piece of material passing before him upon a moving belt. He turns a screw, bores a hole, or does some other single act repeated all day long. As one looks at it one thinks of the noble profession of craftsmanship. I am not saying this to make light of the Ford organization, but to direct attention that we are living on our capital of craftsmanship, and one wonders what will happen at some later time when all these one-job people are called

(Continued on page 25)

Which is Better, Cash or Credit?

One Merchant Seeks Advice as to Whether He Should Change From Credit to a Cash Way of Doing Business, While Another Grocer Doing a Strictly Cash Trade Wants Advice About Giving Credit

By HENRY JOHNSON, Jr.

THE TWO letters I use this week were received early in August, but the delay in publishing them is not all up to me. As each approached a serious problem, I hesitated to make more than general suggestions without fuller information, so I asked for it. After long waiting, I handle the letters.

Of course, it is up to any correspondent of mine to do as he likes about telling me what I ask. But I have never betrayed a confidence, and I feel put in an embarrassing position when I have to handle a problem on partial information and I think it might not be unsuitable if men would send me what I ask for—if, that is, they regard me seriously enough to ask at all!

Well, here are the partial letters:

Dear Sir:—Which is better, a cash or credit business? From reading your articles and from the one chance we have had to hear you talk, we get the impression that a few facts help you to talk back to us, also that you believe a credit business should be conservative. So here are facts: Business started 15 years ago, doing about half credit and half cash. Soon we concluded that we could not do credit and cash in the same store and do both of them right, so we took the easiest to hande and worked the cash. Now our business has grown to five stores and last year we did over $300,000, with net visible assets which have grown from the original $1,000 to $30,000. Our locations are fair. Most of our customers and all of our probable credit customers would be among those who are paid weekly, and we are within the range of a single carfare from Bigtown and its Consumers' Markets. Our "boys" are all young and might be inclined not to like any "conservative" suggestion as applied to a business they are ready to make grow rapidly. I am strong for the cash business, but I feel that our knowing this will not influence your opinion or its expression.

Here is my answer—dated last August:

Two things incline me to advise you to remain as you are. One is that quite evidently you have been successful. The other, that your stores are located among consumers who are paid weekly, and that means very limited responsibility. (Then I asked for some further information, saying): My thought is that, if you have made good earnings, you should hesitate to change. I believe in continuing as we have done unless there is good reason for change, for men who are accustomed to a cash business may readily fail of success in a credit business. Men who are used to credit, seldom succeed as cash merchants. Next, one essential to success in a credit business is a clientele with some tangible responsibility—such as enjoy fair incomes and are in general "good for" their accounts. Otherwise, why shoulder the burden of giving them credit? For the man from whom collection must be made weekly may be perfectly honest and well intentioned, yet he is liable to misfortune; and then you must lose something whether you cut off his credit or not. The temptation is to continue it in the hope of getting it back later on, also from the mistaken humanitarian promptings which creep into business everywhere.

Well, maybe that suited my inquiring friend. At any rate, I have no further word from him.

The Other Side of the Question

The other letter is so short I can quote it all:

Dear Sir:—I want to change an old credit business to a cash one on Oct. 1st. Will you outline some printed matter, etc., to use? I find I cannot get the turn and it is locking up too much capital under present system. Any help you can furnish will certainly do good. This is a farming section and they are sure long winded, but have plenty of cash for department stores.

You will note that my answer was likewise to the effect that radical changes are not to be made lightly, and to be avoided until or unless they are exhaustively considered in advance. Thus:

I assume that you have already decided that you want to change to the cash business. If I had some actual figures from you, perhaps I could persuade you not to do that. But, assuming the decision already made, I strongly advise against any form letter, cut-and-dried machinery stuff. My suggestions would be twofold: Have some signs painted thus:

"On and after October 1st we sell for cash only. No exceptions."

Put that ad. conspicuously on the front of your store, in your store, or in both and other locations about your store as you may conclude is desirable or suitable, having in mind the circumstances and character of your business. I cannot advise you more specifically in this connection without knowing more about you.

Now for the rest of it. Talk with every customer whose trade you value individually. Do not try to approach each and all the same way. You know those people personally. You would work hard to retain the trade of such as are desirable. Therefore, make it your own personal business to explain the situation to each of them. Make a strong, personal bid for each one's trade on the new basis.

Now let me caution you: Do not promise sweeping reductions in your prices. If you are a whirlwind of a manager, you may be able to reduce prices about five per cent.—possibly six, on groceries. I doubt if you can do better on your other lines. Now take a pencil and figure out just how much this means on purchases of 30c and 40c. You will then see that the price concessions you can expect to make are not such as will make a dramatic appeal to anybody. Further, I do not think you are a whirlwind at all, or you would be doing well with credit. Therefore, it is unlikely that you can reduce even as much as I indicate.

"Leaders" Not Important Influences

Of course, you will have "leaders" and those will be cut, but I doubt if you can really make any leaders more striking than you have been able to make in your former plan of operations, and so I say, go slow on promises of any wonderful "savings" under your new plan.

Finally, I think that if you really go into the cash business you should prepare in advance to face a tough job. The cash merchant does not repose on a bed of roses—not so you could notice it much! Everything will not come your way just because you determine to sell for cash. In fact, you will find that many desirable things seek distinctly other ways after you change.

I should like to have some further details of your business, its history, expenses, what you have made, what you have now, what proportion of your business is credit and what cash. Then I might be able to help you further.

As stated, I have no further word from either of these merchants.

The first I know rather well by re-

putation, and I incline to think he has accepted my suggestion to remain as a cash merchant and not to open credit at all. Therefore, I have no fault to find with his silence.

But what of the second? Has he also accepted what I said? If he has, I fear he will not improve things unless he also improves his methods and habit of thought. For it is quite evident from his letter that his customers and not he are running his credit department. That means, at best, that many years in the future he will awaken to the fact that all his earnings are on his books; and, at worst, he will go broke.

Now I should like to discuss the perhaps apparent inconsistency of my recommendations to these two merchants. Yet I am not inconsistent. I tell each of them to stay as he is. Maybe you think that obviously right in the first case—but do you think why it is right?

Credit a Banking Function—Should be Sound

You will have noticed that I pointed out the folly of giving credit to people of limited responsibility—in this already flourishing cash business. True, men extend credit to working people, who get their pay weekly, and find that trade profitable; but those men are masters of credit. They know its proper limitations. They work within its rules and they are of iron inflexibility in applying those rules.

But a business already properous on a cash basis—why should it seek a credit extension? Only to increase earnings, surely. Then it should take on credit only among those whose responsibility is such that they can be given accounts which run a month at a time.

And right here it is well to examine credit to see just what it is. It is, in fact, a species of banking. When you trust a man for $30 worth of groceries, you, in effect, lend him $30 with which to buy groceries. There is nothing else to it. You are his banker to the extent of the credit extended. Yet do grocers generally operate as if that thought had occurred to them? Do they, I ask you? They do not! No: they act as if their main business in life were to get rid of their goods—any way to get them out—give them away if necessary, but get rid of them! Result is, that most any grocer will trust a man for $30 worth of goods to whom they would not lend 30c of money on a bet.

A'int it de trut'? It is!

So now my further word to correspondent number two is this: If I have influenced you to stay with the credit business, that does not mean you are to continue just as you have been doing. No: you are to do entirely different.

Go over your list of accounts. Go over them with a fine tooth comb, individually, and set them down in a column of figures. Then make a second column of those that are most doubtful. Add up the second lot. It will hurt like blazes to see it; but face the music, and deduct it from the total as dead loss. Cut those off—dead. Not another cent to any of them in any circumstances.

Make another list of those who are probably good, but have been slow. Go after those people persistently, early and late, unrelentingly—but always with your temper in hand. Get as many as possible to see that you have awakened to the fact that you must have money to discount your bills and that 30 days is your limit; and let me add here that anybody who is not good for 30 days is not worth bothering with, generally speaking.

Have your rules. Stick to them as if made by somebody else whom you were bound to obey. Read David Copperfield and copy the firm tactics of Spenlow & Jorkins. Have a little Jorkins in your firm!

The good, prompt paying credit, keep. Keep it carefully, painstakingly, industriously. But keep it good. Do not let anybody backslide or become careless. Also, do not continue to trust a man who will not work on a business basis no matter how wealthy he is. Your rules must be paramount. Get me? I mean, work at your credit business. Make that investment pay just as well as any other. Then you will not regret the capital tied up.

Did You Ever Stop to Think--

By E. R. WAITE

THAT people are interested in reading the ads when their pockets are bulging with money to spend.

THAT they are INTENSELY INTERESTED in advertising, when what they spend must be carefully spent.

THAT then they buy what they can afford.

THAT when business is lagging is the time to spend more money for advertising.

THAT those business men who do so, feel a depression much less than those who cut down expenses by cutting down advertising.

THAT to curtail advertising cuts down sales.

THAT cutting down sales cuts down production.

THAT cutting down production cuts down employment.

THAT when employment is cut down, it leaves a whole lot of people with no money to spend.

THAT you should keep up your advertising so you can keep up your sales.

THAT it will increase production and that will increase employment.

THAT with increased employment, people will have money to spend.

THAT "BUSINESS BETTER THAN USUAL" is the slogan to use. ADVERTISE!

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI NOVEMBER 17, 1922 No. 46

A Hit and Miss Method

A FEW DAYS ago a Canadian Grocer representative called upon a merchant just at closing time. The grocer was making up his statement for the day. The total sales amounted to $267.16, according to the piece of wrapping paper on which they were recorded. The amount was then written on a sheet of an old half-torn scribbler and added to the total of the previous three days of the week and the book-keeping of the store was completed. The cash drawer did not tally with the sales sheet, however. It was eighteen cents short. Once more the almost illegible figures on the brown wrapping paper were added up but still the cash drawer was out the eighteen cents so the grocer, after muttering something about having to check up the delivery boy in the morning, took eighteen cents out of his pocket and put it in a leather bag with the rest of the takings for the day. He reached up, turned off the lights in the little office and the day's work was done.

Such shocking ignorance of business principles is the reason of more than one of the problems in the grocery business that not only reacts upon the retailer, but is felt by the wholesalers and the manufacturers, and finally by the buying public. This grocer, although he does a fair business and has excellent prospects in his district, which is one of the best in this particular city, has not the slightest idea what it costs him to run his business nor an idea of what percentage of profit his different lines yield him. His is a hit and miss plan. Perhaps he enjoys the surprise of a balance in the bank at the end of the year. He cannot forecast either his buying or his sales one month ahead. The only thing he can tell is that last year on a certain date he sold so much, at least according to what the wrapping paper indicated.

When Canadian Grocer representative expressed some surprise at the simplicity of his scheme of accounting, and asked how he determined his buying, with a gesture of self satisfaction he said: "Well can't I see what I got on my shelves? When that's gone I buy more. That's easy enough." So blindly he works on. Day after day working for that day alone with little or no preparation for the future, and no guiding record of the past; content in the thought that he is doing a fair amount of business and is able to meet his bills as they come.

U. S. Protects Her Home Markets

THE UNITED STATES is not losing any opportunity of protecting her home markets by tariff changes. Peculiar power has been invested in the President so that he may at a moment's notice change the tariff if it is found that it is incompetent to protect United States industries from foreign competition in any particular line, owing to a sudden change of labor conditions or money values in that country.

Perhaps the most distinguishing feature of the new tariff, as compared with previous acts, are those provisions investing in the President the authority to render the basic tariff flexible, in accordance with proved differences in cost of production, to prevent unfair practices in import trade, and to meet discriminatory duties or practices against American export trade or shipping.

Broad powers are granted the President to change classification and to increase or decrease the basic duties within the range of 50 per cent., upon proof that the duties fixed do not measure the differences in cost of production in the United States and the principal competing countries. In cases of goods subject to ad valorem duties, when an advance in the rate is not found to equalize the differences in the cost of production, the President may order the duty to be assessed upon the American instead of the usual foreign valuation.

The President is also empowered to impose additional duties to 50 per cent. ad valorem or even prohibit the importation of certain articles by particular persons, upon proof of unfair methods of competition in import trade which tend to injure an efficiently operated industry in the United States, to prevent the establishment of such an industry, or to restrain trade within the United States.

Editorials in Brief

The salesmanship that is nothing but permitting the customer to buy is not salesmanship at all.

You can make good show cards in the store and window pay your rent and a good dividend in addition.

It is poor business to unload unworthy goods upon an unsuspecting customer, but to brag about it afterward is fatal.

When you sell goods that are not of standard quality, see that you explain their grade fully to the buyer, thus avoiding future trouble and complaints.

It is not enough merely to sell something to the customer. See that you sell what will give the best satisfaction while at the same time returning a profit to the store.

"EVERYTHING that increases mutual knowledge of the achievements and possibilities of industry and commerce increases the welfare of the people and acts as a stimulus to further progress. In this respect business newspapers perform functions which no general newspaper can undertake, and a limit can be set to their useful development only when a limit has been set to the march of knowledge or science, whichever you prefer to call it, as applied to production, commerce and finance."—Lord Burnham, Proprietor "Daily Telegraph," London.

"THERE never was a time when business newspapers could do a better stroke for the world than they can to-day by bringing it home to their readers and the great public that all the peoples profit by the peace and prosperity of each other. They are the most practical of internationalists and through the sensitive machinery of the market can estimate from day to day the reactions of policy and the supreme value of a settled order in the relations of states. They, better than anyone else, can realize the fallacy of the view on which nations have too often acted that what is one nation's gain must be another's loss. The world as we see it to-day is largely what politicians and statesmen have made it. Is it not time for the business man to take a hand?"—C. P. Scott, Editor, "Manchester Guardian."

"INDIVIDUALISM AS A FACTOR IN AFFAIRS"

(Continued from page 21)

upon to do some other work. This organization of repeat work kills the development of the craftsman. He is simply a cog in a huge operating machine, and we are in danger of forgetting that a man is a man, and has a right for all round development.

Dependence Upon Associations

A few years ago, three gentlemen from a town on Georgian Bay, called on me and said, "We desire to establish a packing house plant in our town, and want to talk to you about it." They submitted their plans, and we had an interesting hour together. These men had hitherto been somewhat bitter opponents for the North Shore trade. I asked them "Who is to manage this business?" and they replied, "Oh, we will all do it." After they had gone, I said to Mr. William Davies, "These people will come to grief; they have an impression that by building a house, and organizing with some sort of general oversight from themselves, that it will go itself. They will come a cropper." The plant, which cost five hundred thousand dollars, has been closed up for the past ten years or more.

I remember during the War, that manufacturers of munitions in this Province formed a munition section of the Manufacturers' Association. The President and Secretary came to Ottawa to lay their views before the Chairman of the Munitions Board. They stated: "Your revised prices for shells are too low. They cannot be made at a reasonable profit. We represent three hundred and thirty manufacturers, and we are expressing their view when we say it is necessary that we should have a higher price." I said in reply, "I am sure you are wrong; if the purpose of your organization is to secure higher prices, you do not need an association of manufacturers to convince the British Government that they should give a fair price for work done in Canada. What you have not known is that through the courtesy of a number of manufacturers, we have in detail the cost of producing various sizes of shells in their plants, and the prices we have fixed are based on their experience and upon their statement that they think the price a fair one. You will perform real service with your Association if you will co-operate, and those who have greater experience assist those who have less, in establishing better production with the same overhead. You will make more money, and you will assist a hard pressed British treasury." It has always appeared to me that one of the dangers of the Manufacturers' Associations was that it led to dependence upon assistance from outside, and did not look enough toward improving business from the inside. I have never believed in Trusts, nor been a member of a Trust or combination—not because I thought they could do much harm to the consumer over a length of time, as sooner or later the spirit of competition took care of that side, but that the harm came to the consumer because men depended upon the organization in place of trained judgment developed under the stress of necessity. I remember a manufacturer during the War saying "You will fall down in the delivery of munitions unless you pull these infernal munitions inspectors out of munitions plants, as they try to impose all sorts of ridiculous standards upon the manufacturer." I asked the Chief Inspector to send his senior officer to this plant, and to bring back a report. Upon his return, I had the manufacturer join in the conference. Complaints had reached the Board from the British authorities that the ammunition boxes pulled apart under stress because the screws did not hold. The Chief Inspector said, "My officer went into this manufacturer's shop at the finishing end, and inspected the boxing of shells. The workman was driving the screws in the boxes home with a hammer. The inspector asked him 'Do you permit that?' 'Permit what?' came the reply. 'Permit screws to be put in your boxes in that manner?' And for the first time the manufacturer saw it. He said 'You damn fool, what are you doing that for'?" Similar conditions were found all over this man's establishment. The correction of his troubles lay with himself, and did not arise from unreasonable standards set up by the Inspector.

Another Type of Co.operation

Prior to the War, I was asked to speak in the town of Ayr, where they had a very active Farmers' Organization and Women's Institute. The subject of my address was "Co-Operation," and I fear the Company was disappointed in the type of Co-operation I recommended. The Chairman of the meeting had been one of a group of some twelve hundred farmers, who had gone to Ottawa from all parts of Canada to prefer a plan about something—the nature of it I have forgotten. I said to them, "The Chairman of this meeting was one of a Company who went to Ottawa. I am not passing upon the question, whether what they wanted was right or wrong, but I would desire to say to him, and to you who are farmers present, that if every man in the Company who went to Ottawa had in place of going there to seek for remedy, formed themselves into a league, each with his neighbor and he in turn with his neighbour, to fight bad weeds, to cultivate the land better and deeper, to use better seed, and to get rid of their scrub cattle, they would make more money for themselves and add far more to the wealth of the country than by anything which they, or twelve times their number could cure from Ottawa."

Take Labor. We know the abuses under which Labor suffered, and respect the causes which led to the organization of Unions, and the redress of many wrongs made possible only through the pressure of organized Labor, but there has developed an insistence for collective bargaining, the closed shop, the sympathetic strike, and the policy of "Ca' Canny." Redblooded men are told that they must lower their output. Any action which through the force of organization levels the good man down, is a menace to society. The control of the spirit and purpose of a man, and his responsibility is with himself, not with his neighbour, his Union, his Group, his Party, or the Combination to which he belongs. It is a frequently forgotten truth from which there can be no deliverance "Whatsoever a man soweth, that shall he also reap." The question was asked long ago "Do men gather grapes of thorns, or figs of thistles?"—acres of thorns or fields of thistles, because they are numerous, give no greater promise of grapes or figs.

There have developed bodies of determined men, in classes, in groups, in associations, in brotherhoods, in Unions, who claim they are righting injustices and relieving society of tyranny. They are found in politics, in industry, in agriculture, in education and in the Church. They are mostly sincere, and frequently uninformed or misinformed. The onlooker, seeing some of them in action, may be forgiven if he indicates they seem to be chiefly concerned in what they can capture for their theory, for their class, their group, or their organization, whether what they desire to secure presses upon others or not. It would appear they are too commonly possessed of the selfish purposes of the individualist without his creative force or courage. He seeks to create through his own effort, and if he will he can share with others. They depend upon organizations and collective power to force their plans, if they are not willingly accepted. They develop and exploit class consciousness, and determine to have their way if the forces at their command can compel its acceptance. One is inclined to ask—are we setting up another form of tyranny, without the compensating gain of individual responsibility and individual initiative and effort? The community needs both forces—individual initiative present in organized groups which are exponents of opposing views but neither should seek the exclusion of the other.

We are slow to see it, but our problem is not, how shall we obtain our share, but how shall we make something worth sharing; not one solved through capture, but through creation. It was perhaps natural in the reaction from the strain of the war to believe in the possibility of economic restoration along the path of less work and more enjoyment. We have entertained delusive hopes of a high standard of living to be attained with less effort and shorter hours of labor. It will not do. We must travel along the old highway of hard work with ungrudging service,

(Continued on page 35)

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Quebec

J. W. Shaw, of Shaw and Aykroyd, manufacturers' agents, Montreal, was in Toronto last week on a business trip.

Fred McBride, of the firm of J. T. McBride & Co., dried fruit importers of Montreal, was in Toronto last week on a business trip.

G. M. Setliff has come to Montreal to be the local manager of the Sun Maid Raisin Growers of Canada Ltd., succeeding Alex. McLeod, who has gone back to the United States.

Fire of undetermined origin did considerable damage to the store and stock of Joseph Brassard's grocery store at 828 Centre St., Montreal, last week. In the investigation defective electric wiring was blamed for the outbreak.

In the November 3 issue of Canadian Grocer reference was made to the birthday of Charles Chaput, president of L. Chaput, Fils & Cie., Limitee, Montreal. However an error was made in stating that Mr. Chaput was 83 years of age, whereas he is only 81 years. This mistake is regretted and Mr. Chaput may be assured that it was unintentional to make his age two years more than it actually is.

Ontario

The hearing in the Kellogg Corn Flake appeal case is set for Monday, Nov. 20.

The grocery business carried on by the late D. McRae and Son, in Lancaster, will be now conducted by the son, Ross T. McRae.

D. Hill, for fifteen years engaged in the grocery trade in Calgary, Alta., has moved to Fort William, where he resided before going West 20 years ago.

John L. Scott, for twelve years a grocer on Pape Avenue, Toronto, died at his home, 517 Pape Avenue, the other day. He was 63 years of age. He is survived by his widow and one son.

In the list of honors conferred by Mr. Lloyd George, as is customary on the retirement of a prime minister, appears the name of Baron Leverhulme, head of Lever Bros., soap manufacturers. Baron Leverhulme has now been created a viscount.

The warehouse of Thomas Kinnear & Co., at Galt, was recently entered by burglars in the night. The office was ransacked but nothing was taken except about ten boxes of cigarettes, one box of cigarette papers and five cartons of cigarettes.

The grocery store at Inkerman, owned by Leonard Burrell, was badly damaged by fire last week, loss to the extent of between five and six thousand dollars being the result. The loss is only partially covered by insurance. Mr. Burrell was awakened from his sleep by the smell of smoke.

BUSINESS CHANGES

A. Noble is now in business at 171 Roncesvalles Ave., Toronto.

A. Johnston is now in business at 1125 Gerrard St. E., Toronto.

T. H. McGee has commenced business at 1204 Danforth Ave., Toronto, Ont.

Good and How have commenced business at 1926 Gerrard St. E., Toronto.

Conference of Mfrs., Wholesalers and Retailers Next Month

The Dominion Board of the Retail Merchants' Association will hold a general conference in the Prince George Hotel, Toronto, on December 12, 13 and 14. Representatives of the Canadian Manufacturers' Association, wholesalers and retailers, will be present to discuss various problems vital to the retail trade. Among the subjects for discussion is that of distribution. The Sales Tax and also the Receipt Tax which comes into effect on the first of the New Year will be dealt with.

Chief Dominion Analyst Announces His Retirement

Ottawa, Nov. 15 (Special).—The Federal Department of Health has lost the services of a valued official in the retirement, upon superannuation, of Dr. A. McGill, who since 1907 has been the Chief Dominion Analyst. It is after a lengthy and useful career, that Dr. McGill is retiring. The Food and Drugs Act, which has served to a very great extent in protecting the honest merchant against dishonest methods, was the product of Dr. McGill's fertile brain.

No successor has been chosen yet, it being the intention of the government to advertise the position, rather than to fill it by promotion.

Are Urging Closing of the Fraser River for Salmon Fishing

Ottawa, Nov. 15. (Special).—It is definitely understood that the interim report submitted to the Minister of Marine and Fisheries by the commission of members of the House of Commons which inquired into British Columbia fisheries contained a very drastic recommendation with regard to the Fraser River.

Messrs. Duff, Dickie, Stork and Neill, the majority of the commissioners, agreed to recommend a close season of five years for sockeye salmon fishing on the Fraser and its tributaries and all coast waters leading up to the same, providing Americans do the same on Puget Sound, and that an international commission be appointed consisting of representatives of the State of Washington and the Dominion of Canada to govern the matter of regulations during the period named and the term thereafter. Commissioners McQuarrie and Martell dissented from this proposal.

IS FOUND GUILTY OF OPERATING A PUNCH BOARD

Brantford, Nov. 15.—George Strobeydge was charged with having a punch-board in his possession for the disposal of goods, contrary to section 236, subsection E, criminal code. In view of the fact that this was the first case of its kind locally, Magistrate Blake registered a conviction against the defendant but allowed him to go on payment of costs.

Catalogs and Booklets

Gosse-Millerd Ltd., Vancouver, B. C., sent out an informative booklet on British Columbia salmon under the title of "Treatise of British Columbia Salmon." The author is W. D. Burdis, secretary of the British Columbia Salmon Canners' Association. In this booklet Mr. Burdis deals with the salmon in detail and gives an outline of the history of development of the canning industry on the Pacific Coast. Views of salmon canneries on the Fraser River and the different kinds of salmon found in B. C. waters are included. One statement made is that "all salmon are highly nutritious and differ from one another only in the color and relative firmness of the flesh and the proportion of fat and oil."

Will Not Use Additional Space for Display of Foods Next Year

Extension Will be Made to New Pure Food Building at the Canadian National Exhibition, Commencing This Autumn—Addition Will be 19,000 Sq. Feet

TORONTO, November 15. (Special).—While it is announced that the extension to the new Pure Food Building on the Canadian National Exhibition grounds will be started this autumn and completed before next year's exhibition, the additional space will not be used for displays of food products in 1923.

Several applications for space have been received by both the Food Products Association and the Exhibition, but the Exhibition Board do not feel that an extension of 19,000 sq. ft. of exhibit space could be taken up in one year's time. The present building has exhibit space to the extent of 26,000 sq. ft.

Not Satisfied With Some

One of the Exhibition officials stated to Canadian Grocer that there were certain firms in the present building that did not measure up to the requirements from their viewpoint and he thought it was likely these would be discontinued. This would make room for some of those who have made inquiries since the last exhibition.

On Monday last Geo. T. Irving, second vice-president and John G. Kent, managing director of the Exhibition were at the City Hall to secure approval of the council for the proposed extension. Members of the parks and property committee, after hearing the proposal, gave their approval of it. The Exhibition will begin this fall with the preliminary work as far as weather will permit. The matter will be taken before the entire city council at its next meeting, when it is anticipated it will receive the endorsation of that body.

Next year the Exhibition Board anticipates a display from the British Federation of Industries, which organization would likely require about 20 spaces in the proposed extension. A number of Ontario communities are seeking space for exhibits similar to the Made-in-Stratford show at last year's Exhibition.

Extension to Cost $100,000

The present building cost about $150,000 and the plan of the extension calls for an outlay of about $100,000.

Mr. Kent told Canadian Grocer that just as soon as the demand for space in the extension was sufficient, it would be given over to the manufacturers of food products. It was unlikely, however, that any part of it would be used in 1923 by individual food exhibitors, he said.

There will be no partition between the building as it is now and the extension. The aisles will be carried right through into the addition, which will include four more open courtyards. The plan calls for a wide entrance in the east end of similar size and design to the western entrance. There will be a large open air court just inside this eastern entrance.

Prices of Brooms Show Another Advance of 50 Cents Per Dozen

Stronger Values of Broom Corn Are Responsible for the Higher Quotations—Crop of Broom Corn is 75 Per Cent. of Normal

BROOM manufacturers announce a further advance in the price of brooms. The increase amounts to fifty cents per dozen, making a total advance of approximately $1 per dozen during the past few weeks. The higher prices are said to be the result of the strength and higher prices prevailing in the market for broom corn.

"There is a very good reason why broom manufacturers have had to advance the price of brooms," remarked one manufacturer to Canadian Grocer. "Last year we bought broom corn at $75 to $125 a ton. This year we are paying all the way from $125 to $300 and up. In fact, at the present time there is none obtainable at less than $230 or $240. All due to a short crop, when we expected a bumper one even right up to a short time before harvest."

Crop 75 Per Cent. of Normal

"Since the harvesting of broom corn commenced, it became quite evident that the crop would be a small one. Buying has been brisk. Even the poorer grades have found a ready purchaser, which, in a normal year, buyers would hardly consider at all. Prices which were predicted a couple of months ago have gone sky high and it is difficult to buy corn now at any price," stated another manufacturer. "Another factor is that there is no carry-over of any large amount, even speculators appear to have sold their holdings before this year's market opened. The price of broom corn is fully double that of last year and in consequence we have been compelled to advance the price of brooms."

The United States Bureau of Crop Estimates places the total tonnage of broom corn this year for the entire country at 36,900 tons, or 13,000 tons less than normal. It is estimated that in Oklahoma this year the production will only amount to 8,100 tons as compared with the production and amount in storage shipped last year of 23,000 tons. In the Lindsay district last year 1,000 carloads were shipped, while it is expected that the total production this year will not exceed 460 cars.

Halifax Grocer is Shot in His Store by Unknown Gunman

Halifax, Nov. 14.—Leslie A. Corkum, grocer, was shot in the abdomen in his store on Spring Garden Road here the other night by an unknown assailant who took a sum of money. Mr. Corkum was taken to hospital and is in a critical condition.

The shooting occurred about 11.30 at night when the wounded man was counting the money in an open cash register preparatory to closing up for the night. He retained consciousness and, following his assailant's flight, was able to crawl to the door of his shop and give an alarm.

According to the details which Mr. Corkum was able to give, the burglar entered the store, and pointing a gun at the grocer, ordered him to put his hands up. The request was refused and the gunman fired. It is not known how much money he took, but all the bills were missing from the register.

A fair number of people were on the street at the time of the shooting.

The assailant was described by Mr. Corkum and at another grocery store which he entered a little earlier, as a man about thirty years of age, five feet ten inches tall and wearing a ragged reefer and a grey cap.

OPENS A NEW WHOLESALE FRUIT BUSINESS IN WEST TORONTO

James G. Culnan has opened a wholesale fruit, produce and vegetable business in Toronto at 2778 Dundas St. West. Mr. Culnan has had several years' experience in this business, having been connected with one firm in the same line for the past eight or ten years. Prior to that he had considerable business experience with the Watt Milling Co., West Toronto, and at one time was with the T. Eaton Co. A new brick warehouse has been built for him at the above mentioned address.

Percy Roberts, of the J. T. McBride Co., Montreal, was in New York last week on a business trip.

WESTERN CANADA NEWS

Helen Maclachlan has opened a grocery store in Watrous, Sask.

The Northern Co-Operative Society Limited, Prince Albert, Sask., has moved into premises, now being established in the Masonic Building, Tenth Street East. This organization was formed in November 1920. The manager of the concern is Alex. Motherwell.

With fifty members present, Saskatchewan members of the Northwest Commercial Travelers' Association, recently elected the following officers to the Saskatchewan advisory board of the organization at a meeting held at Saskatoon: President A. A. Brown, Regina; vice-president, J. W. Lightbody, Yorkton; treasurer, D. D. Thompson, Regina; secretary, K. W. Ross, Regina, R. W. Birch, Regina, E. N. Argue and H. J. Trelevan, of Saskatoon, were elected provincial directors. Thos. Fox, retired president, was in the chair, and Fred J. C. Cox, general secretary, came up from Winnipeg to the meeting.

The Home Supply Company, 198 Smith St., was convicted in Winnipeg police court of a breach of the early closing by-law and Magistrate Macdonald imposed a fine of $5. It was shown that this store carried on a business of selling both fruits and vegetables and while it was permitted to sell the former after the regular business hours, the grocery section of the store had not been screened off as required by the by-law. This case was a test one. It was intimated that an appeal would be taken although this was not definitely decided upon. A meeting of the storekeepers affected is planned in the Odd Fellows' temple to consider the matter.

WHAT CONSTITUTES AN INFRACTION OF EARLY-CLOSING BYLAW

Winnipeg, Man., Nov. 14.—Just what constitutes an offence under the early-closing bylaw was discussed by the police commissioners here recently.

"We are to have a report on what has been done in the way of enforcing the bylaw," said Mayor Fowler, chairman of the commission. "What we are anxious to do is to establish who is right in interpreting the bylaw. Certain lawyers claim that it is an infraction of the bylaw to have prohibited goods exposed, that is, not screened in, after the hours of closing. Others claim that this is not an infraction of the bylaw. They say that an infraction of the bylaw can only take place by the actual sale of goods. We are going to find out who is right."

Western Merchant is Held Up and Robbed of $3,000

Moose Jaw, Nov. 15.—Gunmen in a high-powered car held up J. Wilson, merchant and postmaster at Galilee, on the C. N. R., 35 miles south of Moose Jaw, the other night and made a getaway with $3,000 in cash. An envelope containing $2,500 which was in the store was overlooked by the robbers in their haste.

Mr. Wilson, who lives above the store, was awakened about midnight, when a big car stopped in front of the store and a demand for gas was made. Mr. Wilson dressed and went downstairs through the store. He went to the gas pump and in doing so saw that there were three men in the car. Just as he made ready to fill the gas tank one of the men flashed an electric torch in his face and called "Hands up." One man was left to guard Wilson while the other two ransacked the store.

When the robbers had found the $3,000 they came out and ordered Wilson back into the store. They left town travelling north.

Head of Wholesale Grocery House in Victoria is Dead

Victoria, B. C., Nov. 15.—William Wilson, closely associated with the pioneer history of the city of Victoria and the province of British Columbia, and one who for nearly sixty years had been very prominently identified with the business life of the place, passed away in this city recently. He was head of the wholesale grocery house of Wilson Bros. in this city until about four years ago when he retired. He took a keen interest in municipal and political affairs. He was for four years a representative in the B. C. government, and also for some time a member of the board of education. He is survived by five sons and one daughter.

SALMON AND SEA TROUT RUN WELL

Coquitlam, Nov. 15.—Recent rains have caused the flooding of the numerous rivers in the district and the salmon and sea trout are running in fine style. Fishing is reported very good in the Pitt and Coquitlam during the last few days and good baskets have been secured in the Brunette. All the fish are practically taking the spoon and worm.

A great annoyance to fishermen in the Pitt recently is the catching of numerous catfish, which have never before been seen in these waters.

Trade Inquiries

Canadian manufacturers and packers interested in the export trade of any of the following will be sent names of the foreign enquirers on request. Send the number of the enquiry to Canadian Grocer, 153 University Ave., Toronto, or to the Department of Trade and Commerce, Ottawa, mentioning our paper.

587. Canned goods.—A well-established Leith firm of produce brokers and commission agents are desirous of being appointed as agents representing Canadian dealers in canned goods and acting as distributing centre for the East of Scotland. This firm has first-class connection in Edinburgh, Leith and surrounding districts. The lines which they are especially interested in are tinned fruits, tinned fish and table delicacies in glass containers, such as honey.

588. Skimmed milk powder.—Five thousand pounds of skimmed milk powder can be sold monthly to a large Japanese importer specializing in dairy products. Purchases have been made formerly in San Francisco: in June last, the price of the American goods was 11½ cents per pound c.i.f. Japan. Packing required in barrels of 250 pounds or less.

589. Full powdered milk.—Firm specializing in the import of provisions and supplies for the further manufacturing of food products, would be glad to purchase their supplies of full powdered milk from Canadian manufacturers if samples and prices run in line with competitors. Their requirements are between one and two tons per month.

590. Herrings.—A Manchester firm are open to consider quotations (f.o.b. Canada) on barrelled herrings.

Sudden Death of Manager of Marland Woolnough Co.

Niagara Falls, Nov. 15. (Special).—John W. Charles, manager, Marland, Woolnough Co., Niagara Falls, Ont., passed away suddenly at noon to-day.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

BUSINESS is moving in good volume in the wholesale grocery trade, and trade shows a considerable improvement. With the approach of the Christmas season buying for early preparations is under way. The feature of the markets this week is the strength of flour. Following on the advance reported last week, another jump in the price is again announced. Millfeeds, too, are quoted higher, and the general situation shows a decided tendency to stronger levels. Wheat is ruling at strong prices at the present time, and this, of course, is the chief factor in the strength of the flour market. Cereals, too, are very firm, and while no advances are reported the situation is strong. The sugar market is much the same as a week ago. Quotations are nominally on the basis of $7.75 per cwt. Montreal, but sales are being made, it is said, at a quarter of a cent under refiners' prices. Business from refiners' hands is reported light. The market in raws is quiet, with what business was moving being transacted on the basis of 3¾c. c. & f. New York. Heavy arrivals are reported in New York, more than sufficient, it is stated, to meet requirements, and on account of this fact, refiners were not interested on the above basis. U.S. refiners are quoting on the basis of $7 per cwt., with the exception of Arbuckle, which is quoting $6.90 and Federal refinery is still withdrawn from the market.

There is an active inquiry for dried fruits, and both raisins and currants are at strong levels. Shipments of new California raisins are quickly taken up. Supplies of currants appear ample for the demand, although dealers state that they are not at all heavy. Teas continue their upward trend, and higher prices on bulk teas are announced by some dealers this week. Coffee is selling freely at steady prices. New Southern rices are now offered. Canned goods are in good demand, and prices are steady. Spices are unchanged.

MONTREAL, Nov. 15.—Although there are few definite changes in grocery markets there is a stronger tone throughout with a decided improvement in general conditions. The most important fact is that price cutting is not as prevalent as it has been in recent months and that a steadier basis seems to have been reached with improved buying. The sugar market is steady but the wholesale trade is of the opinion that it has reached the peak and some men express the opinion that next month will see a downward trend. Buying at the present time is limited to small lots to meet immediate requirements. There is no change in molasses or corn syrups. Canned goods are steady in price with a good demand and a firm basis for the future. The whole market in dried fruits is stronger. The import cost of currants is higher. Late deliveries of raisins have been received and the retail trade is buying freely, in view of a strong future market. Late reports state that there will be more shipments of figs from Smyrna. New shelled walnuts have arrived and the import cost shows an advance of 5c over the cost of old stocks. Cereals are strong and the demand is good. There is no change in package goods but prices are on a firmer basis. The rice market has a better tone and spices are quiet. Tea importers state that the local market is still below the real cost of importation to-day and that another advance must come in the near future. There is little change in the fruit or vegetable market except for an easiness in oranges.

QUEBEC MARKETS

MORE STRENGTH IN COFFEE

Montreal.

COFFEE.—As far as the local coffee market is concerned it is only marking time, backed up by strength gained in the New York market. The system under which coffee has been marketed from Brazil during the past fourteen months seems so far to be working splendidly and there is no sign of a collapse which would result in a sharp break in prices. The demand is good and prices will likely remain at the present level for some time.

COFFEE—		
Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound	....	0 35

CEREAL MARKET STRONG

Montreal.

CEREALS.—A strong tone is evident throughout the cereal market, due principally to slow deliveries of grain at the mills. The demand is heavy and millers state that all the supplies they can turn out at present are going into consumption immediately, leaving no surplus. This applies principally to wheat and oats but the strength in these lines is reflected in others. Prices are unchanged as compared with a week ago.

CEREALS—		
Rolled oats, bag	3 10	3 25
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80
Montreal.		
Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.		5 75
Rangoon, B, per cwt.		5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 09
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

CURRANTS QUOTED HIGHER

Montreal.

DRIED FRUITS.—The feature of the dried fruit market is the advance in the price of currants. Spot stocks are cleaned up and higher prices are quoted on later shipments. The demand for figs is good and late reports state that there will be further shipment of Smyrna figs, arriving about the beginning of the new year. Raisins are in good demand and California shippers predict a higher price. There is a particularly good demand for dates on account of the low prices but this demand has caused such

a drain on available supplies that the local market has a much stronger tone.

DRIED FRUITS—

Apricots, fancy		0 38
Do., choice		0 33
Do., slabs		0 30
Apples (evaporated) 25 lbs.		0 15
Do., 50 lbs.		0 14
Peaches (fancy)		0 28
Do., (choice)		0 25
Pears (choice)		0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed		0 31
Lemon		0 25
Orange		0 25
Citron		0 55
Raisins		
Valencias		0 16
Muscatels, 2 Crown, spot		0 14
Do., 3 Crown, spot		0 15
Do., 4 Crown, spot		0 16
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. seedless, cartons, 12 doz.		0 12
Do., 16 oz.		0 16
Cluster, 20 1-lb. pack	4 00	
New Spanish table raisins—		
3 Crown, 22 lb. box		4 50
4 Crown, 22 lb. box		6 00
5 Crown, 22 lb. box		6 50
6 Crown		7 30
Packages, 3 Crown 20/1s		5 25
4 Crown 20/1s		6 25
5 Crown. 20/1s		6 75
Currants, loose		0 18
Dates, Excelsior, (36 10s) pkg.		4 10
Dromedary, (3-10 oz.)	3 60	6 75
Loose	0 10	0 12
Figs, 4 crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 08
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 20
40-50s		0 17
60-70s		0 14
70-80s		0 13
80-90s		0 12
90-100s		0 11

CANNED GOODS IMPROVED

Montreal

CANNED GOODS.—The canned goods market shows a much improved outlook. Price cutting is not as prevalent as it has been and small lots from independent canners have been cleared up. The situation in general is more healthy and the demand is good. The wholesale trade has more confidence now in the market than it has had for some time.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Cabbage, Simcoe, 2½s	180	
Corn, 2s	1 20	1 40
Corn, extra quality		1 40
Corn (on cob) 2½	2 40	2 75
Carrots (sliced), 2s	1 45	1 75
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)		1 45
Do., Can. (2s)		1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins		1 60
Tomatoes, 1s standard	0 95	1 00
Do., 2s		1 05
Do., 2½s	1 42½	1 45
Do., gallons, standard		5 25
Parsnips, Simcoe, 2's	1 80	
Pumpkins 2½s (doz.)	1 50	1 65
Do., gallons (doz.)		4 50
Do., early June	1 85	2 00
Do., extra fine, 2s		3 25
Do., Sweet Wrinkle		1 57½
Do., 2-lb. tins		2 75
Peas, New Pack—		
Standard, 2-lb.		1 45
Early June, choice		1 80
Do., standard		1 70
Fine French, 2-lb.		2 30
Canned chicken haddies, 48, lb.		9 00

CANNED FRUITS

Apricots, 2½-lb. tins		4 25
Apples, 2½s, doz.	1 50	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.		12 50
Blueberries, 2s	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1		3 20
Do., 2½		3 50
Do., 2		3 30
Gooseberries, 2s, heavy syrup, doz.		2 75
Raspberries, 2's		3 75
Pineapple—		
Extra fancy sliced 2½s		5 25
Extra fancy sliced, 2s		4 15
Extra grated, 2s		3 40
Extra sliced 30 oz. glass		9 00
PEARS—		
Extra fancy 2½s		5 25
Extra 2s		4 00
Standard 2½s		4 85
PEACHES—		
2½s, yellow cling		4 50
2½s, yellow		4 25
Extra yellow 2s		3 25
Cling sliced 2s		3 50
Standard 2½s		3 75
Standard Yellow Cling, sliced		4 00
Strawberries, 2's		3 30
Greengage Plums, heavy syrup.	2 20	2 00
Lombard plums, heavy syrup, 2-lb.		2 40

MOLASSES UNCHANGED

Montreal.

SYRUPS.—No change is reported in either molasses or syrups. The demand shows some improvement and prices are on a steady basis.

MOLASSES—

Puncheons, Island of Montreal	0 70
Barrels	0 73
Half Barrels	0 75
Puncheons, outside of Montreal	0 67
Fancy molasses in tins—	
No. 2, 2-doz. per case	7 75
No. 2-doz. per case	10 75
5-lb. tins, per doz.	8 95
10-lb. tins, per case	8 60
Case goods subject to 10 per cent. discount.	
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5-lb. tins, per case, white	4 70
5 lb. tins, per case, dark	4 20

PACKAGE GOODS UNCHANGED

Montreal

PACKAGE GOODS.—The package goods market is unchanged. Package rolled oats is firm in view of the strength in bulk oats. The demand all around is good and price cutting is not as prominent as it has been in this market.

PACKAGE GOODS—

Aluminum package, 20s		6 00
Rolled oats, large		4 80
Do., small		2 00
Oatmeal, fine cut, 20 pkgs		5 50
Puffed Rice		5 70
Puffed Wheat		4 40
Farina, case, 24s		2 57
Hominy, pearl or gran., 2 doz.		2 59
Scotch Health Bran (20 pkgs.)	case	3 5
Pancake Flour, case		7 1
Pancake Flour, self-raising, do.		2 25
Wheat Food, 18-1½s		3 2
Porridge wheat, 36s, case		6 4
Do., 20s case		5
Self-raising flour, (3-lb. bags,) doz.		2 00
Do., (6-lb. pkg). doz.		3 90
Corn starch (prepared)		0 09½
Corn starch, 1 lb. pkgs		0 08
Potato flour		0 12½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour		2 90
Shredded Krumbles, 36s		4 35
Shredded wheat		4 45
Cooked Bran, 12s		2 25
Enamel Laundry Starch, 40 pkgs. case		3 00
Celluloid starch, 45 pkgs. case		3 90
Malt Breakfast Food, (36 pkgs.)		9 60
Macaroni		2 75
Spaghetti		2 75
Egg Noodles, Quaker		2 25
Canadian Cheese loaf, lb.		0 33
Pimento loaf,		0 35
Swiss chees loaf		0 44
Package dates, 48-10		3 60
Excelsior dates		4 10
Dromedary, small		3 60
Do., Large		6 75

NEW WALNUTS HIGHER

Montreal

NUTS.—The first of the new crop of shelled walnuts are on the market and the import cost is about 5c a lb. higher than what are now being sold. All nuts are in good demand and importers report a stronger market all round.

NUTS—

Almonds, Tarragona, per lb.	0 12½	0 13
Valencia shelled almonds 3 crown	0 39	0 40
Soft shell		0 60
Pecans, new Jumbo, per lb.		0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled		0 50
Peanuts, Jumbo		0 15½
Filberts (Sicily) per lb.	0 10½	0 11
Walnuts, Grenoble in shell		0 28
Walnuts, Marbot	0 20	0 22
Do., new Naples		0 28
Do., Bordeaux, shelled	0 52	0 60
Jumbo, roasted Specials		0 14
Extra		0 12¼
Do., Choice		0 10½
Do., shelled, No. 1 Virginia		0 11½
Peanuts (salted)—		
Fancy wholes, per lb.		0 33
Fancy wholes, 10 lb. tins		2 10
Do., 10 lb. boxes		1 80
Do., 25 lb. boxes, per lb.		0 17

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

COTTON TWINE FIRM

Montreal.

COTTON TWINE.—The market for cotton twine and rope is firm after the recent advances. The prices quoted on twine to the grocery trade are much below that quoted in other retail businesses and with the continued strength in cotton the twine market is in a strong position.

COTTON TWINE—

4 ply balls	0 51
3 ply balls	0 48
3 ply cones	0 47
3 ply tubes	0 47
4 ply cones	0 50
4 ply red and white	0 58
Cotton rope 3-16	0 45
¼	0 44
5-16	0 44
⅜	0 44

MORE STRENGTH IN RICE

Montreal

RICE.—The rice market shows a stronger tone which is attributed principally to the threatening condition in the east, which, if it develops will cut off the supply of Oriental rices from some of the largest producing countries. Buying also shows a little improvement resulting solely from an increase in consumption, since buying is only from hand to mouth and there is no speculation.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy		0 06
Honduras, fancy		0 06
Rangoon CC, per cwt.		5 75
Rangoon, B. per cwt.		5 75
Texas rice		0 05½
Do., (pearl)		0 90
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

SUGAR MARKET STEADY

Montreal.

SUGAR.—The sugar market remains steady but quiet. New York is quoting raws at 3¾ c. & f. but there is no activity. Buying in the local market is fair but the wholesale trade feel that the peak of the market has been reached and that with the offering of the new raws prices will ease off. Buying is limited to small lots to meet immediate requirements and some predict that a break downward will come next month.

SUGAR—

Granulated, per cwt.	7 75
Do., barrels	7 80
Granulated, gunnies, 5-20	7 95
Do., cartons	8 15
Do., gunnies, 10-10	8 10
Do., cases, 50 2-lb. cartons	8 25

CLOVES SCARCE

Montreal.

SPICES.—The only feature of note in the spice market is the continued scarcity of cloves with consequent strength in that line. Other lines are steady in prices with only a fair demand.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	0 23	0 25
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace,	....	0 55
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64 lb.	....	0 40
Do., 80 lb.	....	0 38
Do., 100 lb.	....	0 36
Do., ground, 5, 10, 25 lb.	....	0 35
Pepper, black	0 20	0 21
Cayenne pepper	....	0 38

ADVANCES TO COME IN TEA

Montreal.

TEAS.—Local tea importers predict another advance in black teas before the end of this month. They state that local prices are below the present cost of replacement and that, while the primary markets may have reached the peak, this market has not gone as high as import costs warrant. Japan teas are firm and unchanged.

TEAS—		
Pekoes	0 40	0 46
Broken Pekoes	0 49	0 60
Orange Pekoes	0 53	0 75
Broken Orange Pekoes	0 46	0 59
China—		
Common	0 24	0 35
Medium	0 40	0 50
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 80

IMPORTED VEGETABLES FEATURED

Montreal

VEGETABLES.—Imported and hot house vegetables feature the local market. High prices are quoted on tomatoes but lettuce is easier. Potatoes are unchanged in price but on account of ample supplies offered, the market shows no particular strength. The demand for root vegetables is good and the winter trade in imported vegetables is just getting started.

VEGETABLES—		
Cabbages, per doz.	0 60	0 75
N. Y. State lettuce, box, 2 doz.	4 00	4 50
Iceberg lettuce	7 00	7 50
Celery, washed, doz.	2 00	2 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	3 50	4 00
New potatoes, local, per bag	0 90	1 00
Yellow onions, per bag	....	1 50
Onions, per crate, No. 2	....	1 90
Spinach, per barrel	....	4 00
Cucumbers, hot house, doz.	....	3 00
Hot house, doz.	....	3 00
New Turnips, per doz.	1 25	1 50
Green beans, 30 lb. hamper	....	4 50
Wax Beans, hamper	3 50	4 00
Sweet Potatoes, basket	1 75	2 00
Horseradish, barrel	....	20 00
Cranberries, barrel	16 00	18 00
Mushrooms, 3 lb. basket	3 00	3 50

ORANGES STILL LOWER

Montreal.

ORANGES.—Oranges continue easy in price and some dealers are pushing Mexican oranges which are quoted at from $3.50 to $4. Florida grapefruit of the best quality is now on the market and shows a marked improvement over the fruit offered in recent weeks. Lemons are strong but no change in price has been made on the local market. Apples are unchanged.

APPLES—		
Wealthys per barrel	5 00	6 00
Alexanders	....	9 00
McIntosh, No. 1	8 00	9 00
Fameuse	7 00	8 00
Lemons, 300s-360s, Verdellis	....	7 00
Messina lemons	7 00	....
Malaga lemons, 420s	....	8 50
Lemons, 300s-360s, Verdillis	....	4 50
Limes, per 100	....	1 00
Grapes, Tokay, per case	....	4 50
Grapes, Emperor, per keg	....	6 50
Grapes, Canadian, per basket	0 40	0 45
Malaga grapes, per keg	....	7 10
Pears, Keiffer, bushel	....	2 25
Oranges, Florida	8 00	9 00
Oranges, California	9 00	10 00
Grapefruit, Florida	5 00	6 00
Pears, per box	....	5 00
Oranges, per case	6 00	8 00
Oranges, Mexican	3 50	4 00
Bananas, per bunch	6 00	6 50

ONTARIO MARKETS

TORONTO, Nov. 15.—Buying is on a very much broader scale, according to reports of wholesalers. Preparations for the Christmas trade have lent a stimulus to business that is very gratifying. The sugar market is unchanged as compared with a week ago. There is the usual seasonable demand, with prices quoted at $8.09 per cwt., Toronto delivery. However, sales are being made, it is said, at a quarter of a cent per lb. under refiners' quotations. The market for cereals is very strong, as is also the situation in flour. The latter, while steady at last week's advance, is very strong, and millers express the opinion that another advance is most unlikely. Dried fruits are strong and in active demand. Canned goods are selling freely. Teas continue their upward trend and some dealers this week announce higher prices for spot supplies. Spices are steady. The rice market is unchanged. Supplies of Southern rice are now available. Nuts are moving in good volume. Peanuts are higher this week. Filberts are scarce and prices very firm.

BEANS IN GOOD DEMAND

Toronto.

BEANS.—The market for beans is holding at present levels. There is an improved demand for the same, and dealers are quoting the Canadian hand picked and 1 lb. pickers at from $3 to $3.25 per bushel. California limas are offered at the same prices as have been ruling at from 11 to 11½c per lb.

BEANS—		
Canadian hand picked and 1 lb. pickers, per bushel	3 00	3 25
Cal. Limas, per lb.	0 11	0 11½

CEREALS RULE STRONG

Toronto.

CEREALS.—The market for cereals is very firm, and the situation generally is very strong. While dealers announce no change in prices as compared with a week ago, the congestion at the head of the lakes and the apparent inability to get shipments of Western oats moving, is responsible for the strength of the present situation in rolled oats. Wholesalers quoted 90s, at from $3.20 to $3.50, and oatmeal 98s at from $3.75 to $4. Demand for cereals at the present time is active, but buying is not in heavy quantities.

CEREALS—		
Barley, pot. 98s	3 25	3 35
Do., pearl,	4 35	4 45
Cornmeal, golden, 98s	2 75	3 50
Oatmeal, 98s	3 75	4 00
Corn flour, 98s	3 00	3 10
Rye flour	....	4 40
Rolled oats, 90s	3 20	3 50
Rolled wheat, barrels	5 25	5 75
Cracked wheat, bag	....	5 00
Breakfast food, 98s	4 25	4 50
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Peas, split, per bag	5 50	5 75
Marrowfat Green peas, Ont.	7 75	8 50
Graham flour, 98s	....	4 00
Whole Wheat Flour	....	4 10
Wheat Kernels	....	5 25

SPOT COFFEES FIRM

Toronto.

COFFEES.—Spot coffees are for the most part firm at unchanged prices, and importers state that there is a very good demand for the same. The volume of business is on the increase, and consumption of coffee shows continued improvement. The situation at primary points indicates some weakness as far as coffee futures are concerned, with some declines noted, and only moderate buying.

COFFEE—		
Java, Private Estate	0 51	0 58
Begotas, lb.	....	0 48
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 55

FIRMNESS IN DRIED FRUITS

Toronto.

DRIED FRUITS.—Firmness generally characterizes the market for dried fruits. Buying of Christmas fruits for the early Chistmas preparations is now in full swing, and dealers report a very considerable improvement as far as the demand for raisins, currants, peels, and such other dried fruits as are purchased for the first Christmas baking. Shipments of raisins, it is stated, are quickly cleaned up, and some dealers report stocks of currants not any too plentiful. It would seem that buying at once on the part of the retail trade is advisable. Some dealers are quoting old stock Thompson's seedless raisins, in 25 lbs., at 13½c per lb. Thompson's seedless raisins, bulk, to arrive, are quoted at 14c per lb. 15 oz. pkgs. seedless raisins on spot are quot-

ed at 14½c per pkg. and Cal. sultanas are offered in 25 lb. lots at 13c per lb. Valencia raisins are quoted at 18½c per lb. Esmerelda figs in boxes of 22 lbs. are quoted at 11½c per lb. Hallowee dates are quoted at a reduction this week on the basis of 8¾c per lb.

Shipments of California prunes, that is the new pack, have not yet arrived on this market. Delays in transportation are responsible, but dealers state that arrivals of this fruit should be here any day now. Oregon prunes are quoted in 50-50s at 16½c per lb. and 80-90s at 13½c per lb.

DRIED FRUITS—

Citron caps, 12-lb. boxes, lb.		0 52
Lemon caps, 12-lb. boxes, lb.		0 28
Orange caps, 12-lb. boxes, lb.		0 28½
Mixed containing 4½ lb. lemon per lb.		0 34
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		3 55
Currants—		
Greek Filliatras cases	0 17½	0 18
Do., Patras	0 19	0 20
Do., Amalias, lb.	0 18½	0 19
Dates—		
Excelsior, pkgs., 3 doz. in case		4 10
Dromedary, 3 doz. to case		6 95
Do., 4 doz. to case		3 75
Fard, per lb.		0 25
Hallowee dates, per lb.		0 08¾
Do., Sair		0 07½
Prunes—		
30-40s, 25s		0 22
40-50s, 25s		0 16½
50-60s, 25s		0 17
60-70s, 25s		0 16
70-80s, 25s		0 14
80-90s		0 13½
100-120s, 50s, per lb.		0 09¾
Raisins—		
California Sultanas, lb.	0 13½	0 14
Seeded, 15-oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.		0 14½
Seedless, 15 oz. pkts.		0 14½
Do., 8 oz. pkt.	0 10	0 10½
Do., 11 oz.		0 11½
Thompson's seedless, 25s		0 13½
Valencia, Spanish		0 18½
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Table Raisins—		
7 Crown, 20 1s, per box		7 65
4 Crown, box		5 50
5 Crown, box		6 15
3 Crown, 20 1s		4 95
Evaporated apples, standards	0 15	
Do., Choice	0 17	0 18
Figs—		
Layer, 4 Crown, 10 lb. boxes		3 00
Layer, 5 Crown, 10 lb. boxes		3 75
Layer, 6 Crown, 6-lb. boxes		4 25
Esmerelda figs, boxes, 22 lbs., per lb.		0 11½
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Apricots—		
Standard		0 30

CANNED GOODS ARE UNCHANGED

Toronto.

CANNED GOODS.—The market in canned goods is steady and unchanged, with dealers reporting a good volume of business at present quotations. Canned vegetables and fruits are in good demand. One dealer this week is quoting on this market, one brand of canned pears, twos, in light syrup, on the basis of $1.45 per doz. No change is noted in canned fish, and salmon has a good inquiry on the basis of $5 per doz. for ones, and at from $2.70 to $2.75 per doz. for the halves. Alaska reds 1s, are offered at from $3.75 to $3.95 per doz.

CANNED GOODS—		
Shrimps	2 85	
Salmon—		
Sockeye, 1s, doz.		5 00
Do., ½s, doz.	2 70	2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.		2 65
Do., ½s, doz.		1 45
Pinks, 1s	1 60	1 65
Pinks, ½s, doz.		0 95
Lobster, ½ lb. doz.	5 40	5 75
Do., ¼-lb. tins	3 00	3 10
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herring in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.		1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.		1 30
Canned Vegetables		
Peas, extra sifted, doz.		3 00
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.		1 42½
Beets, 2s, doz.	1 90	2 85
Beans, golden wax, doz.		1 92½
Do., Golden wax, fancy, doz.		2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.		6 60
Canadian corn		1 25
Golden Bantam Corn, 2s Doz.		1 90
Tomatoes, 2½s, doz.	1 40	1 47½
Pumpkins, 2½s		1 45
Spinach, 2½s, doz.		2 90
Do., 2s		2 25
Pineapples, sliced, 2s doz.		3 75
Do., sliced, 2½s, doz.		4 25
Apples, gal. water pack, doz.		4 90
Do., gal. steam pack, doz.		5 80
Do., 2½s, doz.		1 65
Pears, 2s, doz.		2 90
Peaches 2s, doz. H. S.		2 25
Plums, Lombard, 2s, doz.	1 40	1 45
Do., ½s, doz.		0 95
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s each	0 80	0 91
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 83	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.		3 60
Do., 4s, tins	0 80	0 90

HONEY SELLS FREELY

Toronto.

HONEY.—There is a very active inquiry for honey at the present time. Dealers report no change in prices as compared with last week. 5 lb. tins are quoted at from 13½c to 14c per lb., and the 10 lb. tins are offered at from 13 to 13½c per lb. 60 lb. tins are quoted at from 12½c to 13c per lb.

HONEY—

5-pound tins, per lb.	0 13½	0 14
10-pound tins, per lb.	0 13	0 13½
60-pound tins, per lb.	0 12½	0 13
Comb, per doz.	3 00	4 00

NUTS ARE IN DEMAND

Toronto.

NUTS.—Changes in the market for nuts are few this week. Buying is reported active, and the market as a whole is steady. Pecans and filberts constitute the strongest features. The latter are scarce, and spot supplies have been pretty well taken. New filberts have not yet arrived. Shelled filberts are quoted at from 35 to 38c per lb. Shelled almonds are slightly easier at from 39 to 43c per lb. No change is reported in quotations on walnuts. The market for peanuts has developed considerable strength, and dealers are now quoting the unroasted peanuts at from 13½c to 15c per lb.

NUTS—

Almonds, Tarragonas, lb.	0 19	0 20
Walnuts, Grenobles, lb.	0 28	
Do., Marbot,	0 26	0 28
Do., California	0 39	0 40
Do., Manchurian	0 17½	0 18½
Filberts, lb.	0 14	0 15
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.		0 20
Do., sweetened, lb.		0 20
Do., shred		0 18
Peanuts, roasted lb.	0 14	0 15
Brazil Nuts, large, lb.	0 15	0 16
Mixed nuts, bags 50 lbs.	0 16	0 17
Pecans		0 30
Shelled		
Almonds, lb.	0 39	0 43
Filberts, lb.	0 53	0 38
Walnuts, Bordeaux, lb.	0 55	0 58
Do., Manchurian, lb.	0 53	0 57
Do., broken	0 42	0 45
Jordan Almonds	0 65	0 67
Brazils, lb.		0 55
Peanuts, in bags, unroasted	0 13½	0 15
Pecans, lb.	1 00	1 05

PACKAGE GOODS STEADY AND STRONG

Toronto

PACKAGE GOODS.—No changes are reported in this market this week. There is a steady, normal demand. Like in bulk oats the package lines are strong, dealers quoting 20s at $4.80, and the 18s at $2.

PACKAGE GOODS—

Rolled Oats, 20s, round case		4 80
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 00
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package Peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09½
Do., No. 2, lb. cartons		0 08
Laundry Starch		0 07½
Do., in 1-lb. cartons		0 08¾
Do., in 6-lb. wood boxes		0 11¼
Do., in 6-lb. tin cannisters		0 12
Potato flour, 1-lb.		0 12½
Fine Oatmeal, 20s		5 75
Cornmeal, 24s		2 30
Farina, 24s		3 26
Barley, 24s		2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s		2 40
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

BETTER INQUIRY FOR RICE

Toronto

RICE.—Shipments of new Southern rice are now being offered for sale on this market, there is an improved demand for this commodity. Dealers are quoting the new rice around 7½c per lb. Primary markets, according to reports are without feature, and the situation generally is firm. Higher prices are named this week on white sago, sack lots being quoted at 8¾c per lb. and broken lots are offered on the basis of 9½c.

RICE—

Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken		0 05
Chinese, XX		
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	0 08	0 08½
White Sago	0 08¾	0 09½
Do., fancy	0 09½	0 10

SUGAR SITUATION UNCHANGED

Toronto.

SUGAR.—The sugar situation is unchanged as far as the spot market is concerned. The market is nominally on the basis of $7.75 per cwt., Montreal, and $8.09, Toronto delivery, but it is stated that sales from second hands are being made a quarter of a cent per lb. under refiners' prices. The movement locally is only seasonable, dealers state, and very little business is said to be transpiring from refiners' hands. In

the raw market, heavy arrivals were reported N. Y. last week, more than sufficient for requirements. Some business was reported at 3¾c per lb. c. & f. New York. Since however refiners have declined to show interest on this basis. Reports from Cuba indicate favorable weather for the growing crop, but no operations on the same have as yet been reported as taking place. Sales of 1,000 tons, February shipment, are reported on the basis of 3 5-16c c. & f. New York. U. S. refiners are still quoting $7 per cwt. with the exception of Arbuckle at $6.90, and Federal is withdrawn. Some, it is stated, are meeting the Arbuckle basis.

SUGAR

Acadia Sugar Refinery, ex. gran.	8 09
Dom. Sugar Refinery, ex. gran.	7 93
Canada Refinery, gran.	8 09
St. Lawrence, gran.	8 09
Atlantic Refinery, gran.	8 09

Differentials: Graduated, advance over basis 50-lb. sacks, 25c : barrels, 5c. ; gunnies, 5-20 20c. ; gunnies, 10 10s, 30c : cartons, 20 5s, 40c. cartons

SPICES ARE UNCHANGED

Toronto.

SPICES.—Spices are moving in very fair volume, and the situation is much the same as a week ago. Cloves are in fair demand, and the market is strong for the same. Peppers are active with quotations at from 18 to 20c for black, and at from 28 to 30c for white. Nutmegs, selects, whole, are from 30 to 40c per lb. and ground 28c per lb. Ginger is very firm.

SPOT BULK TEAS HIGHER

Toronto.

TEAS.—Some dealers announce higher prices for spot bulk teas again this week. The pronounced strength of practically all tea markets and the exhaustion of stocks of low priced teas, has resulted in a firm position for spot supplies. Demand is active. Reports indicate another advance of 2d. per lb. in Ceylons. Buying of teas at present values, dealers believe to be good business, as little hope is held out for easier prices, until the new crop is available.

TEAS—

Pekoe Souchongs	0 42	0 45
Pekoes	0 45	0 58
Broken Pekoes	0 50	0 68
Broken Orange Pekoes	**0 50**	**0 80**
Japans and Chinas—		
Early pickings, Japans	....	**0 65**
Do., seconds	**0 50**	**0 55**
Hyson thirds	**0 82**	**0 40**
Do., points	**0 45**	**0 57**
Do., sifted	0 55	0 65

SYRUPS HOLD FIRM

Toronto.

SYRUPS.—This market is steady and strong. The situation in corn syrups is very firm, although no changes are announced in prices. The strength of the corn market has developed a very firm position in corn syrups.

FLOUR CONTINUES STRONG

Toronto

FLOUR.—The flour market continues to show stronger prices. Another advance of 10 cents per bbl. is announced this week. First patents in cotton bags are now $7.10 per bbl. and second patents in jute bags are $6.50 per bbl.

FLOUR—

First Patents, in cotton bags, bbl.	7 10
Second Patents, in jute bags, bbl.	6 50

POTATOES IN PLENTIFUL SUPPLY

Toronto

VEGETABLES.—Changes in this market are few this week. Arrivals of potatoes continue heavy, at from 85 to 90c per bag for Ontarios, and limited supplies of New Brunswick potatoes on this market are quoted at $1.10 per bag. Onions are slightly easier at from $1.40 to $1.50 per bag. Spanish onions for the large cases are offered at from $4.25 to $4.50, and half cases are from $2.35 to $2.50. California Iceberg lettuce is quoted in crates of from 3 to 4 doz. at $6.50.

VEGETABLES—

Potatoes, Ontario, bag	0 85	0 90
Do., N. B. Delawares, bag	....	1 10
Onions, per bag, 100 lbs.	1 40	1 50
Do., Spanish, large cases	4 25	4 50
Do., Spanish, half cases	2 35	2 50
Beets, bag	....	0 25
Carrots, bag	....	0 65
Lettuce, Cal. Iceberg, per crate, 3 to 4 doz.	....	6 50
Cabbage, per doz.	0 40	0 50
Wax beans, basket	0 60	0 75
Cauliflower, doz.	....	1 50
Parsley, 11 qt. basket	0 50	0 75
Vegetable marrow, doz.	0 30	0 40
Celery, doz.	0 50	0 75
Egg Plant, 11 qt.	0 40	0 50
Sweet potatoes, hampers, ea.	....	1 65
Do., sweet potatoes, bbl.	....	3 50
Turnips, per bag	....	0 50

FRUITS ARE STEADY

Toronto

FRUITS.—Few changes are reported in the market for fruits this week. Apples are selling freely, at prices steady with a week ago. California pears are quoted at $5.50 per box. Canadian Keifer pears are offered at from 40c to 50c for 11 qt. baskets. Tangerines are selling this week at from $4 to $5 per box. Ooranges are steady with a week ago. Grapefruit is from $5.25 to $5.50, and Messina lemons are $8 per box for 300s.

FRUITS—

Oranges, Cal., box	3 00	7 00
Oranges, Florida, box	5 00	5 50
Tangerines, per box	1 00	5 00
Lemons, Messinas, 300s per box	....	8 00
Bananas, per lb.	....	0 08½
Grapefruits, 64s, 80s, 100s, and 126s	5 25	5 50
Grapes, Cal. Tokays, per box	....	4 50
Grapes, Spanish Malaga, per keg	**....**	**8 50**
Do., Cal. Emperors, per lug, ea.	....	3 50
Do., Canadian 6 qt. basket	0 40	0 50
Apples in bbls.—		
No. 1s	4 50	6 00
No. 2s	4 00	5 00
Do., B. C. McIntosh, No. 1s, per box	2 40	2 50
Do., 11 qt. basket, each	0 30	0 50
Do., 6 qt. basket	0 40	0 50
Pears, Cal. per box, ea.	....	5 50
Pears, Keifers, 11 qt. basket, ea.	0 40	0 50
Cranberries, ½ bbl.	....	7 00
Quinces, 11 qt. basket, ea.	0 75	0 85

BROOMS ARE HIGHER

Toronto.

MISCELLANEOUS.—Higher prices are quoted on brooms this week, manufacturers having advanced their prices 50c per doz.

MILL FEEDS ARE HIGHER

Toronto

MILLFEEDS.—Higher prices are also named on millfeeds, a jump of $1 per cwt. being announced. Bran is quoted at $23.25 per ton and shorts at $25.25 per ton.

MILLFEEDS

Bran, per ton	23 25
Shorts, per ton	25 25

MANITOBA MARKETS

WINNIPEG, Nov. 15.—Practically all lines of grocery commodities continue to show an upward tendency. Dealers in the West report stocks low and retailers buying in a conservative manner. The tea market continues upward and stronger. Coffee also continues firm. Canned vegetables are moving in good volume and sales of canned fruits are showing a slight improvement. There is a steady demand for salmon and sardines. Dried fruits on primary markets as well as locally continue upward. New arrivals of prunes, peaches and raisins are picked up readily. Bulk cereals maintain a firm tone and indications are that package cereals may advance in sympathy. Flour is ruling steady. The sales of jams and nuts are reported quiet. The sugar market is strong. The feature of the fruit market is the demand for apples at lower quotations. Imported vegetables such as head lettuce, cucumbers and hot-house tomatoes, are arriving in limited quantities.

FIRM TONE TO COFFEE

Winnipeg.

COFFEE.—The coffee market continues firm for prompt shipments but fluctuating for future deliveries. Roasters are holding off from buying except for immediate requirements.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED GOODS ACTIVE

Winnipeg.

CANNED GOODS.—All lines of new pack canned fruits and vegetables are on the market. Sales of canned fruits are showing a slight improvement but hardly up to that of other years. The trade report the sale of canned vegetables, showing a marked improvement due to the fact that fresh vegetables are practically finished. There is a steady demand for canned fish, especially salmon and sardines. The California market for tomatoes, corn and

peas is showing increased strength with the market advancing.

FIRM TONE TO CEREALS

Winnipeg.

CEREALS.—Practically all lines of bulk cereals are showing firmer tendencies with the exception of split peas which are quoted at lower figures, 98 lb. bag being quoted at $6 and 49 lb. at $3.15. Beans are slightly firmer and cornmeal is ruling steady. Indications are that package cereals may advance in sympathy with bulk cereals.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct. ...	3 85	4 00
Do., 36s, case, square pkts...	....	4 00
Do., 18s, case..	....	1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case	....	2 85
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed Rice, 3 doz. case, per case.....		5 70
Cream of Wheat, 3 doz. case per case...		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 65
Do., 40s, per bag		1 40
Do., 20s, per bag		0 75
Do., 10-8s, per bale		3 40
Oatmeal, 98s, grsn. for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, split, yellow, 98s, per bag.....		6 00
Do., split yellow, 49s, per bag.....		3 15
Do., split yellow, 49s, per bag.....		3 80
Beans, fancy, hand picked, 100 lb. bag per bushel		7 40
Barley, pot, 98s, per bag		3 15
Do., pot, 49s per bag		1 60
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 35
Do., pearl, 24s, per bag		1 15
Cornmeal, 98s per bag		2 50
Do., 49s, per bag		1 30
Do., 24s, per bag		0 68
Do., 10-lbs. per bag		3 20

DRIED FRUITS FIRM

Winnipeg.

DRIED FRUITS.—The entire list of dried fruits is strong locally as well as on primary markets. Shipments of new prunes, raisins, peaches, etc., are arriving daily and are quickly absorbed.

FLOUR RULING STEADY

Winnipeg.

FLOUR.—The market for flour is holding at steady levels. 98 lb. sacks are quoted at $3.20.

FLOUR—	
98 lb. sacks	3 20
Two 49 lb. sacks	3 25
Four 24 lb. sacks	3 32½

JAM SALES LIGHT

Winnipeg.

JAMS.—There is little change in the jam situation. Dealers report that jams in glass are about the only lines that are selling at the present time and expect that just as soon as fresh fruits are finished sales will show a more satisfactory volume. The market continues firm.

JAMS—		
Black Currant, 4s, per tin ...	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80

NUT MARKET QUIET

Winnipeg.

NUTS.—The nut market is reported quiet. New crop shelled Bordeaux walnuts are expected very shortly. New crop almonds will be on the market in a week's time. Shelled pecans remain scarce and at topnotch prices.

NUTS, SHELLED—	
Almonds, per lb.	0 44
Spanish Peanuts, No. 1, lb.	0 13½
Pecans, per lb.	1 00
Walnuts, per lb.	0 60
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 26
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

RICE SLIGHTLY EASIER

Winnipeg.

RICE.—New crop Southern rice of exceptional quality is on the market and meeting with a good demand. Rices at primary points are showing easier tendencies.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08¼
Do., 50-lb. sacks, lb.	0 08¾
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 06¼
Sago, sack lots, 130 to 150 lbs. per lb.	0 09
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 8½

STRONG TONE TO SUGAR

Winnipeg.

SUGAR.—The raw sugar market is showing a stronger tone and indications are for higher prices. Quotations of $8.75 f.o.b. Winnipeg for standard granulated remain unchanged under a steady demand.

SUGAR—	
Extra gran., bags, 100 lbs.....	8 75
Do., gunnies, 5-10 lbs.....	9 15
Do., cartons, 20-5 lbs.....	9 35
Do., gunnies, 10-10 lbs.....	9 25
Yellow, No. 1 Lt., bags, 100 lbs.....	8 35
Do., golden, bags, 100 lbs.....	8 25
Powdered sugar, bbls.	9 15
Do., boxes, 50 lbs.	9 35
Do., boxes, 25 lbs.	9 55
Icing, barrels.	9 25
Do., boxes, 50 lbs.	9 45
Do., boxes, 25 lbs.	8 60
Soft lumps, boxes, 100 lbs.....	9 35
Do., boxes, 50 lbs.	9 85
Do., cases, 20 cartons	10 55
Do., cases, 40½ lbs.	11 35
Small lump boxes, 100 lbs.....	10 45
Do., boxes, 50 lbs.....	10 45
Do., cartons, 50 2-lb.	9 75
Do., boxes, 25 lbs.	9 55
Hard lump boxes, 10 lbs.....	9 95
Do., boxes, 50 lbs.	9 85

SYRUPS STEADY AND STRONG

Winnipeg.

SYRUPS.—No change is reported in the market for syrups. The strength of the sugar and corn markets is reflected in the firmer position of syrups. The demand is reported satisfactory.

SPICES HOLD STEADY

Winnipeg.

SPICE.—The situation generally in regard to spices is very firm. Peppers and ginger are strong. Cloves are reported scarce.

WHOLE SPICE—		
Allspice, Jamaica, best quality, lb.	0 09½	0 10½
Cassia, Batavia, per lb.	0 38	0 45
Do., China, per lb.	0 12	0 14
Chillies, per lb.	0 60	0 65
Do., No. 1, per lb.	....	0 55
Cinnamon, Ceylon, per lb.....	0 30	0 45
Cloves, Zanzibar, per lb.	0 58	0 62
Ginger, washed, Jamaica, No. 1	0 55	0 60
Do., Jamaica, No. 2.....	....	0 50
Do., Japan or African, lb. ..	0 16	0 18
Mace, extra bright penang, lb.	0 55	0 65
Nutmegs, ex. large brown 70 lb. per lb.	0 35	0 45
Do., med. brown, 110 to lb. per lb.		0 25
Do., carton of six, per doz...	....	0 75
Pepper, black, Singapore, ex. lb.	0 18	0 20
Do., White, do., per lb.....	0 21	0 24
Pickling, ¼ lb. pkg. per doz...	$ 65	0 75
Do., bulk, No. 1 per lb.....	....	0 20

TEA MARKET ADVANCING

TEA.—Reports from primary tea markets state that all lines of teas are steadily gaining strength. Dealers state that with arrival of new teas higher prices will be in effect. So far there are no new developments in the tea market locally and prices show no change.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 40	0 42
Do., second quality.....	0 38	0 40
Pekoe, first quality	0 45	0 48
Do., second quality	0 43	0 45
Broken Pekoe, first quality ..	0 45	0 50
Broken orange Pekoe, 1st quality	0 50	0 60
Japan, first quality	0 40	0 60
JAVAS—		
Pekoe Souchongs	0 40	0 42

APPLES QUOTED LOWER

Winnipeg.

FRUITS.—There is little of interest in the fruit market with the exception of apples which are in good demand at lower quotations. Wagners, jonathans, spys, delicious, alexandras, baxters, gravensteins and MacIntosh reds are quoted from $2 to $2.50 per case. Ontario fall apples of the blenheims, ribstons and cranberry pippin of the No. 1 quality are quoted at $6 per barrel. Oranges are slightly lower, with California ranging from $6.50 to $11 and Australian valencia from $7.50 to $9 per case. Lemons have advanced and are quoted at $14 per case. Pomegranates are in fair demand at $5 per case.

FRUITS—	
Wagners, per case	2 00
Do. per crate	1 50 60
MacIntosh Reds, per case	2 00 2 25
Do., per crate	1 90 2 00
King Pippin, per barrel.....	6 00
Cranberry Pippin, per barrel	6 00
Grapes, Ontario, per basket	.45 50
Do., Tokays per case	3 50
Emperors, case	4 00
Do., Emperor, per keg	7 50
Pears, per case	3 50 4 50
Oranges, per case	7 50 9 00
Lemons, per case	14 60
Grapefruit, per cas e.....	7 50
Bananas, per lb.	0 10
Cranberries, per box	8 00

IMPORTED VEGETABLES ARRIVE

Winnipeg.

VEGETABLES.—Imported vegetables are a feature of the market. Headlettuce is quoted at $2 per doz. and $6 per case. Davis extra fancy cucumbers are selling in fair demand at $4 per doz. or $7.50 per case. Hothouse tomatoes are quoted at 40c per lb. There is a fair demand for California cauliflower at $3.50 per crate. Squash, pumpkin and vegetable marrow have advanced slightly and are quoted at 3c per lb.

VEGETABLES—	
Cauliflower, per crate	3 50
Cabbage, per cwt.	1 00
Beets, per cwt.	1 00
Turnips, per cwt.	1 00
Carrots, per cwt.	1 00
Parsnips, per cwt.	1 50
Onions, per sack	2 00
Squash, per lb.	0 03
Pumpkin, per lb.	0 03
Vegetable marrow, per lb.	0 03
Leaf lettuce, per doz.	0 30
Head lettuce, per case	6 00
Green onions per doz.	0 30
Cucumbers, per doz.	4 00
Tomatoes, per lb..	0 40
Celery, per lb.	0 07

MARKETS BY WIRE

Alberta Markets
FROM CALGARY, BY WIRE

Calgary, Alta., Nov. 14.—Shelled almonds are scarce at present but new crop goods will arrive in about a week's time. Three crown Valencias are quoted for arrival at 40c to 45c per lb. Some lines of honey are easier in price. Storage eggs are quoted at $7.25 to $11 per case. Cleaned currants are quoted at 19c to 21c per lb. California table figs, 5 row, are quoted at $1.85 to $2 and 4 row at $2.10 to $2.30. English salt has arrived and is offered at a low figure. Dromedary dates in packages which have been unobtainable for some time, are again on this market and quoted at $6.65 per case.

Tomatoes, 2½s	3 35	3 50
Sugar, pure cane, gran., cwt.	....	9 09
Cheese, No. 1, Ont., large	....	0 22
Ontario, large cheese	....	0 25
Butter, Creamery, lb.	0 37	0 41
Do., dairy, lb.	0 21	0 25
Lard, pure, 3s	....	11 70
Eggs, storage, case	7 25	11 00
Beans, Kotenash, per cwt.	....	5 50
Rolled oats 80s	....	3 00
Rice, Siam	5 90	6 50
Japan, No. 1	7 15	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
Evaporated apples, 25s, lb.		0 16
Dates, Hallowee, lb.	....	0 11½
Do., Dromedary, case	....	6 65
Currants, cleaned, lb.	0 19	0 21
Figs, Cal. table, 5 row, box	1 85	2 00
Do., 4 row, box	2 10	2 30

British Columbia Markets
FROM VANCOUVER BY WIRE

Vancouver, B. C., Nov. 14.—Head lettuce dropped $1 a crate now quoted at $7.50. The apple market is stronger for the better grades but the lower grades are still weak. Onions are strengthening, some selling as high as $50 per ton. B. C. hothouse tomatoes are quoted at $4. There is no change in provisions as compared with a week ago.

New Brunswick Markets
FROM ST. JOHN, BY WIRE

St. John, N. B., Nov. 14.—The markets held fairly steady during the week with few price changes. Clear pork is quoted at $36 per barrel. No. 1 eggs are bringing 42c while strictly fresh are quoted at 48c per doz.

Nova Scotia Markets
FROM HALIFAX BY WIRE

Halifax, N. S., Nov. 14.—A slight increase is noted in flour: hard wheat is quoted at $8.80 and blended at $7.80 per barrel. Cheese advanced 2c, now quoted at 24c per lb. Butter is unchanged while eggs show an increase of 3c bringing the present price to 58c per doz. for new laid and 40c for storage.

Oranges, case	4 00	7 50
Lemons, case	....	10 00
Hams, 25 to 35 lbs.	....	0 28
Cheese	....	0 24
Eggs, fresh, doz.	....	0 58
Do., do., solids	....	0 [illegible]
Do., dairy prints	....	0 35
Raspberries, Ont., 2s, doz.	....	
Peaches, standard 2s, doz.	....	2 75
Corn, 2s, doz.	....	1 50
Peas, 2s, doz.	....	1 75
Potatoes, 90 lb. bag	....	1 25
Flour, Hard wheat, per bbl.	....	8 80
Do., Blended, per bbl.	....	7 80

INDIVIDUALISM AS A FACTOR IN AFFAIRS

(Continued from page 25)

while practising sound economy. This is an asset, not a penalty.

Many still believe that hard work for full hours is a penalty. Listen to Barrie's experience as recited to the young men at St. Andrew's:

"So you will have to work harder. The Almighty doubtless could have provided us with better fun than hard work, but I don't know what it is. To be born poor is probably the next best thing. The greatest glory that has ever come to me was to be swallowed up in London, not knowing a soul, with no means of subsistence, and the fun of working till the stars went out. To have known any one would have spoilt it. I did not even quite know the language. I rang for my boots, and they thought I said a glass of water, so I drank the water and worked on. There was no food in the cupboard, so I did not need to waste time in eating. The pangs and agonies when no proofs came! How courteously tolerant was I of the postman without a proof for me. The magic days when my article appeared in an evening paper! The promptitude with which I counted the lines to see how much I should get for it."

Here Barrie catches the spirit. Life is a great adventure in which a man of red blood plays his part with joy in struggle.

Years ago, at the plant of of the William Davies Company the level of the city drains permitted a minimum of fall to the Don River. In consequence, during high water, the street drains blocked, and had to be opened. It was a particularly bad place for the workmen, as the ground had all been filled in, and mostly with cinders, hence there was no bond. On one of these occasions, the Superintendent of the work came into my office, mud from head to foot, and declared with enthusiasm, "We have beaten ever previous record in the time spent in opening and clearing the drain." Even in this class of work there is joy in struggle and achievement.

Suspicion, envy, hatred, with consequent unrest, have been unloosed in the world to an unparalleled degree. There is no world deliverance from this and the economic burdens of the war except through individual courage, with patience, individual acceptance of the spirit of obedience, with the individual hard work and determined saving, and with it all cheerfulness. If we have concurrent, purposeful, national and international action, planning for sound economies by Government, re-established exchanges and better understanding between nations, there will follow the gradual emergence from the present state of confusion and distress in Europe. Probably greater progress than known has already set in.

Few Serious Losses

Canada has had few serious losses to bear. We can accept our moderate discomforts with dignity and restraint. We can secure no early relief from heavy taxation. There can be no freedom for years from the drain upon our cash resources through overbuilt railways, now the property of the State, but we have no cause for fear, if we play the game with high courage—and do not leave our cheerfulness—whatever happens, we must not lose courage, or abandon a sense of individual responsibility. Taxation is troublesome. It arouses a sense of injury, with anger. This may be useful if it curbs new and extravagant national and municipal expenditures. But otherwise surely it is a mistake, unless the burden of taxation is unfairly distributed. We fought a good fight. A great increase of national indebtedness followed, which must be met by taxation. There is a manlier way than scolding about the cost to us individually. We can still remember that the flower of our young manhood gave their services, and many of them their lives in the great struggle. If we have to go without some comforts because our share of the burden means the payment of heavy taxes, should we complain?

Slippy McGee said "Parson, think of me leading the brigade down here, keeping up the work, fighting things that hurt, and finding out things that help. Lord, what a chance! A hundred millions to work for, a hundred millions of one's own people, and a trail to blaze for the unborn millions to come. Lord God, that is a man size job!"

There is an honourable place for each man in Canada to do his job as well as he can each day, and that is the way the world's work, which matters, is done.



Getting the Dealers' Co-operation in Selling Eggs According to Grades

Adoption of This Method of Selling Eggs Will, it is Claimed, Work Out to the Advantage of All Concerned—Graded Eggs Are a Good Thing in an Export Way and Should Work Out in Domestic Trade

OTTAWA, Nov. 13. (Special) — The question of getting the trade to fall in line with the Federal Department of Agriculture's plans for selling eggs by grade, was discussed at some length at a recent meeting of the Grocers' Section of the Ottawa Branch of the Retail Merchants' Association. The matter was introduced by W. A. Brown, chief of the Poultry Division, who told of the department's efforts to create a demand for graded eggs. The general plan was to offer for sale, specials, extras, firsts and seconds, and the department was endeavoring to educate the public as to the relative values of the various grades.

Want Retailers' Co-operation

"If you will co-operate with us in this matter," said Mr. Brown, "you will wield an influence second to none in bringing about an improvement in the egg business. Difficulties may be experienced at first, but the adoption of this method of selling eggs will work out to the benefit of all concerned. Graded eggs have been a good thing in an export way, and therefore should be a good thing in connection with domestic consumption. It is not the intention of the department to introduce compulsory legislation. We feel that we can accomplish better results by creating a popular demand.

"The retailers must do their part by requesting the wholesale distributors to supply these specific grades. There may be some difficulty in this respect at first, but if a sufficient number of retailers make it a point of persistently pressing their demands, the wholesalers will eventually fall in line.

Different Grades for Different Purposes

T. W. Collins, relating his experiences in this respect, said he had been candling his eggs for more than a year, and the difficulty he found was that people always wanted the best eggs they could get. The consequence was that he was constantly faced with the problem of getting rid of the lower grades.

Mr. Brown thought this could be overcome in time by educating the public as to the various purposes for which the different grades could be used.

One member wanted to know what the difference was between specials and extras. Mr. Brown replied that the only difference was that the specials weighed twenty-five ounces to the dozen, while the extras weighed twenty-four ounces to the dozen.

This Grocer's Experience

Mr. Collins, further relating his experiences with graded eggs, stated that on one occasion he purchased a case of what were represented to him by the wholesaler as specials. He had them examined by a government expert with the result that he found there were no specials, no extras, about nineteen dozen firsts, and the remainder were seconds. There was also one distinctly rotten egg. "That is the kind of thing that shakes the retailer's confidence in the wholesaler, and is likely to get him in wrong with the consumer," remarked Mr. Collins.

There was some discussion regarding the recent amendments to the Root Vegetables Act, providing for the selling of vegetables by weight. In spite of the department's instructions that in future a bag of potatoes must contain at least one hundred pounds, several members stated that they had failed in their efforts to purchase potatoes on this basis. The producers had absolutely refused to sell them one hundred pounds to the bag.

Chairman Kelly stated that he had endeavored to educate his customers, by placing a card in his window with the wording: "All Root Vegetables Sold by Weight."

Arrangements were made for sending a delegation to the annual meeting of the Carleton Place branch on the 21st of this month.

Those who attended the meeting were: A. E. Kelly, chairman; Duncan Bell, treasurer; J. C. Allan, secretary; James Regan, P. G. Allan, H. J. Hill, T. W. Collins, H. Armstrong, A. S. Moreland, A. Phillips, T. A. C. Kennedy, J. A. Wright, J. A. Walsh, P. Lamoureux, J. Paterson and S. Blushansky.

Propose Drastic Regulations in Regard to Oleo

Washington, Nov. 15.—An opportunity will be given to the producers and distributors of oleomargarine, adulterated butter and process or renovated butter to express their views on the most drastic regulations yet suggested by the government covering those commodities. A hearing has been set for November 20 at 10 o'clock by Assistant Commissioner Matson of the Internal Revenue Bureau. Suggestions have already been filed with the bureau by proponents of the regulations and oral testimony will come on the date named.

From the standpoint of the oleomargarine producers the proposed new regulations bring up some very serious questions, chief among which is the prohibition against the use of any word or illustration connected in any way with the dairy industry. In other words, it will not be possible to in any way use the words butter, butterine, churn or any other suggestive of the dairy industry, nor could there be used on the labels a picture of a dairy cow or even a silo. It is a pretty sweeping prohibition that is being proposed and the dairy interests propose to defend it to the limit.

The regulations also go into such questions as color and the kind of packages that may be used. They will further require strict compliance with the provision already existing, but which is not enforced, that oleomargarine be sold from the original package in which it is transported. It is already provided that this product shall be sold in the same way as the retailer is compelled to market cigars from the box in which originally packed and which bears the internal revenue stamp.

It is declared that this provision is being constantly violated and the packages of oleomargarine are being removed in the stores from the container bearing the revenue stamps and distributed through the stores. The dairy people are demanding that this be enforced.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 5.—As far as sales are concerned the produce and provision market shows more activity and a more healthy condition. Price changes are few but the general trend of the market is towards a stronger condition. Live hogs, although unchanged in price, are strong, but local packers do not favor an advance since they feel that the lower cost of feed this year will increase the available supply of hogs. Smoked meats are in better demand but quotations are unchanged. The cooked meat market is steady and without any feature of note. Lard and shortening are firmer, with a steady demand for small lots but no heavy buying. The butter market is quiet after recent advances and the export market shows no activity. While prices are unchanged and the market is a little dull there is no prospect for a reduction in prices at this season of the year. Cheese is firm and likely to remain so, although the quotations on the late makes are easier at country points. Eggs are strong and new laids are scarce, while the demand switching to storage stocks has greatly strengthened that source of supply. Poultry prices continue to decline but the demand is good. Haddock is one half cent lower in price.

BUTTER MARKET QUIET

Montreal.

BUTTER.—There has been no important change in the condition of the butter market. The undertone is firm and prices are fully maintained. Owing to the fact that demand from English importers has fallen off, the strength of the butter market to some extent is not quite so pronounced.

BUTTER—		
Creamery prints, finest	0 38	0 39
Creamery solids	0 37	0 38
Dairy Solids		0 30
Dairy prints		0 32

CHEESE PRICES HOLD

Montreal.

CHEESE.—The cheese market holds firm at the advanced level and a strong tone is evident throughout. New cheese is quoted at 25c. per lb. and old at 28c. per lb. The make for the season of 1922 is fast drawing to a close and receipts are decreasing owing to the fact that a number of boards in the country have already adjourned until next year. For the latest make of cheese there is a little easier tone at country points owing to the fact that the quality of this cheese is not up to the standard of other months.

CHEESE—		
Old colored, twins		0 25
Old white		0 25
New Large, per lb.	0 20	0 21
New Twins, per lb.	0 20	0 21
Triplets, per lb.	0 20	0 21
Stilton, per lb.		0 30
Quebec		0 21

NEW LAID EGGS SCARCE

Montreal.

EGGS.—The feature of the egg market is the increasing scarcity of new laid eggs. The few offered, are quoted at 75c. per doz. There is an increased demand from English importers for Canadian storage eggs and as cables are stronger, the domestic price is likely to show an advance. The demand for storage eggs shows a marked increase in view of the fact that the supply of new laid eggs is limited. Fall fresh eggs are quoted at 50c. and selects at 40c. per doz.

EGGS—		
New Laid	0 70	0 75
Fall Fresh	0 49	0 50
Selects		0 40
No. 1		0 36
Storage		0 28

LARD MARKET FIRM

Montreal.

LARD.—The market for lard is fairly active and firm. Demand for Canadian lard shows some improvement and a stronger tone is evident for the future.

LARD—		
Tierces, 350 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
1 lb. bricks	0 19	0 20

SHORTENING STEADY

Montreal.

SHORTENING.—Shortening prices remain unchanged, but in sympathy with the lard market a firm tone is evident with improvement in buying.

SHORTENING—		
Tierces, per lb.		0 13
Tubs, per lb.		0 13½
Pails, per lb.		0 14
Prints	0 15½	0 16

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS.—The smoked meat market is steady. Offerings are ample to meet all requirements both for the domestic and export trade and consequently the future of the market looks steady.

BACON—		
Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls	0 26	0 30
Picnic smoked hams		0 19
Wiltshire	0 30	0 32
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 26	0 27
Do., 12-14	0 25	0 26
Do., 20-25	0 24	0 25

COOKED MEATS UNCHANGED

Toronto.

COOKED MEATS.—The cooked meat market shows no change and with a limited demand prices seem to be on a steady basis for the future.

COOKED MEATS—	
Hams, cooked	0 40
Sandwich	0 47
Square hams	0 42
Smoked shoulders	0 22
Bologna	0 10 0 21
Corned Beef 1's, per doz.	3 25
Per doz. 2's	5 75

HOG MARKET FIRM

Montreal.

FRESH MEATS.—A stronger feeling is noted in the live hog market and although prices are not advanced the feeling in the trade is that higher prices are due. Offerings in the market have shown a decline since prices are not attractive to the farmer. In some cases the prices on fresh pork have shown an advance. Local packers claim that they do not expect that hog prices will show any marked advance between now and the new year, since there is plenty of grain in the country for the feeding of hogs. Select light weight hogs are now quoted at $11.25 per cwt. There is no change in the beef market. Prices are easy, but dealers are looking for an advance in price next month.

FRESH MEATS—		
Hogs, Selected, weighed off cars)	11 00	11 25
Fresh killed		16 50
Legs of pork, foot on)	0 18½	0 19
Loins (trimmed)		0 27
Trimmed shoulders	0 16½	
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front Quarters	0 04½ 0 06	0 06 0 08
Loins	0 18	0 21
Chucks	0 06	0 08

HADDOCK PRICES EASIER

Montreal.

FRESH FISH.—The only change in the fish market is a reduction of one half cent on haddock, making the price 6c. a lb. The demand shows an improvement with the colder weather and supplies are good.

FRESH FISH—	
Herring	0 06
Market cod, fresh	0 05½
Steak cod	0 08
Haddock	0 06
Halibut, chicken	0 20
Do., medium	0 24
Lake Trout	0 16
Flounders	0 09
Mackerl	0 12
Cohoe salmon	0 22
Gaspe Salmon	0 25
Dressed Pike	0 12
FROZEN FISH—	
Halibut	0 20
Chicken halibut	0 16
Qualla Salmon	0 10 0 11
Dressed B. C. Salmon	0 20 0 21
Gaspe Salmon	0 25
SALTED FISH—	
Labrador Herring, per barrel	10 50
Labrador Salt Salmon, per barrel	20 00
White Nape Green cod, large	7 50
White Nape Green cod, medium	6 50
White Nape Green cod, small	6 00
OYSTERS—	
Standards, No. 1, can	2 40
No. 3, can	7 15

POULTRY PRICES DECLINE

Montreal.

POULTRY.—The supply of poultry on the market is steadily increasing, and prices are easier. There are two main reasons for this. First, on account of the new tariff on poultry shipped into the United States, the poultry raised in Canada must find a market here. Second, on account of the better supply of feed this year and the lower prices more poultry has been raised. While the supply is better and the prices easier the consumptive demand has also improved.

ROASTING CHICKENS—

	Per lb.
3 to 3½ lbs., per lb.	0 27 0 28
4 per lb.	0 30 0 32
4½ up per lb.	0 33 0 34

FOWL—

3 to 3½ pounds, per lb.	0 22
3½ to 4 per lb.	0 25
4½ up	0 28
Broilers, per lb.	0 30 0 32
Turkeys, per lb.	0 42 0 43
Geese, per lb.	0 25 0 26

ONTARIO MARKETS

TORONTO, Nov. 15.—The produce markets as far as butter, cheese and eggs are concerned, are all very high, with stronger prices quoted on both butter and cheese this week. There is a good inquiry for both these products. Eggs are strong, with supplies of fresh ones very limited. Lower prices are quoted this week on the majority of pork products. Fresh cuts of pork are easier, as are some lines of provisions and lard is offered at slightly easier levels. The easier trend in the market for live hogs is responsible for these generally lower prices. Poultry is for the most part steady, and fish shows a much better demand.

BUTTER MARKET STRONGER

Toronto.

BUTTER.—The butter market is stronger this week, with wholesalers quoting slightly higher prices for creamery prints number one and two. The former are quoted to the trade at from 41 to 42c per lb.., and the latter are from 37 to 38c. There is a very good inquiry at the present time for both domestic and export account, with a curtailment of the make.

BUTTER—

Creamery prints, No. 1	0 41	0 42
Creamery prints, No. 2	0 37	0 38

CHEESE IS HIGHER

Toronto.

CHEESE.—New large cheese is quoted at higher levels this week, dealers quoting the same at from 24 to 25c per lb. and large old cheese at 27c per lb. Stiltons are also 27c per lb. There is a very active demand for the same.

CHEESE—

Large, new	0 24	0 25
Do., Old	0 25	0 27
Stilton, new	0 24	0 27

Twins, 1c higher than large cheese and triplets 1½c higher than large.

NO CHANGE IN EGGS

Toronto.

EGGS.—The egg market while still very strong, shows no changes in quotations as compared with a week ago. Number ones are offered at from 37 to 38c per lb. Selects are from 39 to 41c per doz., and new laids in cartons range from 60 to 65c per doz.

EGGS—

No. 1s	0 37	0 38
Select	0 39	0 41
New laid cartons	0 60	0 65

LARD IS EASIER

Toronto.

LARD.—The market in lard is quoted at somewhat easier levels this week, with dealers quoting 1 lb. prints at from 19 to 19½c per lb., and on the tierces basis the quotation is 16½c per lb.

LARD—

1-lb. prints	0 19	0 19½
Tierces, 400 lbs.	....	0 16½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

SHORTENING IS UNCHANGED

Toronto.

SHORTENING.—No change is reported in this market this week. Dealers are quoting steady prices for shortening, the 1 lb. prints at from 16 to 16½c per lb., and on the tierce basis the quotation is from 13 to 13½c per lb.

SHORTENING—

1-lb. prints	0 16	0 16½
Tierces, 400 lbs.	0 13	0 13½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE IS STEADY

Toronto.

MARGARINE.—No change is reported in the market for margarine. There is a normal demand for the same, with dealers quoting margarine, number one at from 20 to 21c per lb. and number two at 16c.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

COOKED MEATS SHOW LITTLE CHANGE

Toronto.

COOKED MEATS.—Little in the way of market changes is indicated in prices quoted by dealers for cooked meats this week. Boiled ham is quoted at 38c per lb. There is a moderate inquiry for these meats at the present time.

COOKED MEATS—

Boiled ham, lb.	....	0 38
Do., square pressed	....	0 40
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.		0 60
Jellied pork tongue	....	0 33

Above prices subject to daily fluctuations of the market.

FRESH MEATS ARE EASIER

Toronto.

FRESH MEATS.—Cuts of fresh pork are generally easy this week, in keeping with the lower levels that are ruling in the market for live hogs. Fresh legs of pork are quoted at 19c per lb., and loins are offered at 30c per lb. Fresh hams are 20c per lb., and tenderloins are from 48 to 50c per lb. Hind quarters of beef are also easier. Small meats are unchanged, and generally speaking there is a very good demand.

FRESH MEATS—

Hogs—		
Live, fed and watered, cwt.	10 00	10 25
Live, f.o.b.	....	9 25
Live, off cars	9 75	10 00
Dressed, light, per cwt.	0 21	0 22
Do., heavy, per cwt.	0 17	0 18
Fresh Pork—		
Legs of pork, up to 35 lbs.	....	0 19
Loins	....	0 30
Fresh hams, lb.	....	0 20
Tenderloins, lb.	....	0 50
Picnics, lb.	....	0 15½
Montreal shoulders	....	0 20
Boston butts, lb.	....	0 22
New York shoulders	....	0 16
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 10	0 16
Ribs, lb.	0 14	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 26
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	**0 13**	**0 15**
Sheep, whole, lb.	0 08	0 15
Do., medium	0 09	0 10

PROVISIONS ARE STEADY

Toronto.

PROVISIONS.—One or two changes are noted in prices of provisions this week. Small hams, 6 to 12 lbs. are quoted easier at from 26 to 27c per lb., and medium hams, 12 to 20 lbs., are offered at from 25 to 26c per lb. No change is reported in breakfast bacon, the quotation to the trade being from 32 to 34c per lb., and the special trim is 37c per lb.

PROVISIONS—

Hams—		
Small 6 to 12 lbs.	....	0 27
Medium, 12 to 20 lbs.	0 25	0 26
Large, 20 to 35 lbs., lb.	....	0 19
Heavy, 35 lbs., and upward	....	0 17
Backs—		
Boneless, per lb.	0 45	0 47
Rolled, per lb.	....	0 55
Peameal	0 40	0 42
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 34
Do., special trim		0 37
Cottage rolls in casing		0 35
Cotage rolls		**0 33**
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.	....	0 30½
Do., three-quarter cut	....	0 33
Do., middle	....	0 34½
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 15-30 lbs.	0 21	0 22
Fat backs, 10-12 lbs.		**0 19**

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Mess pork	36 00
Short cut backs, 200 lbs.	**41 00**
Pickled Rolls—	
Lightweight	**37 00**
Heavy	**36 00**

Above prices subject to daily fluctuations of the market.

TURKEYS ARE LOWER

Toronto.

POULTRY.—Dealers are buying live turkeys in the country this week at 25c per lb., and dressed turkeys at 35c per lb. To the trade they are quoted at 45c per lb. Other poultry is unchanged. There is a very good inquiry for the same, and receipts coming forward are ample for all demand.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 25	0 35
Chickens, spring, over 2 lbs.	0 14	0 18
Chickens, 4 lbs., and over	0 20	0 25
Roosters	0 12	0 18
Fowl, 4 to 5 lbs.	0 16	0 22
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 10	0 14
Guinea hens, pair	1 25	1 50
Prices to retail trade—		
Turkeys, dressed	....	0 45
Chickens, spring	0 30	0 30
Ducklings		0 35
Fowl, 4 to 5 lbs.		**0 30**

FISH IN GOOD DEMAND

Toronto.

FISH.—There is a very good inquiry for fish of practically all kinds. Cod steak is quoted at from 9 to 10c per lb., and haddock is quoted at from 8 to 9 cents. Whitefish is quoted at from 10 to 12½c per lb. Oysters are now selling more freely, with prices showing no changes as compared with a week ago.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Haddock, lb.	0 08	0 09
Flounders, lb.	....	0 10
Halibut, Med.	....	0 22
Do., Chick, lb.	....	0 20
Whitefish, lb.	0 10	0 12½
Trout, lb.	....	0 12½
Pike, lb.	0 05	0 07
Perch, lb.	0 08	0 10
Salmon Red Spring	0 24	0 25
Herring, large, lb.,	....	0 08
Fall Salmon, B. C., lb.	....	0 12½
Salmon Cohoe, lb.	....	0 18
FROZEN FISH—		
Halibut, Medium	....	0 19
Do., chicken	....	0 18
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	....	0 11
Do., Qualia	0 09	....
OYSTERS—		
No. 1, pkg.		3 40
No. 3, pkg.		9 90
No. 5, pkg.		16 00
Glass Jars, per doz.		4 50
Shell oysters, per bbl. 1,000		17 50
Sea Herring		0 07
White Fish	0 12	0 14
SMOKED AND SALT FISH—		
Fillets, lb.	0 14	0 16
Kippers, box	....	2 75
Hadies, lb.	....	0 12
Ciscoes, lb.	....	0 18
Digby Chicks, bdle.	....	1 15

MANITOBA MARKETS

WINNIPEG, Nov. 15.—Wholesalers report business quiet in the produce and provision markets. Butter is ruling firm. The feature of the market has been the advance in the price of cheese. Eggs show no change. There is a steady demand for lard and shortening. Cooked meats are in light demand. Hams and bacon are ruling steady under a seasonable inquiry. Poultry supplies are arriving freely and quotations are lower. The supply of fresh fish is good as is also the demand. There is no change in the hog market.

BUTTER MARKET FIRM

Winnipeg.

BUTTER.—The butter market is ruling firm. The volume of business passing locally is satisfactory. Creamery prints, No. 1 is quoted from 40c to 42c per lb.

CHEESE PRICES ADVANCED

Winnipeg.

CHEESE.—The cheese market continues to show strength and an advance is reported on the local market. Large cheese is quoted at 25c per lb., with twins at 25½c and triplets at 25¾c. Stiltons are quoted at 27½c. Locally the demand has not been heavy but with good export demand the market has developed a strong tone.

CHEESE—	
Stilton cheese, large, lb.	0 26¼
Ont., large, lb.	0 23
Ont., twins, lb.	0 23½
Ont., triplets, lb.	0 23¾

EGGS CONTINUE STEADY

Winnipeg.

EGGS.—There is little change in the situation of the egg market. Eggs in cartons are quoted at 37c to 42c per doz. with No. 1 candled at 32c. The demand locally continues good.

COOKED HAMS LOWER

Winnipeg

COOKED MEATS.—The market for cooked meats is inclined to be easier particularly for cooked hams. Best quality is quoted at 43c per lb. under a light demand.

COOKED MEATS—	
Hams, best quality, skinned, 8-14 lbs.	0 46
Do., 13-1 lbs.	0 44
Roast ham, lb.	0 44
Roast shoulders, lb.	0 37
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 34
Head cheese in 6 lb. tins, lb.	0 13

LARD HOLDS STEADY

Winnipeg.

LARD.—The market for lard is steady and unchanged with dealers quoting pound prints on the tierces basis at 19c. There is no change in quotations on shortening and the demand is fair.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 19
Do., wooden pails, 20-lb. pails	4 20
Shortening, tierces of 400 lbs.	0 15½
Do., per pail, 20 lbs.	3 50

BACON UNCHANGED

Winnipeg.

PROVISIONS.—The market for hams and bacon is ruling steady with practically no change in prices. A good demand is reported for these lines. Smoked ham is quoted from 19c to 31c per lb. according to quality with bacon at 27c to 43c.

SMOKED MEATS—	
8 to 16 lbs., per lb.	0 31
16 to 20 lbs., per lb.	0 31
Boneless, 8-1 lbs., per lb.	0 35
Skinned, 18 to 22 lbs., per lb.	0 36
Bacon, to 10 lbs., per lb.	0 46
Cottage rolls, boneless	0 25
Bellies, 6 to 10 lb., per lb.	0 33

GOOD DEMAND FOR FISH

Winnipeg.

FISH.—There is a good inquiry for all lines of fish, more particularly salmon and halibut. Oysters are in seasonable demand and are quoted at $4 per gal.

FISH—	
Black cod, lb.	0 12
Brills	0 08
Halibut, cases 300 lbs., chicken	0 17
Halibut, broken cases, chicken	0 18
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Soles	0 08
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 25
Kippers, East, Nat., 40 count, per count	3 00
Fillets, 15-lb. boxes, per lb.	0 14
Salt Fish—	
Labrador Herring, 100 lb. bbls., per Do., 20 lbs., pails, pail	2 25

EASY TONE TO POULTRY

Winnipeg.

POULTRY.—Supplies of poultry are arriving freely. There is a good inquiry for same and quotations have declined. Broilers are quoted at 26c with chickens at 24c to 30c. Choice ducks and geese are offered at 30c per lb. Young turkeys ranging from 6 to 12 lbs. are offered at 35c to 42c per lb.

POULTRY—		
Broilers, ½ to 2 lbs., per lb.	....	0 26
Chickens, 2½ to 3½ lbs., per lb.	0 24	0 26
Do., 3½ lbs., and up, per lb.	....	0 30
Fowl, per lb.	0 20	0 23
Roosters, per lb.	....	0 16
Turkeys, young, per lb.	0 35	0 42

HOG PRICES STEADY

Winnipeg

FRESH MEATS.—There is no change in prices on live hogs. Select bacon hogs are quoted at $9.90. The cattle market is dull. Lambs are weaker with good quality ranging around $10. The sheep market is steady with fair to good quality quoted from $5 to $6.50.

FRESH MEATS—		
Select bacon	9 90	9 90
Thick smooth	9 00	9 00
Heavies	8 00	8 00
Extra Heavies	7 00	7 00
Shop hogs	8 00	8 00
Lights and feeders	8 00	8 25
Roughs	5 00	6 00
Sows, No. 1	7 00	7 00
Sows, No. 2	6 00	6 00
Stags	4 00	4 00
Fresh Pork—		
Legs of pork, lb.	018	0 21
Spare ribs		0 17
Loins of pork, lb.	0 24	0 26
Shoulders	0 14	0 16
Fresh beef—from steers and heifers—		
Hind quarters	0 08½	0 15
Front quarters	0 03½	0 07
Whole carcass, good grade, lb.	0 06	0 10
Lambs—		
Choice		0 25

STRIPS 500 LBS. SEA FOOD IN FIFTY-THREE MINUTES

Gloucester, Mass.—Ernest J. Mitchell, of this town, is the world's champion fish skinner, he having skinned 500 pounds of Georges cod in fifty-three minutes and five seconds. He dethroned Duncan White, last year's champion.

The contest lacked no element to make it conform with the accepted traditions of competitive sport. There were rules and officials as well as enthusiastic spectators who paid to see action, and demanded it.

The rules called for each contestant to skin 300 pounds "not-a-bone" codfish and 200 pounds of boneless codfish; there is a fine technical distinction here. We quote from the printed rules governing the joust: "Not-a-bone codfish shall be skinned, the fins pulled, napes picked, backbone cut out, wide-pieces cut away from all backbone.

"Boneless codfish shall have fins cut, skins removed, napes picked and backbones cut out of each fish."

The weapons were the regular fish skinners' knives, broad-bladed, razor-edged implements set in hardwood handles. The fingers of the competing aspirants were bandaged in soft cotton, against possible injury from pointed fish bone. The referee gave the starting signal, and the world's fish skinning series was on.

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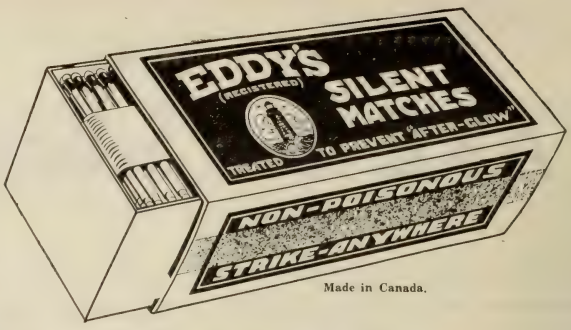
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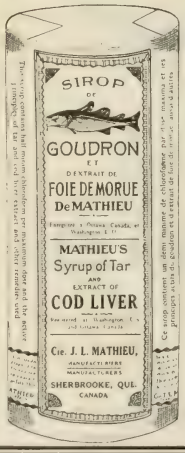
The E. B. Eddy Co. Limited, Hull, Canada

Branches at MONTREAL, TORONTO, HALIFAX and LONDON, Ont.

Agents:

Schofield Paper Co., Limited, St. John, N. B.
Jos. Emond, Quebec.
J. Lumley, Ottawa.
J. E. McEathron, Brockville.
T. H. Stewart, Kingston.
Alfred Powis & Son, Hamilton.
Tees & Persse, Limited, Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon.
Tees & Persse of Alberta, Limited, Calgary and Edmonton.
Mitchell Bros., Victoria and Vancouver.

Mathieu's



SYRUP OF TAR AND COD LIVER EXTRACT

FOR COUGHS—COLDS—BRONCHITIS

EVERY GROCER SHOULD STOCK THIS FAMOUS REMEDY

Sells at a Popular Price With a Nice Profit

Well Advertised

Order from your Wholesaler

J. L. MATHIEU COMPANY

SHERBROOKE, QUE.

Genuine Imported

Pure Olive Oil



"None Better—at any Price"

"VITTORIA" Brand

Olive Oil has become one of the staple food products at every Canadian table, and with the resumption of importation of the genuine Lucca Oil from Italy, its sales are already mounting fast. Our pre-war prices show a bigger margin of profits than has been possible since 1917.

12—1 gallon tins	per gallon	$3.50
24—½ gallon tins	per gallon	3.60
48—¼ gallon tins	per gallon	3.75
40—⅛ gallon tins	per gallon	4.25
80—1-16 gallon tins	per gallon	4.75

For those who prefer it in bottles we recommend our

"VERITAS" Brand

24—4 oz. bottles	per dozen	$2.50
24—8 oz. bottles	per dozen	5.00
12—12 oz. bottles	per dozen	6.00

Order direct or from your wholesaler.

The CHARLES CICERI COMPANY Limited

Established 1897 Specialists in Italian Products

84-86 St. Peter Street, Montreal

Sell an Assortment of Pure Gold Jellies

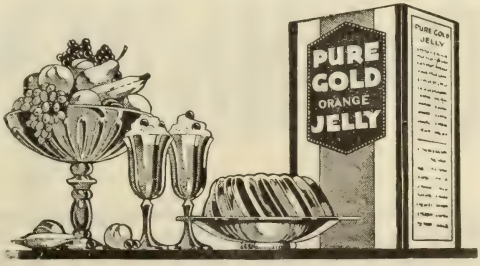
Your customers can be easily influenced to buy an assortment of four or five Pure Gold Jellies, even when intending to buy only one. Introduce to them some of the more unusual flavors: Loganberry, Pineapple, Pistachio—each has its particular appeal to the individual appetite.

Once initiated, the idea of "stocking up" with a variety of Pure Gold flavors appeals to most householders. Why just sell one package?

Pure Gold Manufacturing Co. Ltd.

TORONTO WINNIPEG HALIFAX

Have you a plentiful stock of Pure Gold Products on hand?





"I recommend These!"

THE
DOMINION MATCH CO, LTD.
DESERONTO, ONT.

Dealers know they can safely recommend these good matches. Strong with heads that do not fly off. Harmless to children. Well filled boxes that bring satisfaction to your trade.

DOMINION MATCHES

Georgian Bay District Apples

The Northern Spy is very small crop in this district this year.

Correspondence solicited.

LEMON BROS.

OWEN SOUND, ONT.

ALMERIA GRAPES

Stripes Brand Florida Grape Fruit
Stripes Brand Florida Oranges

New Lemons New Nuts
New Tangerines
Delicious Jonathan Boxed Apples
New Raisins Cranberries
Heavy Importations Arriving in all lines

White & Company

LIMITED
Church and Front Sts.
TORONTO
Phone: Main 6565



THE CHANCE FOR BIGGER BUSINESS

COSTA BRAND

represents the finest and purest olive oil Italy produces.

Its quality warrants the retailers' confidence.

It builds sales and yields a good profit.

Write for samples and prices to-day.

IMPORTERS

Amoroso & Malagodi Co., Limited

119 & 121 ST. HENRY ST., MONTREAL

CANNON'S GELATINES

Have you tested the product of the new plant?
They are justly acclaimed

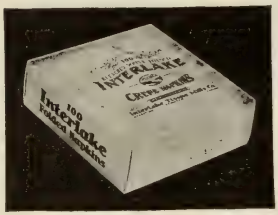
THE WORLD'S PREMIER GELATINES

Samples gladly sent on request.

CANNON CANADIAN CO. LTD.

Toronto Montreal

A New Product
A New Profit



INTERLAKE

Bleached—White—Folded—Crepe

NAPKINS

A staple every-day product put up in an attractive, convenient package of 100 napkins—48 cartons in a case.

Easy to Display Easy to Sell
Excellent Profit

Made in Canada by

Interlake Tissue Mills Co.
Limited

Head Office: 54 University Ave., Toronto, Canada.

Sales Branch: McGill Building, Montreal, Canada.

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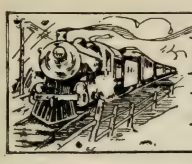
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CANADIAN GROCER



BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, 259 Kingswood Road, Toronto, Ontario. Phone Beach 2170.
J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

This Space is Yours for $2.20 on Yearly Order

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

PECANS HURT BY RAINS

Advices from Albany, Ga., are to the effect that the pecan crop has been injured by excessive rains. The kernels of the nuts are discolored with black spots which cannot be detected until the nuts are cracked. On low land the damage is pronounced. Nuts from well drained areas are being harvested separately to take care of the trade which is looking for the best stock.

SEED POTATOES FROM CANADA

The 1,000 members of the Southern Produce Company in the Norfolk section expect to increase the importance of the Eastern shore as a potato producing district, says the New York Journal of Commerce. A cargo of 9,000 bags of seed potatoes from Prince Edward Island has been received with another to follow shortly. The crop is planted in February. The export market will be developed. In normal years $10,000 in potatoes is used in that channel. Prince Edward Island seed produces an earlier crop than domestic.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street.

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

Ship us your
Eggs and Poultry
We Pay Highest Market Prices
Kavanagh Provision Co., Ltd.
372 Bleury St., Montreal

Say you saw it in
CANADIAN GROCER
it will help to identify you

Good papers furnish A.B.C. reports to their advertisers.

Canadian Grocer is a member of the Audit Bureau of Circulation.



Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

When writing to advertisers kindly mention this paper.

FOR SALE

ADDRESSING MACHINE FOR SALE — WE have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We will sell it at attractive prices and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ont.

FOR SALE — GROCERY STORE AND POST office. Freehold with land and 4 flats, situated at East St. John, where a great Dry Dock is being built. Price 5000 dollars. Apply W. Parkinson, 113 Adelaide St., St. John, N.B.

TAYLOR SAFES FOR SALE—RARE OPPORtunity to secure a safe at small cost. They are in splendid condition. INSIDE dimensions and prices are as follows: 15" deep, 2ft. 6" wide, 3 ft. 11½" high, fitted with built-in compartment. Price $250.00. 18" deep, 2 ft. 8" wide, 4 ft. 5" high, fitted with steel compartment. Price $200.00. Apply Box No. 274, Canadian Grocer, 153 University Avenue, Toronto.

FOR SALE

FOR SALE—CLOVER HONEY. SELLING 1922 clover honey in 5 and 10 lb. pails. 2,040 pounds. (34 crates) 13c. a pound. 1,020 lbs., 13½c. lb. 480 lbs., 14½c. lb., 120 lbs., (2 crates) 16c. Freight is same for 2 crates as for 1 crate. 2½ lb. pails ½c. extra. Also Amber and Buckwheat Honey. Sample 25 cents. Satisfaction guaranteed. Aply 272, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—ONE McCASKEY FIRE PROOF credit system machine, one 30 lb. Toledo computing scale. One cheese cutter and 200 gal. Bowser coal oil tank and pump—Brand new. Apply to Box 3, Newton, Ont.

FOR SALE—SHOWCARDS, PRICE TICKETS, etc., lettered or blanks for Christmas. Samples 25c. M. Moorby, Newmarket, Ontario.

POSITIONS WANTED

YOUNG MAN (MARRIED) DESIRES POSItion as head clerk or manager of grocery business. Splendid window dresser, ten years' experience. Box 280, Canadian Grocer, 153 University Ave., Toronto, Ont.

TO THE PROVISION TRADE—I GUARANTEE my formulas for manufacturing sausage, head cheese, pressed corned beef, pressed tongue, etc., 18 delicatessen money-makers; also formula for curing hams 26 to 31 days; bacon 15 to 20 days; no sour meats, no overhauling. This system is a mild cure of the highest standard in quality producing a high-grade product. Mail your address for information. E. B. Mayhew, Box 917, Worcester, Mass., U.S.A.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, Sumach St., Toronto.

BUY YOUR HONEY DIRECT
From Ontario Beekeepers

You can secure a list of 41 beekeepers with the kind, quality and quantity of honey they have for sale, by sending a post card at once to

THE BEEKEEPER
Peterboro, Ontario

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to 153 University Ave., Toronto.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Money Order for $4 (four dollars) for 52 copies, one each week. Cheque

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.





Shake hands with health every day

the big two-fisted idea back of Sunsweet this year

The 2-pound carton of prunes is the big merchandising idea back of Sunsweet this year. And it is tied to a big advertising idea: *"Shake hands with health every day."*

Our advertising in the national magazines, our advertising in the newspapers, our outdoor advertising, our dealer-helps—*all* will feature the 2-pound Sunsweet carton linked with a slogan that will soon be on every tongue.

"Shake hands with health every day" is a slogan that has ring and that has swing. It is easy to remember and repeat. And—because it has the "health-punch" it hits home to every reader.

In the 2-pound Sunsweet carton the California Prune & Apricot Growers Association has given you a new unit of sales that is bound to go big. The advantages of handling prunes in cartons are easy to see: There is no shrinkage of fruit. No loss from down weight or sampling. You spend no time wrapping. You have no packaging expense. It automatically increases your unit of sales. And it gives you an automatic display of Sunsweet Prunes for your windows and shelves.

To the consumer, too, the 2-pound carton of Sunsweet Prunes is a "happy idea." It is clean. It is handy. It keeps the fruit flavor-fresh. And it appeals alike to the small family or the large family with the small-sized pantry.

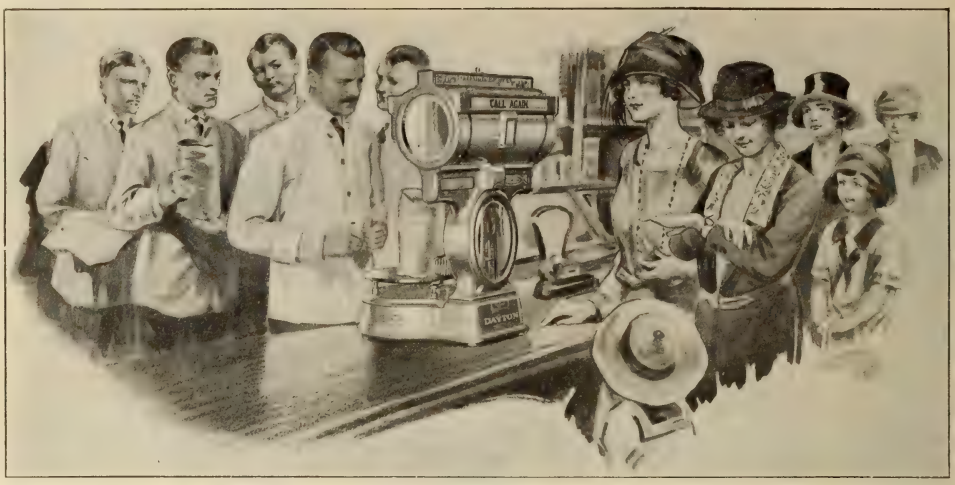
Now that Sunsweet advertising is focused on a pick-off-the-shelf package, it is going to be of more help to you. Translate the message of Sunsweet—"Shake hands with *health* every day" into cash-register terms and you have: "Shake hands with *profit* every day."

That, by the way, is the title of a little book Paul Findlay has written for his Sunsweet friends. Send for it today! And stock up *now* on the 2-pound Sunsweet carton—the biggest idea in selling prunes that has yet been put over!

CALIFORNIA PRUNE & APRICOT GROWERS ASSOCIATION
1158 MARKET ST., SAN JOSE, CAL. • 11,000 GROWER-MEMBERS

SUNSWEET California's Nature-Flavored **PRUNES**

Sainsbury Brothers Ltd. 116 St. Nicholas Bldg., Montreal, Que.; 59 Upper Water St., Halifax, N.S.; 35 Front St. E., Toronto; Confederation Life Building, Winnipeg.



The Customer who won't wait —are you turning her away?

You won't need to turn customers away—either because they are not satisfied with your service or because you can't serve them, if you use enough

International DAYTON Scales

Women won't wait long in line nowadays when they have a grocery list to order. Modern women are busy women. Modern methods have accustomed them to quick, accurate, courteous service when they shop. If YOU don't give it to them—your competitor WILL. They will leave the "line-up" and go elsewhere—where International DAYTON Scales are installed in sufficient number to serve every customer quickly at rush hours.

Perhaps you already use DAYTONS. But you may need an EXTRA DAYTON in order to keep that extra customer at the end of the line. Think it over.

DAYTON SCALES soon pay for themselves in profits saved through accurate weighing and customers retained through quick, efficient service. They are sold on attractive monthly payments. Discount for cash.

INTERNATIONAL BUSINESS MACHINES CO., LIMITED

Frank E. Mutton, Vice-President and General Manager. Head Office and Factory: 300 Campbell Ave., Toronto

Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Windsor, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, St. John, N.B., Halifax, St. John's, Newfoundland.

THE DAYTON IS MADE IN CANADA

The Largest Circulation of any Trade Paper in Canada

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., NOVEMBER 24, 1922 No. 47

NOW IS THE TIME

Now is one time in the year that you can help your customers solve the problem of a change in food. How often you hear the house-wife exclaim "that she wished there were more varieties of meat"? Why not suggest **"Sealshipt"** Oysters, not only for a change but for the food value contained?

There are so many different ways these can be prepared that your suggestion will be very welcome.

In Glass Jars



In Glass Jars

Order "Sealshipt" the Producer's Brand from "Canada's Exclusive Oyster House"

CONNECTICUT OYSTER CO., LIMITED

50 JARVIS STREET, TORONTO, ONT.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of report will be sent on request to anyone interested.



They're O.K.

Your customers will appreciate these good Matches.
Sturdy sticks with heads that do not fly off.
Non-poisonous — full count.

THE DOMINION MATCH CO., LIMITED.
DESERONTO, ONT.

DOMINION MATCHES



MAKE FIVE ROSES

Your

"Private Brand"

Of course you want to build up a permanent flour business. Of course you want every customer to buy again. Naturally you want to eliminate every possible cause for complaint.

So, as recognized purchasing agent for your clientele, you choose a flour that at a fair price will perform its duties most acceptably in the kitchen.

But what guarantee have you that the standard will be maintained—except the integrity of the miller? Why not adopt as your own a flour branded with its own reputation, which has been making good since 1887, whose name is solidly established throughout the nation?

Why not make FIVE ROSES your "private brand?"

LAKE OF THE WOODS MILLING COMPANY, LIMITED
"The House of Character"

Offices in 16 Canadian Cities

Head Office
Montreal

Western Office
Winnipeg

FIVE ROSES FLOUR

This Package

is featured in every national advertisement. It is attractively decorated, lined and sealed to preserve the crispness of the biscuits. McCormick's Jersey Cream Soda Package, well displayed in your shelves, will boost your sales of Soda Biscuits wonderfully.

McCormick Mfg. Co., Limited, London, Canada

Branches at:

Montreal Ottawa Hamilton
St. John, N.B. Winnipeg
Kingston Calgary
Vancouver Edmonton
Port Arthur Halifax



Leonard's

The Fall Demand Has Started

for

Smoked Fish

Haddies
Fillets
Kippers
Bloaters

Frozen Fish

Halibut
Qualla
Salmon
Pickerel
Mackerel
Haddock
Dressed Pike
Herring
Steak Cod
Whitefish

Prepared Fish

Boneless Cod
No. 1 Mackerel
Shredded Cod
Labrador Herring
Package Cod
Labrador Sea Trout
Boneless Herring
Labrador Salmon

Oysters in No. 3 and No. 5 Cans

Oysters in Shell, Barrels and Half Barrels

Shipments from Montreal or direct from our own producing branches.

Order "LEONARD'S" from your dealers or from the trade supplied by

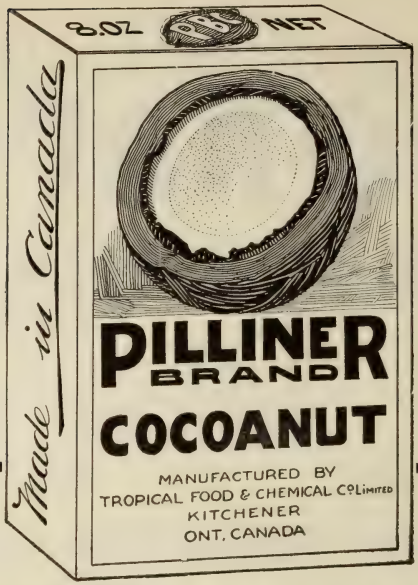
Leonard Fisheries, Limited

Head Office
Youville Square,
MONTREAL

BRANCHES:
Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.

BRANCHES:
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

Made in Canada



Sold by the package

PILLINER BRAND COCOANUT
KEEPS BEST IN WINTER

The warm, dry air in your store during winter months dries out bulk cocoanut. PILLINER BRAND COCOANUT in its air-tight cartons loses none of its flavor under any climatic conditions.

Your customers are always sure of all the superior flavor of selected sun-ripened Jamaica nuts. Housewives, too, like the pure, snowy whiteness that comes from the Pilliner package. They know it is absolutely pure.

PILLINER BRAND COCOANUT in the package is the most satisfactory for you to handle. No unsalable waste at the bottom of the barrel because of crumbling.

Order through your jobber or write us

MESSRS. CRUIKSHANK & GUILD,
32 FRONT STREET, TORONTO
"Distributors for Eastern Canada"

MESSRS. MASON & HICKEY
WINNIPEG, MANITOBA
"Distributors for Western Canada"

Tropical Food and Chemical Co., Limited

476 King Street West

KITCHENER - - ONTARIO

Order your O.K. stock Now!

for the

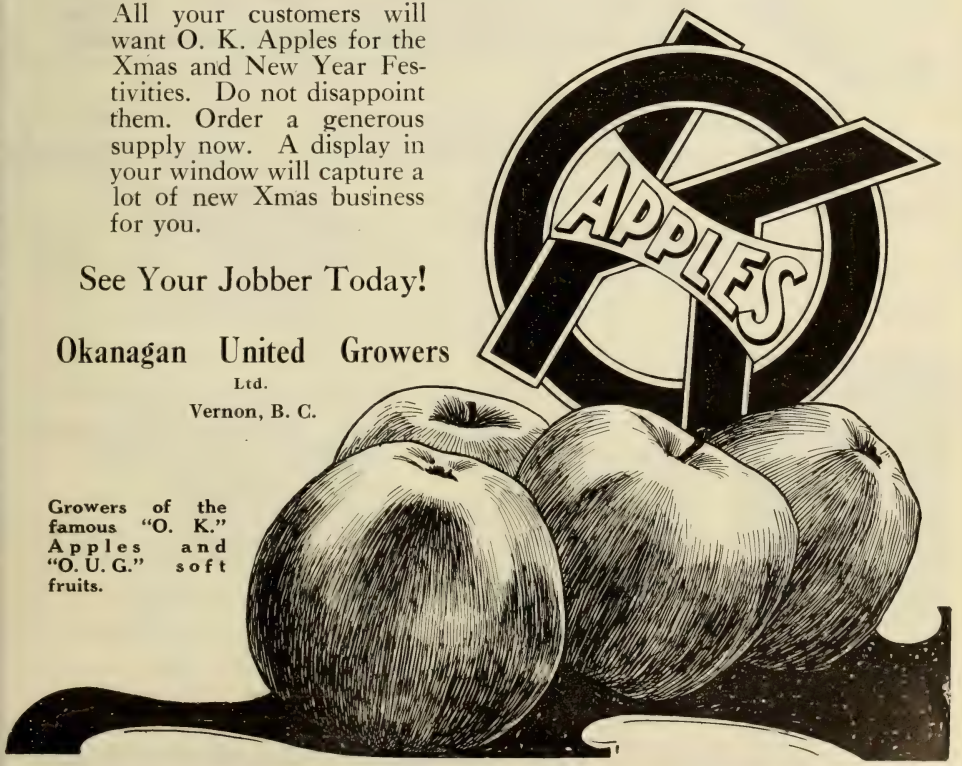
XMAS TRADE

All your customers will want O. K. Apples for the Xmas and New Year Festivities. Do not disappoint them. Order a generous supply now. A display in your window will capture a lot of new Xmas business for you.

See Your Jobber Today!

Okanagan United Growers
Ltd.
Vernon, B. C.

Growers of the famous "O. K." Apples and "O. U. G." soft fruits.



MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouses and Distributing
275-77-79 King St. West, Toronto
Centrally located. Railway Siding.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

Kolacafé REG'D

Is Real Good Coffee

If your Wholesale grocer cannot supply you, write:
Agent for Ontario:—Goerge G. Yorke. Wholesale Grocery Broker, 170 Portland St., Toronto.

ONE REASON OUR CUSTOMERS COME BACK

Here's what Mr. Harry Whittle, London St., Windsor says:



"I have never used anything but Eureka Refrigerators because I have never failed to get the utmost satisfaction from them. They are economical on ice and I can save all my perishable groceries, butter and cooked meats and keep them in first class shape. I can recommend Eureka Refrigerators to all who are in the Grocery Business, as a Refrigerator that will give every Service, Satisfaction and Economy."

Can YOUR Refrigerator beat this record? Does YOUR Refrigerator give you the "utmost satisfaction"? If it doesn't, you can't afford to be without the Eureka.

Write for free illustrated literature and prices.

Eureka Refrigerator Co. Ltd.
Head Office and Factory: Owen Sound, Ontario



Light, fluffy biscuits and delicious cakes are made with

STICKNEY & POOR'S Cream of Tartar

It is uniform, reliable, pure and wholesome. An ideal leavener.

When you are ordering Cream of Tartar ask your jobber about the complete S. & P. Line.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.
Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

When Writing to Advertisers
Kindly Mention this Paper . .

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
501 Confederation Life Bldg., Winnipeg
OFFICES:
St. John Montreal Toronto Vancouver



½ million buyers see an advertisement similar to this every week. Display the Tea.
The Codville Company Ltd.

5



OAKEY'S
"Wellington"
KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143.
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires
Importers & Exporters Peas and Beans Food Products
17 ST. PAUL EAST MONTREAL.

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
GROCERY BROKERS
Manufacturers' Agents
11 St. Sacrament St., Montreal.

TIPPET & CO, LIMITED.
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581.

This Space is Yours for $2.20 on Yearly Order

When Answering Advertisements Mention Canadian Grocer

SHIP YOUR
POULTRY, EGGS *and* DAIRY BUTTER
To P. POULIN & CO., Limited
Bonsecours Market Montreal
HIGHEST PRICES PAID
NO COMMISSION CHARGED
Prompt returns made.
WRITE FOR PRICES.

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer
It reaches the Buyers It's a Business-Getter
Rates and Information on Request

L's Henry
Genuine Strasbourg Pates de Foies Gras in tins and Terrins

Bertrand's
French Alimentary Pastes
Macaroni, Vermicelli, Spaghetti,
Alphabets, Coquilles and Noodles
in 1-lb. packets.

Delory's
Celebrated French Peas, Haricots Verts, Macedoines and Flageolets in tins and bottles.
Also French Sardines with bone, or boneless, in Pure Olive Oil.
Prices on application.

Henri Jonas & Co., Montreal

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXVI TORONTO, NOVEMBER 24, 1922 No. 47

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President* H. T. HUNTER, *Vice-President*
H. V. TYRRELL, *General Manager.*

Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Canadian Shipping and Marine Engineering News, The Canadian Motor and Tractor Trade Journal.

Cable Addresses: Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1886.

CANADIAN GROCER

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J. L. WYCKOFF, Editor.
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UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway; Telephone Watkins 6869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401 Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.
SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year United States, $4.50 a year; other countries, $6 a year; single copies, 25 cents. Invariably in advance.

Enquiry Department

WHEN you become a subscriber to CANADIAN GROCER this is part of the service you buy. We are glad to be of any assistance to our readers and enquiries are solicited. Write if you want to know where to buy a certain product, agents for any particular line, manufacturers of a special article, etc.

COCOA

Will you kindly tell us where cocoa beans come from?

Reader.

Answer: Mexico and British West Indies, East Indies, South America. Any information regarding process, etc., can be obtained from Canadian Grocer Enquiry Dept.

POTATOES

We would appreciate it very much if you would kindly put us in touch with some of the reliable potato buyers in Toronto.

The United Farmers Co-operative Company of N. B., Limited.
Sackville Branch.

Answer: List has been mailed.

CALENDARS

Please let us know where we can buy calendars.

E. F. Priddle & Co.,
Silverwater, Ont.

Answer: Standard Lithographic, 100 Sterling Road, Toronto; Rolph, Clark, Stone, Ltd., Carlaw Ave., Toronto; Lithographic Products Limited, 151 King St. W., Toronto; Consolidated Lithographic Co., Ltd., Montreal.

ANTS

Aware of your willingness to help subscribers, I would like to suggest that you insert in the Canadian Grocer a recipe for the prevention of red ants. I am sure this would be a great help to so many grocers, including myself, who have been greatly troubled with these pests.

Hamilton Subscriber.

Answer: Following are some recipes which we believe will prove of value to the subscribers of Canadian Grocer:

Balsam of Peru.—Rub a thin film of it near the bottoms of the table legs or on the floor, and renew the application in three weeks. In addition, boil one ounce of the balsam in a gallon of water for thirty minutes, and sponge this water, while hot, over wooden floors and walls.

Powdered Borax and Pulverized Alum.—Sprinkle underneath the paper on the shelves.

Oil of Sassafras.—Follow the train—for ants form a train in travelling—to its origin. Saturate a small cloth with the oil and apply to every portion of the distance covered. If they come out of a crack, pour a little of the oil into it, it is sure death to them.

If ants become troublesome about the pastry case in the summer time, insulate it by raising it on four inverted cups set in saucers filled with water. Give the case a good cleaning and in half a day the ants will become discouraged. Do not leave the case insulated longer than is necessary, as it is suggestive.

SOUVENIR GOODS

Would you kindly give us names of firms manufacturing souvenir goods?

Messrs. Geo. E. Ford & Sons, Ltd.,
Main Street,
Sackville, N.B.

Answer: Pugh Specialty Co., Toronto, Ont.; Roden Bros., 345 Carlaw Ave., Toronto, Ont.; Nerlich & Co., Front Street, Toronto, Ont.; Young Souvenir Novelty Co., Toronto; Caron Bros., Montreal; Geo. J. Hemsley Co., Ltd., Montreal.

LONG HANDLED WINDOW TRIMMING HAMMERS AND BRUSHES FOR SHOW CARD WRITING

Will you kindly give names of firms manufacturing window trimmer's hammers with long handles; also brushes for show card writing?

E. J. Kelly,
155 Division St.,
Kingston, Ont.

Answer: Whitman & Barnes Mfg. Co., St. Catharines, Ont.

Show card brushes: Artists' Supply Co., 77 York St., Toronto, Ont.; Art Metropole, Temperance St., Toronto, Ont.; C. W. Mack, 46 Adelaide St., W., Toronto; The Boeckh Co., Ltd., Toronto; T. S. Simms & Co., St. John's, N.B.

RIDGEWAY'S ENGLISH BREAKFAST TEA

Will you be so kind as to furnish me with the address of the selling agent for Ridgeway's English Breakfast Tea?

N. A. Marra,
Amherstburg, Ontario.

Answer: The agent for Ridgeway's English Tea is the MacLaren Wright Company, Front St., East, Toronto.

BEANS

Would your service department kindly send us two or three names of shippers of Ontario beans?

Charles T. Woodside,
312-313 Leeson-Lineham Bldg.,
Calgary, Alta.

Answer: The Canadian Flour Mills Co., Ltd., Chatham, Ont.; The T. S. Taylor Co., Chatham, Ont.; S. Glenn & Son, Chatham; J. B. Stringer & Co., Chatham; James M. Squire & Son, Lindsay, Ont.; W. H. Millman & Co., Toronto.

TINWARE, GRANITEWARE AND POTTERY

Would you kindly give us names of a couple of houses handling granite and tinware; also crockery?

Messrs. Miller Bros.,
182 Main Street,
Niagara Falls, Ont.

Answer: The Toronto Pottery Co., Ltd., Temple Bldg., Toronto; Gowans Kent Co., Toronto, Ont.; Roden Bros., Toronto, Ont.; Belleville Pottery Co., Belleville, Ont.; The Medalta Stoneware Co., Medicine Hat, Alta.

Agency Wanted

for Quebec City and District calling on Grocers. Confectioners, Restaurants, and Butchers. Wholesale and Retail. Apply Box 290, Canadian Grocer, 153 University Ave., Toronto, Ontario.

For Subscribers

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

INFORMATION WANTED

Date .....

Please give me information on the following:—Name .....

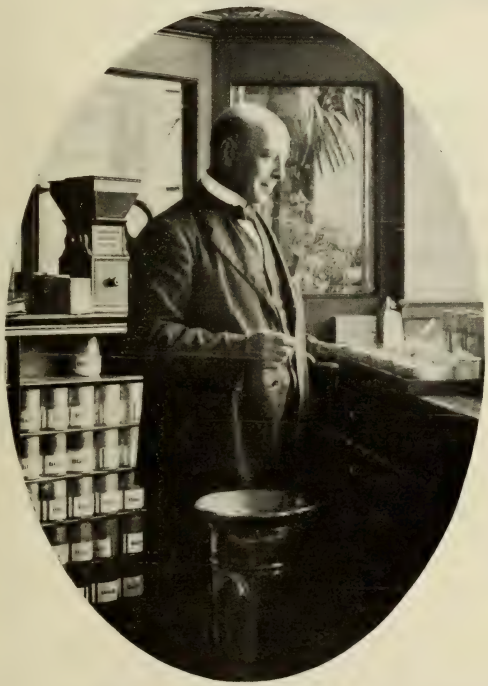
Address .....

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Guardian of Quality of Red Rose Tea for Quarter of Century



Mr. Miles tasting RED ROSE TEA at St. John Tea Room

Tea Tasting is an art that calls for great skill.

It is most exacting work, for often a tea taster will taste and classify several hundred teas a day.

Naturally some tasters are much more skilled than others. And perhaps by training and inheritance the most expert in this country is W. R. Miles, tea taster for RED ROSE TEA.

For 25 years Mr. Miles, who is the fourth generation of tea merchants, has guarded the high standard of Red Rose Tea, and his knowledge and painstaking ability have made it possible for you always to be sure of its goodness when recommending RED ROSE TEA.

Mr. Miles' skill is a SERVICE that goes with every package of RED ROSE TEA you sell.

T. H. ESTABROOKS CO., LTD.

St. John, N.B., Montreal, Toronto, Winnipeg, Calgary

The Best Guarantee, for the Best Product



Guaranteed.--

To be Pure, Fresh and of the Highest Quality, and to Sell or we will refund the full purchase price.

Freight Prepaid on orders of 60 lbs. or more.



G.-M. Fish Balls

Flake one can of G-M. Pink Salmon fine after removing skin and bones; mix well with finely crushed crackers and cold mashed potatoes, season with salt and pepper, shape and fry in lard until brown.

Canned G-M. Herrings Hot

Empty contents of can into dish, taking care not to break fish; cover tightly and set over steam or boiling water until thoroughly heated; garnish with potato balls or peas and serve. Or serve on toast.



Your Customers Will Appreciate this Service—

These cold months and the even colder ones to come offer to you an unusual selling point for your G-M Eveready Canned Pink Salmon, Canned Pilchards and Canned Herring.

Those customers of yours who want something tasty that has real food value—a food they can heat up quickly—recommend G-M canned goods and don't forget G-M Canned Red Sockeye Salmon, the finest of all Canned Salmon.

G-M. Fried Pilchards.

Remove from can, pour off the oil, taking care not to break any of the fish; roll fish in bread crumbs or flour, fry in lard on both sides until brown. Serve on a hot platter.

Gosse-Millerd's
CANNED OCEAN PRODUCTS

GOSSE-MILLERD, LTD., VANCOUVER, B. C.

CANADIAN GROCER

Vol. XXXVI TORONTO, NOVEMBER 24, 1922 No. 47

Retailer Goes After Toronto Daily

Merchant in Western Ontario Protests Against Advertising Propaganda in City Daily Seeking Extension of Mail Order Business Made Easy by C.O.D. System Recently Inaugurated—"Small Cities and Towns Would Become Mere Cross-Roads as Far as Retail Business is Concerned," he says

"IS THE retail merchant in the small towns and communities throughout the country experiencing a new menace in the way of mail order competition?"

This question is raised because of the propaganda now being carried on by one of the large Toronto dailies, The Globe, which, in circularizing its thousands of subscribers, points out, "we are now adding another feature, which we believe will be of value to you—A NEW MARKET PLACE—AN OPPORTUNITY TO BUY BY MAIL." Continuing, The Globe circular declares that the Dominion Government has recognized the importance of mail order merchandising and has passed regulations which are now effective, enabling people to buy goods by mail and pay cash against delivery of any parcel up to the value of one hundred dollars.

Action is Necessary

Asserting that concerted action should be taken by retail merchants throughout the country against this innovation, a merchant in an Ontario city of twenty thousand people writes to the secretary of the Ontario Retail Merchants' Association, W. C. Miller, as follows:

"Last week we drew the attention of your representative, who was visiting in our town, to the new form of mail order advertising that has been taken up by The Toronto Globe.

"We feel that this innovation is of such importance that concerted action should be taken by the Retail Merchants' Association and by the various merchants of the country. Not only is The Globe asking particular attention to this idea through the columns of its paper, but it is sending out circular letters signed by the business manager, drawing attention to this mail order feature, with addressed envelopes bearing the words, 'Mail Order Department,' for the return of a questionnaire to the newspaper office. This is a deliberate drive to take away the business from the small places to the larger cities.

"The writer has already written The Globe regarding the matter. In their reply, however, they offer the excuse that their object is to assist those people situated far from any shopping centre to secure what they require. In direct contradiction to this they have mailed these letters direct to residents of this town, and I have no doubt to many other centres, and it cannot be said that such citizens as these are remote from shopping centres.

"Should this idea prevail to the extreme, the small cities and towns would become mere cross-roads as far as retail business is concerned."

Much interest is being manifested in the new regulations providing a C.O.D. service on parcel post, in effect since October 1st. It was felt that because of the fact that mail order firms generally secure cash in advance in the ordinary course of their business they would not be much interested in this new feature of the parcel post service. However, investigations at Station "A" of the Toronto post office would indicate that city mail order houses are practically dominating the new service. During the month of October last 2,099 C.O.D. parcels passed through this station, of which 2,093 were of less value than $50 and six were valued at more than that amount. Of this number 1,763 parcels or 84 per cent. were those ordered on the C.O.D. basis by customers of a large city department store which operates a large mail order business as well. Of that number 104 parcels were from a competing mail order firm, 60 per cent. of the other 232 parcels were from wholesale woollen firms and the other 40 per cent. were from wholesalers of other lines of goods.

These records show that while the regular mail order business of such department store mail order firms dominates the regular parcel post, that through the medium of their city newspaper advertising and other efforts they are able to link up with the C.O.D. system and thus provide the country with a combination almost as effective as the mail order ca alogue.

Belongs to the Local Retailer

That the complaint of merchants in small communities against any well-defined effort to extend this mail order business is well founded, in the opinion of officials of the Retail Merchants' Association there is no doubt. The government's action in making it easy to ship goods through the mails, by the institution of this C.O.D. service, it is believed, in the best interests of the small town merchants, should be opposed. "City daily newspapers devoting pages to advertising from merchants with a special aim to securing business in the outlying communities, is taking trade that rightly belongs to the local retailer," declared a merchant in an Ontario town when discussing the new situation. "Every retailer in the smaller municipalities is going to suffer, and should rise up and protest to the government."

Canadian Grocer will be glad to hear from readers in regard to this question.

Increase in Price of Waste Paper Makes Saving of the Same Well Worth While

Dealers and Handlers Are Now Paying From $10 to $12 Per Ton for the Class of Paper That Accumulates Around Grocery Stores as Against $4 Last February

TORONTO, Nov. 22.—The value of waste paper has increased so rapidly during the past few months that at the present time it is worth about three times as much as it was at the beginning of the year. Dealers and handlers of waste paper today are paying from $10 to $12 per ton for the class of paper which accumulates around grocery stores, as against $4 last February. This kind of waste paper includes wrappings, newspaper and cardboard boxes. At present prices it would appear that the saving of this waste material means a considerable amount, and a source of revenue to the retail grocer which otherwise would be lost through destruction.

For the convenience in handling, a paper baler is the best method adopted. A baler need not be an expensive investment as they are made in all sizes, varying in price, depending on the size and the material from which they are made. These balers press the paper into a solid bundle weighing from 50 pounds upward. Merchants using them claim that it is just as easy to separate the paper during sweeping operations and dump it into the baler as it is to gather it all up and throw it into the garbage container. Furthermore, baled paper is less of a fire risk. It is practically impossible to burn baled paper. It will scorch on the outside, it is true, but that will be the extent of the damage. This was quite evident here in the city just the other day when a large waste paper and rag establishment was gutted by fire. While the fire lasted it was a raging furnace, but it was found when the fire was extinguished that the bales of paper were barely scorched, while the building and other material was completely destroyed.

Averages a Ton Monthly in This Store

The amount of waste paper which can be saved around a grocery store varies with the size of the business. For instance, Barron's Ltd., on Yonge St., average one ton per month; F. Simpson, also on Yonge St., runs about three-quarters ton a month, and still another example is that of D. W. Clark, on Avenue Road, whose waste paper averages about half a ton a month.

A Saving of Pulpwood

Another point to consider in the waste paper subject is the fact that for every six tons of waste paper saved and returned to the mills to be remade, a conservation is made of one acre of pulpwood. This is no small matter when it is considered that the paper industry will have used in 1922 nearly two million tons of waste paper. This two million tons of waste paper, therefore, means the preservation of more than 300,000 acres of good forest land. As an example of this, it has been figured that one of the big departmental stores in this city conserves 160 acres of pulpwood every year by saving and selling to the mills the waste paper which accumulates around the store.

Prices of Broom Corn Have Shown Steady Advances From Week to Week

A Broom Manufacturer To-day is Compelled to Pay Fully $1,500 More for a Carload of Broom Corn Than He Paid Three or Four Months Ago for the Same Grade

A MANUFACTURER of brooms in an interview with Canadian Grocer has the following to say on the broom and broom corn situation: "A normal year's broom corn crop is about 50,000 tons. The 1921 crop was 38,000 tons and the latest government reports estimate the 1922 tonnage at 32,000 tons. From this it will be noticed there has been a shortage of broom corn production in the last two years of approximately 30,000 tons. The effect of last year's shortage was not felt as keenly because of the fact that there were still a considerable quantity of finished brooms throughout Canada and United States which had not found their way to the consumer or in other words production was still keeping ahead of the demand.

"During the past year available supplies of broom corn had been gradually disappearing from the market, until about May or June of this year it was very difficult to secure corn of any kind. Many manufacturers were compelled to close down temporarily for lack of supplies. The result was that demand soon overtook the supply and this of course created a very keen demand for the 1922 crop of broom corn. The effect of this was immediately reflected in the steady advance in the prices of broom corn ever since there was any of this year's crop to be marketed. Practically every week during the past three months or more has shown some advance. Some weeks it would only be $5 per ton and other weeks it would run as high as $10 or $15 per ton. To-day the broom manufacturer is compelled to pay fully $1,500.00 more for a carload of broom corn than he paid three or four months ago for the same grade.

"Another remarkable feature of this year's crop is the absence of common corn. Weather conditions were ideal for the production of good quality corn and as a result what little common grade there is, is invariably being sold along with the better grades and practically the same price charged for it. A year ago one could purchase common grade corn by the carload at almost any price and this is the reason so many cheap brooms made their appearance on the market during that time. This stock all having disappeared from the market and practically no common corn being available this year, is the reason why there have been such large advances in the price of common brooms during the past few months.

"We have found it necessary to make frequent advances as we have been compelled to re-enter the market for further supplies and each time are obliged to pay a considerably higher price.

"The latest reports are that the bulk of this year's crop is out of the growers' hands and that most of it has been purchased by the manufacturers, very little of it being now in the hands of middle men or speculators. As a result we are told there is apparently no chance for any reaction in the market.

Frozen Chinese Eggs Are Again on Canadian Market

Despite regulations made last spring, Chinese eggs are again finding their way to the Canadian market. These eggs are frozen and are used by the manufacturing trade. Local egg dealers claim that they do not directly affect the retail egg market, except for the fact that they supply a demand that would otherwise be for the lower grade Canadian storage eggs, the grade which Canadian cold storage dealers find hardest to market.

C. M. Goddard, secretary of the Poultry Producers of Ontario, announced that ten carloads of Chinese eggs have already arrived in Eastern Canada. These eggs are what are called "canned eggs," and the poultry producers are endeavoring to have the government take a hand in the matter and prevent their importation. They are broken out of the shell before they leave China and in the liquid form put into sealed tins and frozen. In this form they reach this market and are used solely for manufacturing purposes.

Manhattan Piggly Wiggly Stores Fail

Piggly Wiggly Eastern Corporation With Stores in Newark, N.J., and Suburbs Also Goes Into Liquidation With Reported Liabilities of $1,000,000 and Assets of $25,000—Founder of Piggly Wiggly Stores Denies Any Connection With Failed Concerns

CANADIAN GROCER learned on Tuesday of this week of a report to the effect that the Piggly Wiggly stores in New York had gone into liquidation, and with a view to a confirmation of the rumor wired The New York Journal of Commerce, with the following reply as a result:—

New York, Nov. 21.—Following the failure here on Saturday of the Manhattan Piggly Wiggly Corporation with liabilities of approximately $1,250,000 and assets of $350,000, the Piggly Wiggly Eastern Corporation with stores in Newark, N.J., and suburbs, failed on Monday for $1,000,000 with assets of $25,000. These two corporations, New York City and New Jersey, operated under separate franchises from the parent corporation of Nashville, Tenn., under a group arrangement. They were distinct from the parent company, and Clarence Saunders, founder of the Piggly Wiggly stores, wires a strong denial of any connection, financially or otherwise, with the failed concerns. The two local concerns have been less notable in the grocery field than as objects of stock promotion under the management of James Elliott's "Business Builders" and in grocery trade circles the feeling has long prevailed that it was being over-financed for practical grocery operation. It is understood to have opened 38 stores, by no means reassuring in their present day success. Plans were said to contemplate opening 2,000 stores in the Metropolitan district.

LATER—The Piggly-Wiggly Corporation voluntarily applied for a receiver late to-day (Tuesday, Nov. 21). The Corporation operates four stores in New Haven, and three at Bridgeport. Liabilities are given as $50,000; assets $40,000. The other failures were precipitated by involuntary petitions of creditors.

A Window Display of Vegetables is Appropriate At Any Time and Possesses Real Selling Value



An attractive display of vegetables that can easily be arranged, even at this season, and which will be a splendid stimulus to sales of green stuff.

Why Has the "Big Fellow" Succeeded?

Some Thoughts That Might Help the Smaller Man Who is Seeking the Road to Success—The "Big Fellow" Studied His Community, Gave it Leadership in His Line and Gave it Service—Ideas That Developed Big Business Can Also Be Applied to Smaller Business

THERE are many retailers who, when they see in a trade paper some article based on information secured from a big store, immediately assume the mental attitude that this information can be of no use to them. It is about the "big fellows;" therefore, entirely unsuited to himself. He says to himself, "He does business in a very big way; I do it in a small way. He has systems in operation in his store which are absolutely impossible in my store and which would be cumbersome and too expensive. His displays are for the big windows; my windows are small and totally unadapted to such elaborate displays." And he follows this line of argument through a dozen channels, so to speak, only to arrive at the conclusion that the problems of his and the big store are entirely different and, therefore, there is little he can learn by studying the methods of the "big fellow."

They Were All Small

One has but to have a smattering of knowledge to realize how destructive to one's self this kind of argument is. The retail establishments on this continent and in Europe that are now world-renowned all started in as small a way as the smallest man started in business during the year 1922. Marshall Field's, Lord & Taylor's, Selfridge's, Eaton's,—all world-wide organizations—had their beginnings in a small way. If the founders of these organizations could have looked into the future—into 1922, for instance—they would not have believed, even though they had seen it with their own eyes, what they see. They would have regarded it as a hallucination, an unrealizable dream, an altogether unattainable ideal. From the humble beginnings which marked their first efforts to a world-wide organization, sending its representatives into every foreign port where salable merchandise might be bought! Impossible! Ridiculous! Foolish dreams! Yet, these organizations stand to-day, monuments to their genius as merchant princes, as business statesmen.

Why Did They Succeed?

Does the retailer who is doing business in a small way ever ask himself why these men, these world-wide organizations, succeeded? The rudiments of their success are simple enough; the vast complications and intricacies of their world-wide business ventures came with the day-by-day study of business conditions, business systems, and the adjustment of their methods and organizations to meet the ever-changing conditions and developments. But the rudiments of their success were simple enough, as simple in 1922 as a quarter, a half, three-quarters or even a century ago.

They made a careful study of the community which they endeavored to serve from the very first. They studied the character of the people, their habits of life, their work, their play. They knew that their daily requirements would be governed by these. And then they laid at their customers' feet, as it were, the things they needed from day to day. And at the same time, they did not overlook their responsibility of leadership. They kept in touch with foreign influences that were bound to have a bearing on the development of fashion, that were part of the march of progress itself. And by bringing these things to the very doors of their clientele, they assumed a position of leadership in the community as vendors of the newest things offered in the various markets of the world. By studying carefully their community and its requirements, by keeping in touch with the outer world that could be brought within the walls of their own establishment, they catered to and finally received the approval of the community. And so they built and grew.

They Also Gave Service

There is one other thing they gave. They gave it as they grew as well as when they were grown up. They gave it in studying their community and its needs; they gave it when they placed on their counters merchandise from all over the world that would be acceptable to their friends. They gave service, with all that that word means. Sometimes in one act of service they lost their profits on the transaction, but they had made a life-long friend whose business meant long years of profit. If a small parcel were left out by carelessness in delivery a special messenger was sent post-haste to deliver it. If a small bottle of pickles were left out of an order consigned to gay picnickers they found out where the picnic was and sent a special messenger to the spot where the picnic was being held with the bottle of pickles. If a customer wanted something very badly on his way to the train they sent a special messenger with it to the train to place it into his hands. They did a thousand and one things that convinced the customer they were anxious to fulfill their obligations as a distributor of merchandise.



Little acts of service, you will say. Yes they were, but they were fraught with mighty consequences. And they were but typical of things they were doing every day inside and outside of the store to prove their service slogan to the public. Now, their establishments are given various names, but the name is just another name for service.

The Road to Success

The road to success in the retail field lies along these two paths—studying one's community, and giving a service that is unfailing. The big store was not always a big store; their methods of to-day are methods that developed as they rapidly travelled along these two pathways. During the days and years, perhaps, of their humble beginnings they studied the methods of the "big fellows" of that period: No idea was too big for them to learn about and to apply to their own business in some way or cherish till the day came when it could be applied. There was also something in what the big fellow did that gave them a cue to a better way to do something they had been doing in another way. They didn't regard the big fellow as a scourge; they knew him to be a leader because he gave a service that the people appreciated—and then they started out to do the same thing.

They had faith in their country. They knew it would some day be a big country with a place for many community leaders in the mercantile field, and they aimed to be one of those leaders. They grew up with the community because they studied its needs and gave it the necessary leadership in their particular line. Their usefulness extended beyond their community because they understood better than many other merchants who should have known what real service meant. They knew their community and their country. They gave service. And they succeeded.

Window Displays Appeal to Women and Should Be Built Accordingly

THE BOTTOM of a show window should be about twelve inches above the sidewalk. The passerby will see the display. It will come within his natural range of vision.

Have your windows just as modern as you can. The cost will be more than made up by their increasing advertising value.

Good lighting will increase the value of your windows. People see them at night when their minds are free from the worries of the day and more open to suggestion. A lighting expert will tell what style of lights to use and how to place them.

Plan Displays In Advance

Plan your window completely before placing the merchandise. Many of the best decorators draw a diagram before starting their work.

Metal fixtures are practical and serviceable. They are adjustable and different arms may be added. For some kinds of merchandise glass fixtures are best. Expensive devices for displaying your goods are not necessary. In most cases you can make fixtures that will answer your purpose quite as well.

Of all the money stores receive, 90 per cent. is spent by women. Make your displays appeal particularly to them. They are more easily influenced by suggestions and price appeals than men.

The experienced decorator uses his best windows to show articles which women buy.

Follow Nature's Scheme

A display should contain but one idea. This does not mean that only one thing should be shown, but if different things are shown they should be related in some way.

Do not attempt to show too much merchandise in your windows.

Some one has said that the value of a display is determined by what the decorator leaves out.

Pleasing colors beautify a window and attract attention. Wrong color combinations are displeasing and detract from the display.

It is a safe rule to follow the color scheme of nature, for she makes no mistakes. The brown and yellow of the sunflower or the blending of the colors in ripened fruit are good examples.

There must always be some connecting link to unite the different articles placed in the window.

This principle applies in making up displays of any kind of merchandise.

Showing the purpose for which an article is used attracts attention and makes the display more suggestive. Make use of the power and suggestion to increase the demand for your merchandise.

Each season has its calls for certain kinds of merchandise. Anticipate these demands in making up displays. Some stores have a display calendar. It reminds them to suggest the future wants of their customers.

Merchandise becomes unsalable if left in the window too long. For this reason, if no other, displays should be changed frequently. You would not repeat the same selling talk over and over to a customer. Neither should you allow the window to remain too long without changing.

Conveying the Big Idea

Use care in arrangement if you would have the public get your message. Keep in mind the big idea you want to get over and put it where it can be most easily seen. Leave an open space, arrange merchandise in masses and avoid straight lines.

Unusual displays are good, provided they help to centre attention on the big message you want the public to get. Freak displays that fill the sidewalk with people, but don't bring people to the store to buy, are wasted efforts.

The object of your displays is to sell merchandise, and any display is a poor display that fails to do this.

Don't use too many show cards. One is enough, and have it give some definite selling message. It should tell why the public should buy the goods shown in the display.

Good show cards will make your display windows sell goods.

Sales From Impressions

Make use of these displays and improve on them with your own ideas when you can.

Showing the different processes of manufacture, or the materials from which anything is made, always draws attention and inspires confidence in the product. Manufacturers will usually lend assistance in making up displays of this kind.

People's opinions of your store are formed to a large extent by your windows, and no pains should be spared to have everything exactly right. New customers are the ones you want to get, and if you make your windows interesting it will give new customers a good impression.

A price card wrongly placed or some little inattention to details will spoil an otherwise perfect display. Do not allow carelessness in your show windows. Keep the glass clean and everything in order.

Conference Will Take Place on December 5, 6, 7

Toronto, Nov. 22 (Special).—A conference between manufacturers, wholesalers and retailers, regarding the Sales Tax, the stamp tax on receipts, and other matters of general interest, is to be held here at the Prince George Hotel on December 5, 6, and 7. The committee of retailers who are to attend on this occasion include J. G. Watson, Montreal: Henry Watters, Ottawa; E. A. Stephens, Ottawa; B. G. Crabtree (grocer), Ottawa; W. J. McCully, (grocer), Stratford, and president Ontario Board, R. M. A.; N. C. Dyan, Guelph; J. J. Duffus, Peterborough; J. A. Burry, E. Mack, H. Taylor, George E. Bingham, Toronto; E. D. Lowe, Ottawa; George Potter, Kitchener; W. C. Miller, Toronto, and E. M. Trowern, Ottawa.

Big Shipments of Walnuts Are Turned Down in New York

Montreal, Nov. 22 (Special.)—There will not be the supply of walnuts on the market this winter that was expected. Already New York shows a stronger tone on account of the large quantities of the nuts that have been turned down at the port of entry. The inspector of agriculture at New York has turned down shipments of the new crop Bordeaux halves as being waste and mouldy to the extent of 16 per cent. Much of the shipments of Marbot walnuts has been unable to pass the United States test of 85 per cent cracked. The result is, according to local importers, that supplies of walnuts from Cormes district will have to be relied upon. One importer stated that on account of the action of the New York authorities, who are very strict on this point, Marbot walnuts will be practically off the market at Christmas time.

As yet the Canadian inspectors have made no condemnation of shipments to Montreal but local dealers are expecting that on account of the recent turn down at New York, local inspectors will be all the more strict in their examinations. Some of the local importers of nuts view the action of the New York inspectors with favor since it will prevent the sale of stocks of low grade walnuts at a price that ruins the sale for the better grades and hurts the demand in general. As one of these importers said to a Canadian Grocer representative, "We would like to warn the retail grocers to be careful to examine a fair sample of walnuts before they place their orders for the Christmas trade. There is sure to be an effort to unload in Canada walnuts that have been turned down in New York."

A Further Discussion of Investment

Rate of Interest is of Slight Importance, Compared With the More Vital Element, That of the Safety of the Principal—Obtain Investments of the Highest Grade

By HENRY JOHNSON, Jr.

COMMENTING on my article of a few weeks since on accumulating a competence through systematically putting aside a given sum each month, one brings forward an argument for building and loan associations. He shows how solid they are as a rule, and what excellent records they have made. He proceeds to indicate how much better seven or eight per cent. is than my six per cent.

Let me say, first, that the rate of interest is of comparatively slight importance. The vital element is safety of principal. The keystone to the entire structure is that there shall be no loss that is humanly preventable. Given such security and the habit of saving and rate of interest can next be considered. It merits careful, thoughtful consideration. Money at six per cent. compound interest will double in 11 years 265 days. At seven per cent. compound, it will double in 10 years 27 days. Hence, the rate of interest surely counts.

But who would care to risk the principal for the sake of doubling his money in slightly over ten years if he may be much more certain to play safe by waiting two more years?

Next, there is no such thing as an absolutely secure investment. There also is no such thing as a clock or watch that will keep perfect time. But we know that if we go to makers of good watches we can get a time piece that will keep time that seems perfect, that is in every way perfectly satisfactory and reliable. So also may we go to high grade, reliable people who have made a life work of investment and from them—provided we are willing to be guided to our own good—can obtain investments of the highest grade and greatest known stability.

Building and Loan Associations Often Good

Now, it is true that any number of building and loan associations have made excellent records. They are to be found in practically every community—and it is well to invest in your community to a very great extent. You can find instances everywhere of men who have invested at home and become rich. Unfortunately, also, you can find just such men who have kept all their eggs in one basket, have gone on for years in apparent prosperity, who then have been wiped out by some unforeseen accident or disaster.

Possible instances may be illustrated this way:

A certain city has gas works, electric light plants, business blocks—a flourishing, apparently stable city. But it was damaged very terribly by flood in 1921. Bondholders in the public works may have suffered. Holders of securities based on other local enterprises may have had to forego interest and perhaps suffer some depreciation or loss.

Now, I do not know that anybody suffered in the way I indicate. The strong probability is that many did suffer. Anybody who had invested his entire resources in certain utilities ran the risk of being sadly embarrassed, worried, of going without interest, perhaps of sustaining serious loss.

Maybe you will think of the conflagrations of other places, or of the "shakes" of the South.—"O, yes," you say: "I'd want to keep out of earthquake regions!"

The Safeguard of Diversification

Now, none of those things may happen to you. Neither may you ever have a fire. Yet you would not think of cancelling your fire insurance.

So, to render security doubly, trebly secure, to safeguard you on every hand in every possible way, the good bond houses of the country have long practised diversification in investment. The best-known securities are obtained—then your investment is divided up among many of them, covering widely remote territories.

A man whose fund of, say, $5,000, is subdivided up so he has $500 in each of ten high-grade securities is, humanly speaking, safe. And remember that while money at eight per cent., compounded semi-annually, will double in a little less than nine years—provided it is not lost!—those figures will mean nothing to you but bitterness if it is lost through too eager seeking for high rates.

So let us assume that a man has $5,000 in nine good bond securities mentioned.

Then assume that any of those bonds is temporarily out of business because of some disaster, all of his capital subject to question is $500, or ten per cent. of it! He need not lose a wink of sleep. Even assuming that the $500 is lost—which, for reasons I shall give, is unlikely—his income from the $4,500 will make it up in less than two years.

But it is not likely to be lost because the minute anything goes wrong with a security sponsored by a high-grade bond house, that house immediately takes steps so to handle the property that it may be saved to the investors. As trustee under the mortgage such a house has rights which enable it to safeguard its investors in many ways not available to you in most cases and seldom practical in any case because you cannot afford the time nor have you the facilities or knowledge to do it.

Why Learn By Experience?

Experienced investors know these things. The trouble with most of us is that we are not satisfied to learn by their experience. We like to burn our own fingers first: that seems to be the only way we can be satisfied. Then, perhaps a bit sadly, we turn into the road of conservative accumulation under the guidance of experts who were right there, eager to serve our interests, all the time.

Because those bankers make an exhaustive and continuing study of investment, they acquire great skill in judging of their soundness. One of the chief points about anything is management. The bond houses can and do investigate the personnel of all managements before they lend on any projects. They can do this in their regular work, but you and I could not do it at all.

Perhaps I have succeeded in indicating what I mean when I say, as I have said many times, that the buyer of sound bonds has the biggest men in the country working for him. He has. He is the man for whom the big public utilities earn and pay dividends.

But those of whom I speak are those who buy their securities through bond bankers of established record and unsullied reputation, who seek security as the prime consideration and are content to proceed along the conservative road toward solid accumulation.

And again I say: If in doubt, ask me!

Problem in Simple Arithmetic

A West Coast grocer writes me that he did a business of $33,675.92 last year at a cost of $3,376.15 and wants to know the percentage.

That is not very complicated. If the expense had been $3,366, ten dollars less than it was, the ratio would have been just inside of ten per cent. As it stands, obviously therefore, it is just over ten per cent.

Divide 3,376.15 by 336759 and you will get 10025 and a remainder. Point that off and you will have 10.025 plus.

Canning Industry in Europe is Growing

World War Taught European People Much About Canned Foods —Industry in France and Italy is Thriving—Latter Country is Specializing in Canned Vegetables, and is Insisting on Strict Grading of the Vegetables

EUROPE is fully a generation behind the United States in the use of canned vegetables, according to the United States Department of Trade and Commerce. This fact is accounted for largely through fixed dietary habits and a prejudice in some quarters against the consumption of tinned foods which existed up to the outbreak of the war. This prejudice has been considerably worn down through the wide war-time distribution of canned milk and meats.

Educational Advertising Needed

Certain vegetables, such as corn on the cob and sweet potatoes, which are popular in Canada are unappreciated in many parts of Europe. In Northern Europe white potatoes, cauliflower and cabbage are the three staple vegetables. The tomato has long been a standby in Italy, since it provides the sauce for the dish around which the domestic life pivots, namely, macaroni. This vegetable is rapidly coming into increased favor in England and although climatic conditions are against its cultivation as a field crop, it is being grown under glass successfully, probably not less than 25,000 acres being devoted to this purpose. The consumption of tomatoes is making some headway in Germany where until recently this food product has been poorly esteemed. France occupies an intermediate position between England and Italy regard to the tomato. The consumption of the vegetable is rapidly increasing, and excellent tomatoes may be raised out of doors particularly in Southern France. One may form the general estimate of the chances for the exportation of canned vegetables to Europe by taking them up in detail, eliminating the items in which our own canned vegetables have something less than a fighting chance.

Do Not Like Sweet Corn

It may not be worth while to advertise the merits of a preserved vegetable among a people which dislike it in a raw state, and a good deal of confidence would be required to undertake a pioneer effort to introduce canned corn in Northern Europe, as these populations have no liking for sweet corn in its fresh state. Even in Italy where corn is produced on a rather broad scale, the grain is ground into meal and is so eaten by the native population. In Europe, north of the Alps, corn in any form is considered hardly fit for human consumption, being imported principally for animal feed and for use in beer and distilling industries.

The same thing is true of sweet potatoes. In one small district in Italy, near the mouth of the River Po, sweet potatoes are raised successfully, but no where in all Europe does this vegetable form an important item in popular diet. The sweet potato would undoubtedly flourish in Southern Italy and would form a cheap and satisfying diet dish for the population of that region, but the flaw in the argument is that the Italians do not like sweet potatoes. This would seem peculiar when one considers the enormous food values derived from corn and sweet potatoes in Egypt and in our own country. It is a circumstance worth noting that fresh sweet potatoes imported from the United States are beginning to have a good demand in London, but the demand is traceable for the most part to the big hotels which seek to cater to the food fancies of the tourists.

Italy Now Canning Peas

Spain, Italy and France all go in for raising early spring peas and the small tender green peas packed in France have a world wide reputation. Italy, which for some years has been shipping raw peas across the border to be packed in French factories is now undertaking to compete with France in the canned peas business. This year in particular, this Italian industry has received a boost by the fact that in many districts of France the pea crop has been a failure. It is without a doubt a big potential market for the best quality peas such as are now being packed in France and Italy. The Canadian packer of canned peas has to meet quality competition therefore in the British market. This is being done to considerable extent. Canned peas are frequently bought on color and the Canadian packers are not permitted to use the iron chemical so freely used in France.

A Case of Habit

Lima beans are freely raised in Europe, but the chances for building up a trade in canned stocks are not good unless there is a stiff grading and the delicate green young beans separated from the hard matured stock. The European farmer allows such lima beans as are not put on the market in their tender state, to grow hard in the pod and when harvested are kept for cooking during the winter months. It is manifest that the European householder would see no point in importing hard mature lima beans put up in a can when he has quite a stock of dried beans hanging in a sack from the ceiling in his kitchen.

Italians Packing String Beans

The observations made on green peas and lima beans hold true of string beans. The European consumer has no use for over-grown string beans. The Italians are making quite a success of canning string beans grown on the volcanic soil around the base of Mount Vesuvius, and this success pivots on the fact that great care is exercised in selecting young, tender and delicate stock for processing. Already these canned string beans have found their way to the Canadian market and are competing with our own pack. One of the secrets of their ability to find a demand in Canada in competition with our own pack is that the grading is particularly strict and the goods are packed in a most scientific manner. The large wax beans of this country are little known in Europe and will have to be introduced, but here again the pioneer would be confronted with the confirmed dietary habits.

War Helped Canadian Canned Goods

Canadian pork and beans, widely distributed throughout the allied countries during the war, found ready appreciation. In other words, the groundwork of a popular demand has already been built. With the exception of the British, Dutch, German and Scandinavians, Europeans are, perforce, more vegetarian in their habits than Canadians. They cannot afford meats, which, in such countries as Spain and Italy, are considered by the poorest class a luxury to be enjoyed only on festivals and other special occasions. These great populations, living precariously on a narrow margin of subsistence, are accustomed to eke out their vegetable diet with a bit of cheese or salt pork. this forming the hub of the thick vegetable soup which is the dietary mainstay of countless European households. The combination of pork and beans finds a popular response therefore, and this trade ought to be capable of a good deal of expansion.

Asparagus in London

White asparagus tips, as put up principally by the American canners, occupy a position of undisputed superiority and sell readily as a luxury article in the principal European markets, particularly in London. This is one item in canned vegetable trade in which United States' experts are limited by lack of produc-

(Continued on page 24)

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI NOVEMBER 24, 1922 No. 47

At Cross Purposes

"YOU CAN'T run with the hare, and hunt with the hounds" is an old, old saying, full of meaning and emphasizing the truth that you cannot serve two purposes, diametrically opposed to each other.

However it would appear that The Toronto Globe is attempting this generally accepted impossible task, and is endeavoring to serve its subscribers, by devoting a special page periodically to advertising, informing the people in outside cities, towns and villages of the splendid advantages to be gained through shopping by mail. At the same time, through the medium of the Retail Merchants' Globe, circulating as it does among retail merchants in these same small towns and villages, they are telling them how to build up their business and increase sales.

It must be apparent to the average retailer that The Globe in building up a mail order business, is taking trade that rightly belongs to the small town merchant, inviting their subscribers to give it to the big city retailer. Their mail order service and their retail merchants' service are entirely opposed, and the truth of the adage at the beginning of this little article is at once impressive.

The Worthless Cheque

WITHIN THE past few weeks a number of reports have come to light where unsuspecting grocers have been the victims of persons passing worthless cheques. The practice, it is stated, has usually been perpetrated on Saturday afternoons after the banks have been closed, and when the grocer cannot get in touch with the bank to find out if the account is good. However in a number of instances the cheques have been offered as having been given the payee in lieu of wages, and have been endorsed with apparently reputable signatures, under which has frequently been marked, "in trust—wages account." The amounts have ranged from $25 to $50.

The retailer and particularly the grocer who perhaps is in closer touch with the wage earner than any other merchant, should at all times be assured of its worth before accepting any cheque. If it is not possible for him to get in touch with the bank, and his confidence in the person tendering the cheque is not sufficiently well established to warrant his acceptance of the same, he should without hesitation refuse it.

"Selling Their Business"

THE GROCER must realize that if he is to remain in business he must bestir himself, and strive through service and better merchandising to meet the competition of chain stores, towards which he has heretofore adopted sometimes a complaining and complacent attitude.

The retailer should be the most concerned about his future and should be prepared to exert the greatest effort in his own defense. He is the pivot and if he refuses to work with all the spokes, there is no chance of accomplishing anything in his behalf. Too many have been prone to stand aside in the face of what they declare is unfair competition, and have done little to meet it.

From time to time Canadian Grocer has told how merchants in various parts of the country are successfully meeting this competition. They are telling people about their business and what they do for them. They are in other words "selling their business" to the public just as the chain stores have been doing right along. They are advertising their stores, not alone through the use of newspaper space, but through the use of attractive window displays with a real selling value, through good service, and what is most important because of selling only top quality goods.

Replacement the Proper Basis

A. C. Pearson, vice-president of Dry Goods Economist, in an address at the New York Advertising Club recently on the "Tariff and Advertising," made some interesting remarks on selling at replacement prices, says Printers' Ink.

This old war-horse, "Replacement values," is back with us again. During the war and the hectic period following it, it kicked up an enormous rumpus in the business world. Whether to sell at cost price or replacement value was one of the great cries of the hour.

At first the practice of basing the selling price on what it cost to replace the merchandise was not very extensively followed, but along toward the end of the inflationary period the practice became very common. In fact nearly everyone was doing it. But the custom never met with popular favor. The merchant who took advantage of a producer's replacement value on making a price was dubbed a profiteer. In many governmental quarters the custom was severely frowned upon. It was reasoned that a merchant should be satisfied to take his regular profit on his cost price and not also take the speculative profit which he won through the advancing market.

This question was being argued fiercely when the tide turned. Let it be said to the embarrassment of certain merchants, that when the market began to recede they reversed their former practice. They then started in to base their prices on cost value rather than replacement value. But they could not resist the tide. Eventually they had to yield, taking the losses on their investments, just as everyone else did.

It was these very losses, paradoxical as it may seem, that demonstrated the justice of replacement selling. If a merchant must take his losses when the market drops, it is only logical that he should take his profits when the market advances in his favor. That was the point that Mr. Pearson made and no reasonable person can deny the soundness of his contention. With prices advancing again, through the influence of the tariff, it is only right, Mr. Pearson said, that sellers take advantage of their replacement profits.

There is only one word of caution to add. Manufacturers should not allow their customers to speculate through overbuying with the hope of realizing extra replacement profits. In 1920 and 1921 that is the one thing that caused such huge inventory losses. Many had been speculating on the advancing market. When they did that they stopped merchandising and started to make their profits through speculation.

Give a thought to profits unless you want to stand losses.

Make your store inviting and the trade will not refuse your invitation to do business over your counters.

Send Us Your Problems

MANY complimentary references have been made to the Annual Fall, Christmas and Winter Issue of Canadian Grocer, Nov. 3, by the trade in all parts of Canada. These are much appreciated; but we would like to receive suggestions at all times for the betterment of our service to the subscribers. Don't hesitate to write the Editor at any time with your ideas. The paper is yours. We want to give our readers what will be most advantageous to them. One subscriber for instance requests us to suggest to him a Christmas advertisement. This is being done. Another wants information on the government ruling re extracts; a third on whether he should cancel deliveries and sell "cash and carry," etc., etc. Send along your own problems.

Following are extracts from a few of the letters we received about the Fall Number:—

Many Useful Ideas

Editor, Canadian Grocer—

Just received your Fall Number and have taken great delight in reading it and obtained many useful ideas.

Strathroy, Ont. E. J. HILL.

Typography Complimented

Editor, Canadian Grocer—

We wish to compliment you on the typography which appeared in the Fall Issue of Canadian Grocer.

NESTLES FOOD COMPANY.
New York, N. Y.

Full of Good Things

Editor, Canadian Grocer—

We think very highly of Canadian Grocer. We certainly do like the Annual Fall, Christmas and Winter Issue. It is crammed full of good things.

STAR EGG CARRIER & TRAY MFG. CO.
Rochester, N. Y.

Attractive and Interesting

Editor, Canadian Grocer—

We have examined your Fall Number and find same very attractive and interesting. Your company surely knows how to handle this paper.

L. CHAPUT FILS & CIE, LIMITEE.
Montreal, P.Q.

Up-to-Date in Every Respect

Editor, Canadian Grocer—

Regarding your Fall Number, I don't think you could improve very much in the appearance and reading matter. It is an up-to-date paper in every respect.

D. HATTON COMPANY
Montreal, P.Q. Per J. A. Paulhus.

Well Worth While

Editor, Canadian Grocer—

I have been interested in looking over the advertising and general make-up of the Annual Fall Number of Canadian Grocer. It is certainly a paper well worth while.

LEVER BROS., LIMITED
Toronto, Ont. Per J. E. Ganong, President.

Based on Merchants' Experiences

Editor, Canadian Grocer—

We have just received a copy of your issue of Nov. 3 (Fall No.). We think you are working along the right lines and we believe the manufacturers of all high-grade lines should thank you. We want to congratulate you on this Fall Number. It is very good indeed. The articles are fine and, I believe, practical, especially as they are based on the ideas, experiences and methods of those actually in business.

J. H. WETHEY, LIMITED
St. Catharines, Ont. Per F. J. L.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

G. B. Taylor, a pork packer and sausage maker of 220 Bridge St., St. John, N. B., has considerably enlarged his plant by the addition of a new building. The new premises comprise offices, packing rooms, weighing and shipping departments and a cold storage plant.

Ontario

Another delay has occurred in the Kellogg cornflake appeal case and latest information is that it will come up about the middle of December.

W. C. Miller, Ontario secretary of the Retail Merchants' Association of Canada, addressed a large gathering of retail merchants, at a banquet in Kincardine on Thursday night of this week.

A. F. Choate, general merchant, Warsaw, Ont., Peterborough County, has been a business visitor in Toronto this week. The live stock show at the Exhibition grounds was one of the attractions for him.

Charles Henry Gill, for 24 years clerk of Toronto Township, and postmaster and general merchant at Dixie for the past 36 years, passed away a few days ago. He was 61 years of age and is survived by his wife and one son and one brother.

Henry Azmier, grocer in Ottawa, was held up by three bandits who entered his store on a Saturday night recently, and compelled him to hand over $70 in bills and some silver. They then made their escape in a seven-passenger automobile in sight of several persons who had been attracted to the scene by the grocer's call for help.

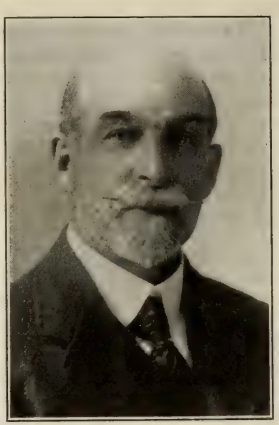
Business Changes

A. H. Hampshire is now in business at 1794 Danforth Ave., Toronto.

P. M. Quinn has commenced business at 2229 Danforth Ave., Toronto.

HALIFAX GROCER SHOT BY BURGLAR IS DEAD

Halifax, Nov. 20.—Leslie A. Corkum, grocer on Spring Garden road, who was accosted by an unknown man, as he was about to close his store for the night, passed away as a result of wounds inflicted when shot by his assailant. Several suspects have been arrested by the police, but a murder charge has not been preferred against any of them.



HENRY BAULD
Head of Bauld Bros., wholesale grocers, Halifax, N.S., who are retiring from the wholesale grocery field in the Maritimes.

Bauld Bros. Retire From Wholesale Business in Halifax

Halifax, N. S., Nov. 20.—The announcement was made by Henry Bauld of the firm of Bauld Bros., wholesale grocers, at a meeting of the Nova Scotia Wholesale Grocers' Guild, held at the Board of Trade the other night, of the firm's retirement from the association, which necessitated also his resigning from his office as vice-president of the organization. Mr. Bauld announced that his firm was retiring from the wholesale grocery business to enter the grocery specialty line, and expressed his regret at severing his connections with the Guild.



J. F. TAYLOR
of the E. B. Eddy Company, Hull, Que., who has recently been appointed general sales manager of the company.

The firm of Bauld Bros. is one of the oldest established and best known firms in Canada, having been founded about one hundred and thirty years ago, and has always been in the foremost ranks among wholesale grocery establishments. Mr. Bauld, the head of the firm, has been for many years an active member of the Nova Scotia Grocers' Guild, having served in the capacity of vice-president for a number of years past. He was also a member of the executive of the Canadian Wholesale Grocers' Association.

S. O. Hogg, of the firm of A. and N. Smith, was elected to fill the vacancy caused by Mr. Bauld's retirement. A resolution of regret was passed at the withdrawal of the firm and various members of the organization voiced their regrets at severing their relations with one who had been so long a member of the association.

Is Now General Sales Manager of the E. B. Eddy Company

Hull, Que., Nov. 20.—John E. Taylor, who for the past ten years has been secretary-treasurer of the E. B. Eddy Company, here, has recently been appointed general sales-manager of the company. Mr. Taylor has been forty-one years with the E. B. Eddy Company, starting at the age of nine years, as a messenger boy. Mr. Taylor is a member of Hull City Council, and has the distinction of being the only English speaking representative on the Council.

THIRTY-FIVE DOLLARS IS TAKEN FROM CASH DRAWER

Hamilton, Nov. 21.—The upper James street store of Wm. Carroll was entered the other evening and thirty-five dollars were taken from the cash drawer. The burglar gained entrance to the premises by boring a hole in the back door and removing the lock.

Passing of "Jack" Charles is Mourned by Hundreds in the Trade

THE death of John W. Charles, manager of Marland-Woolnough Company, wholesale grocers, Niagara Falls, Ont., was mentioned briefly in last week's issue of Canadian Grocer. His sudden death was a big shock to not only the business community of Niagara Falls, but to the Ontario grocery trade and to many firms in the other provinces as well as in the United States.

Mr. Charles went to the Falls almost four years ago to take over the management of the above mentioned firm. Since that time he had become one of the leading figures in the community life as well as in the business life of the town. He was president of the Chamber of Commerce, and interested in everything that had any application to the building up of the community.

Members of the Canadian Wholesale Grocers' Association who attended the annual meeting at the Falls last June, will remember with a great deal of pride, how Jack Charles had arranged for their comfort and entertainment so splendidly that his work, which was done practically alone, was commended by all the officials present.

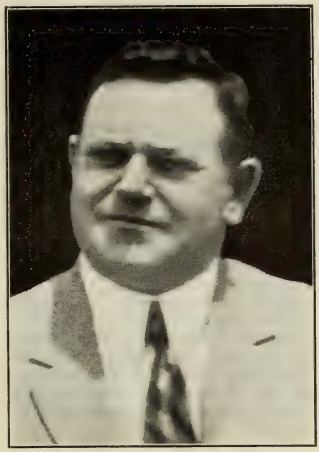
Twenty Years on the Road

It was a good many years ago when Mr. Charles joined the staff of H. P. Eckardt & Company, wholesale grocers of Toronto—about 24 to be more exact. He traveled for that firm in Ontario for 20 years so that he was familiar with many retailers throughout the province. Not only that, but they all liked him for his sunny smile and amiable disposition. Always bright, cheery and optimistic, his was a welcome figure in the store of every customer. When he left H. P. Eckardt & Company at the end of 1918 he was tendered a banquet and was presented with a gold watch by Mr. Eckardt.

Director of Travelers' Association

He was for many years a member, and at one time president, of the Drummers' Snack Club which picnics each year at Georgetown, Ont., and formerly at Erin, Oakville and Alton. In this as well as in everything else he went into, Mr. Charles always made his presence felt in a way that tended to the betterment of the various entertainments. At one time he was also a director in the Commercial Travelers' Association.

William Charles, with W. G. A. Lambe & Company, manufacturers' agents and brokers on Front Street, Toronto, is a brother and it was from the residence of the latter that the funeral took place on Saturday afternoon last. The large number of friends present, both at the service in Niagara Falls on Thursday night, and Saturday afternoon in Toronto, emphasized strongly the high esteem in which the deceased was held.



THE LATE "JACK" CHARLES

It is interesting to recall that on the night of the dinner tendered Mr. Charles by H. P. Eckardt & Co., the song sheet contained some lines, sung to music, that illustrated briefly and effectively his salesmanship qualities. They run like this:

John sells tons of goods in Brampton;
He's the big noise in Owen Sound.
And he burns things up way up in Shelburne,
And in Guelph the rest don't sell a pound.
And they fall for John in good old Georgetown,
And they fall for him where'er he calls,
And they say he's taken on a new town,
And at last old Niagara Falls.

Letters To The Editor

Sales Tax Amendments

Editor Canadian Grocer:

I noticed some suggestions re Sales Tax amendments in one of your recent issues. I think it is about time the retail merchants of this country got together. If they do not they will soon be working for the manufacturers. Take for instance some of the breakfast foods, we could mention several lines, advertised at fifteen cents per package costing the merchant twelve cents and then they suggest placing a 4½ per cent. tax on the invoice of the retailer.

If the whole tax was placed on the manufacturer, he would add it to the cost of production and the manufacturer could then advertise his goods to the consumer at a retail price which would show the grocer a fair profit. This would induce grocers to handle same and not make the retail merchant the tax collector for the whole country.

Why does the manufacturer keep trying to shift his burdens? We retailers sell the manufactured product in small quantities at a close margin and it is about time we were waking up to these facts. Just look around Mr. Retailer and see who is getting the turkey.

Provincial Officers Address Merchants in Chatham, N.B.

Chatham, N. B., Nov. 20.—A large percentage of the merchants of the town gathered in the town hall the other evening to hear addresses from President R. A. Macaulay of the Retail Merchants' Association of St. John, and Mr. McIntyre, the treasurer.

Mr. Macaulay spoke very interestingly for over half an hour on the causes of business conditions of the day and urged on all merchants retrenchment and lowering of overhead expenses that prices might be reduced to the benefit of the consumer. Mr. McIntyre dwelt on the good effected by the association and the reason for membership in it.

On motion of Mayor Mersereau and ex-Mayor Hickey a hearty vote of thanks was tendered the speakers of the evening.

It is expected that the branch in Chatham will be revived as a result of this meeting.

TORONTO GROCERS ENJOY SOCIAL GATHERING

Toronto, Nov. 22 (Special).—Toronto grocers to the number of eighty enjoyed a social gathering on Monday night of this week, the first of the fall and winter season. Progressive euchre was the order of the evening, and a very happy time was the result. Prizes were won as follows:—1st prize, John Mackay, 2nd prize, Donald McLean, 3rd prize, A. W. Johnston, 4th prize, T. A. Russell. The prizes were presented at the conclusion of the contest by Samuel McGiffin. Another social gathering of a similar character will be held early in January.

Ontario

A. K. Coulter, sales manager, Thomas J. Lipton, Toronto, left on Tuesday night on a business trip to the Coast. He will stop off at Fort William, Winnipeg and other intervening points and expects to be back before Christmas.

Complaint is Made Against German Salt for Curing Meats

There have been a number of complaints in England against the use of German salt for curing meats, etc. A large provision merchant in Manchester says that the increasing use of German rock salt for curing bacon, butter and fish was causing considerable alarm among those who know the possible consequences on the general public.

"There is very good reason for alarm," he said. "German rock salt does not go through a refining process. It is simply ground down, leaving bacterial impurities free to work ruin. Recently this German salt was tried for curing several ship loads of Danish bacon. It was all spoiled, and the loads had to be sunk.

"Hundreds of boxes of Irish bacon and butter have been spoiled in the same way, and many tons of fish.

"The suitability of salt for curing depends on three things—first, its grain and hardness; second, its chemical purity—it should contain not less than ninety-nine per cent. salt and one per cent. calcium and magnesium compounds; and third, it should be free from decaying organisms. German rock-ground salt must contain more than one per cent. of the chemicals because it has not gone through the purifying process to which English salt is submitted.

"It should be remembered that decay starts immediately life becomes extinct in the animal or fish. If the curing salt contain chemical or bacterial impurities which prevent it from exercising its full curative properties, it is inevitable that a degree of decay must ensue. The danger to the health of the people is thus very real."

Heavy Shipments of Canadian Eggs Going to England

Canadian exporters are reported by the Birmingham Post of Oct. 6, 1922, to be planning to ship to Birmingham district and other parts of England a large supply of cold storage eggs in competition with Danish exporters. A fairly good demand for Canadian eggs exists in Birmingham, according to this paper, and at Christmas time Canadian eggs will be selling in England at from 51c to 61c a doz. wholesale. These Canadian exports of eggs will also affect French exporters, who have recently been sending considerable quantities of eggs to England.

This fact has been instrumental in strengthening the domestic market for eggs. While in the past few weeks there has been a rapid advance in the price of new-laid eggs, there has not been much change in the price of cold storage eggs. Prices, however, have now started on the upward climb and with the good demand for Canadian storage eggs in England the price may be expected to advance all the more rapidly as the available supplies for the domestic trade become depleted.

FRUIT PRESERVERS AIM TO STANDARDIZE CONTAINERS

The National Preservers and Fruit Products Association, Washington, D.C., says Printers' Ink, is studying the problem of reducing the number of odd sizes of glasses and jars used by the industry. In a bulletin to the association's members, Daniel R. Forbes, executive secretary, quotes a resolution passed by the National Wholesale Grocers' Association, in which the association went on record as in favor of standardized containers and the elimination of odd sizes in glasses and jars. Mr. Forbes stated that he was convinced any effort on the part of the National Preservers and Fruit Products Association to eliminate wasteful, uneconomic and, in some cases, deceptive odd-size packages would receive the fullest co-operation of the bulk of the jobbing trade. Questionnaires have been prepared to ascertain the opinion of members on the subject.

MARLAND WOOLNOUGH LIMITED IS NOW INCORPORATED

Letters patent, under the Ontario Companies Act, have recently been granted Marland Woolnough Limited, Niagara Falls, Ont., for the purpose of carrying on the wholesale and retail business of grocers and grain and provision merchants in all its branches. The new organization takes over and acquires as a going concern all the undertaking, business, property, assets, good-will, and all debts, liabilities and engagements of Marland Woolnough Company. The new company is capitalized at $500,000 divided into 5,000 shares of $100 each.

CANNING INDUSTRY IN EUROPE

(Continued from page 19)

tivity rather than by a lack of foreign demand. In the canned goods market Italy is the chief competitor on account of their proximity to the centres of distribution and also on account of their specialization in the packing.

Europeans complain that a can of Canadian tomatoes contains over-much water and the stock undoubtedly suffers in comparison with the firmer and meatier Italian plum tomato, which gets to the consumer in its original shape rather than in a lumpy mass. But the Italian tomato has just as much moisture, only it is canned whole.

Meeting Popular Demand

The United States trade commissioner in Europe, in criticizing the offerings of American canners to the European market, makes some suggestions which should be of value to Canadian canners. His first suggestion is that the demand in Europe be carefully studied and the canned goods be made to suit that demand rather than an attempt made to educate the Europeans, who are conservative in changing their habits of life, to use canned goods that are now packed in this country. In his report he has said in part: "Introductory methods naturally would be concerned first with the fashionable hotel trade, then with advertising, along with the stocking of big chain grocery stores. England and Northern Europe are the best field for pioneer work; Spain is a thin market at best for Italy are competitors rather than customers in the matter of canned vegetables. The expansion of America's canned vegetable trade in Europe must be an evolution when one considers the limitations of buying power and dietary conservatism."

FORT WILLIAM RETAILERS ARE OPPOSED TO RECEIPT TAX

Fort William, Nov. 20.—The Retail Merchants' Association of this place recently placed themselves on record as being opposed to the stamp tax on all receipts of ten dollars and upwards, which it is proposed comes into effect on the first of January next. In a resolution that was unanimously passed this tax was described as a cumbersome and annoying arrangement, detrimental to the best interests of the retailer, and of a credit business. Rather would this branch of the association see an increase in the sales tax, if a new source of revenue must be found.

Quebec Grocers Seek An Increase in Peddlers' Licenses

Quebec, Nov. 20.—Peddlers' licenses in Quebec may be increased from $40 a year to $500 for those who travel afoot and to $1,000 for those who travel with horse and rig. They may be required to take out a license for each judicial district in which they wish to do business, and may have to have a photograph on their license, so they can easily be identified.

A delegation of members of the Retail Merchants' Association of Quebec called upon Hon. Jacob Nicol, the Provincial Treasurer recently and presented a number of suggestions for amendments to the liquor law, and also asked that the increase in peddlers' licenses be applied as stated above.

The delegation asked that grocers be allowed to open their stores for the sale of beer at 8 a. m.; permission to order beer by telephone, and a reduction of the grocers' license from $200 to $50.

WESTERN CANADA NEWS

Western Canada

The Co-operative Italiana Association, Trail, B. C., is in liquidation and the goods in stock have been disposed of.

Gosse-Millerd, Limited, of Vancouver, are conducting a contest for boys and girls in schools in Vancouver in regard to pilchards. The school children are asked to give a definition on "What are Pilchards?" the answers not to exceed fifty words, and every boy and girl up to fifteen years being eligible. Winner of the first prize secures $2.50 and there are six prizes altogether, down to 50c.

WINNIPEG MERCHANTS FINED FOR VIOLATION OF EARLY CLOSING BY-LAW

Winnipeg, Nov. 21 (Special).—Fines totaling $54 were imposed on nine Winnipeg merchants convicted in municipal police court of violation of the early closing by-law, while 67 cases were adjourned for consideration by Magistrate Sir Hugh John Macdonald on plea for leniency entered by R. D. Guy, counsel for the Retail Stores' Association.

Leniency for the 67 merchants who failed to screen off their grocery stock, which is not salable after 6 p. m., from goods which are legally salable after that hour, was requested by counsel for the retailers on the ground that they had not wilfully violated the by-law, and were willing to co-operate with the police in the enforcement of the regulations.

Northwest Travellers' Association Holds Annual Meeting

Winnipeg, Nov. 20.—The annual meeting of the Northwest Commercial Travelers' Association of Canada was held here recently, when J. E. Holland, manager of the J. C. Wilson Co., Ltd., was the unanimous choice for president. Samuel J. Godwin was elected vice-president by acclamation, and Charles Holden was elected treasurer.

The association also went on record as favoring the re-establishment of the Winnipeg exhibition. During a general discussion considerable comment was heard on the hotels of Manitoba. Several members declared that there were a number of so-called hotels that were not fit to live in, though some improvement had been noted in others.

The illness of the president elect, J. E. Holland, was the subject of a resolution of regret.

New Amendment to Food and Drug Act Affects Citrus Fruits

Ottawa, Nov. 15.—(Special).—Recent developments in Western Canada in regard to the status of citrus fruit, provides food for thought for retail grocers throughout the rest of the country. This applies particularly to oranges which have been injured by frost. A very recent amendment, by Order in Council, to the Food and Drugs Act, provides that : "Citrus fruit in which fifteen per cent. or more gives evidence of having been injured by frost, shall be regarded as unsound and inedible."

Taking this as a foundation to work upon, federal inspectors recently entered the premises of a retail grocer in Winnipeg and seized a case of oranges which, upon investigation, were found to be below the standard specified in the regulations. The analysis proved that over fifty per cent. of the oranges in the case showed broken down tissues in more than twenty per cent. of the cross sections. Writing to the authorities in Ottawa, one of the inspectors stated: "The samples taken were of small size. It is in this size that most of the frost effects are most likely to be found."

As the regulations were of such recent date, no action was taken in this particular case, but the federal authorities are doing everything in their power to protect the consumer in this regard.

The trouble lies principally with the source of production. The deterioration is due to the fruit being frozen on the tree, and in the past quite a lot of frost damaged oranges have found their way from the United States into Canada. Efforts are being made by the federal authorities to prevent the importation of this kind of fruit, and in this they have been promised the co-operation of the American Department of Agriculture. The provincial authorities in British Columbia have imposed regulations of their own. They examine all importations of fruit offered for sale in the province. But they do not go so far as to prevent deteriorated fruit finding its way to the other provinces, and it is in this respect that the federal authorities are seeking ways and means of coping with the situation.

"The grocer who finds himself in possession of a consignment of frost damaged oranges," said one of the Ottawa officials to Canadian Grocer, "can protect himself by returning the consignment to the jobber, or at least by endeavouring to have the jobber take them back."

CLERKS' ASSOCIATION WANT TO QUASH COUNCIL'S RESOLUTION

Edmonton, Nov. 20.—The application of the Retail Clerks' Association to quash the resolution of the city council, which suspended the operation of the by-law compelling the city merchants to close one-half day per week was heard recently before Mr. Justice Walsh. The contention raised by the clerks is that council has authority to operate the provincial statute under which the by-law is framed, but not to suspend its working.

Record Loading of Grain Due to Exceptional Weather

Winnipeg, Nov. 20.—Good weather conditions have made possible continuation of the large movement of grain which has been making its way east since the commencement of the crop year. C. P. R. figures showing recent grain having left farmers' hands in those districts served by the eastern division of the road to have totalled 1,805,479 bushels as compared with 943,488 bushels, the figure for the corresponding 24 hours of the previous season. Cars loaded for the same day approached the record figure for this year more nearly than has been the case for some time, the number being recorded as 1,552, and against 608 cars for Nov. 15, 1921, and 1,767 cars, the largest number loaded this year, which is the quotation for Sept. 26.

Canadian National trains have moved during the present crop season more than 12,500,000 bushels of grain in excess of the amount removed in the corresponding period of the 1921 crop season, and about 400 cars more were loaded Wednesday than on the same date of last year. Tuesday's marketings totalled 1,244,000 bushels, loadings were 1,090 cars and 1,425,000 bushels, with 25,294,000 bushels in store. Loadings for the season to date were 60,865 cars and 77,661,000 bushels. On the corresponding day last year there were marketed 914,000 bushels, loaded 697 cars and 907,000 bushels, with 13,470,000 bushels in store. For the season's corresponding period there were loaded 50,746 cars and 65,072,000 bushels.

She (coyly)—"Own up, now that you men like talkative women as well as you do the others."

He (coldly)—"What others?"

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

TRADING in wholesale circles in preparation for the Christmas trade is shaping up well and is reported as greater than a year ago. In staple grocery lines, although there is a much better feeling and the volume of business passing is larger, there does not appear to be a great deal of purchasing of futures; the bulk of the business being based on immediate requirements.

The refined sugar situation remains about the same as a week ago, prices are unchanged but apparently merchants, both retail and wholesale, are fairly well supplied as there does not appear to be a great deal of business passing from first hands and most of the business in certain sections is being done at a shade below refiners' official lists. Cables indicate a stronger market for raw sugar, buyers offering 3¾c but sales ideas are on the basis of 3⅞c c. & f. New York and it is understood that some business transpired at 3 13-16c but holders are now firm at the higher figure. New crop Cuban sugar is offered at 3¼c f.o.b. Cuba. Weather in Cuba for the growing of the new crop continues fair. At the present time no central factories are operating but are expected to commence shortly. The full position of the raw sugar market is very strong. An important factor in the situation being the small supply on hand which is only 191,000 tons as compared with 1,684,000 tons at this time last year.

The situation in flour is strong with a further advance announced in quotations. Cereals are firm with strength particularly in rolled oats and corn products. The bean market is firm and advancing. In dried fruits there is little actual change as compared with a week ago but the future for currants indicates a weakness after the turn of the new year. Almonds and walnuts are steady at unchanged quotations but peanuts continue strong under some advances. Other grocery commodities are generally held firm and show practically no change from last week.

QUEBEC MARKETS

MONTREAL, Nov. 22.—The approach of Christmas has had a noticeable effect upon the grocery trade already. Buying shows a general improvement and prices are firmer. The feature of the market is the gradual disappearance of price cutting. The sugar market is strong with no signs of the break that the wholesale trade felt was coming in December. New York is firm with a slight advance on raws. The demand for syrups shows improvement. There is a small advance in rolled oats and the whole cereal market shows improvement. Flour is also advanced in price. The rice market is steady with some improvement in buying. Package cereals are a good buy in view of the strength of the cereal market. Self-raising flour is advanced on account of the higher values of wheat flour. Canned goods are firm with strength in canned tomatoes. The nut market is quiet but with more strength in walnuts. Buying for Christmas has not yet shown itself in dried fruits. When the demand comes, as it will with a rush, a much stronger market may be expected. In the meantime an easier feeling is noted in currants and evaporated apples. Oranges are easy and a better supply of lemons is on the market. Imported and hot house vegetables are in demand. Hot house tomatoes are a little easier in price. The tea market is in a strong position. There is no change in coffee.

COFFEE MARKET STEADY

Montreal.

COFFEE.—There is no change in the coffee market. Prices are firm with a steady feeling in primary markets. There is no indication of a change in price in the local market.

COFFEE—		
Mocha	0 48	0 50
Java	0 42	0 45
Maracaibo	0 38	0 40
No. 1 Blind compound	....	0 35

COTTON TWINE FIRM

Montreal.

COTTON TWINE.—The market for cotton twine and rope is firm with strength lent by the strength of the raw product. The wholesale grocery prices have not advanced to the full increase in cotton values and prices are lower than to other trades. This market is in a strong position.

COTTON TWINE—	
4 ply balls	0 51
3 ply balls	0 48
3 ply cones	0 47
3 ply tubes	0 47
4 ply cones	0 50
4 ply red and white	0 58
Cotton rope 3-16	0 45
¼	0 44
5-16	0 44
⅜	0 44

ROLLED OATS ADVANCED

Montreal.

CEREALS.—Millers have advanced prices on rolled oats in bulk by 10c. a bag. The wholesale price now varies between $3.20 and $3.35 a bag, with a strong market. White beans are also slightly advanced and promise to be scarce. The whole cereal market is stronger, some lines through sympathy with the oat market but nevertheless the improvement is noticeable.

CEREALS—		
Rolled oats, bag	3 20	3 35
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

ANOTHER ADVANCE IN FLOUR

Montreal.

FLOUR.—Flour has scored another advance and still holds a strong position. The grain shortage at the mills is playing an important part in the market values and the advance of 5c. a bag on

hard wheat flour is general. Spring wheat flour in 98's is quoted at $3.90 and in 7/14's at 63c.

FLOUR—	
First patents, 98s	3 90
First patents, 7/14s, jute	0 63

CANNED GOODS FIRM

Montreal.

CANNED GOODS.—The market for canned goods stands firm with a good trade passing. List prices are well maintained and in some lines particular strength is noted. Canned tomatoes promise a strong future. The wholesalers predict that there will be a higher price quoted and probably a shortage since the demand has been heavy and offerings are being quickly cleaned up. Some wholesalers have advanced their prices on whole and sliced beets, 2s, making the price $2.40 a doz.

CANNED VEGETABLES		
Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Beets, 2s whole	....	2 40
Beets 2s sliced	....	2 40
Cabbage, Simcoe, 2½s	**180**	....
Corn, 2s	1 20	1 40
Corn, extra quality	....	1 40
Corn (on cob) 2½	2 40	2 75
Carrots (sliced), 2s	1 45	1 75
Spinach, 3s	2 25	2 90
Squash, 3s	2 25	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 40
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s standard	0 95	1 00
Do., 2s	....	1 05
Do., 2½s	1 42½	1 45
Do., gallons, standard	....	3 25
Parsnips, Simcoe, 2's	1 30	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	2 25
Do., Sweet Wrinkle	....	1 67½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30
Canned chicken haddies, 4s, lb.	....	9 00
CANNED FRUITS		
Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 50	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	18 50
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
Pineapple—		
Extra fancy sliced 2½s		5 25
Extra fancy sliced, 2s		4 15
Extra grated, 2s		3 40
Extra sliced 30 oz. glass		9 00
PEARS—		
Extra fancy 2½s		5 25
Extra 2s		4 00
Standard 2½s		4 85
PEACHES—		
2½s, yellow cling		4 50
2½s, yellow		4 25
Extra yellow 2s		3 25
Cling sliced 2s		3 50
Standard 2½s		3 75
Standard Yellow Cling, sliced		4 00
Strawberries, 2's		3 30
Greengage Plums, heavy syrup	2 20	2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

RICE MARKET FIRM

Montreal.

RICE.—There is noticeably more interest taken in the rice market. The increased value of other cereals has had its effect upon rice. Buying shows some improvement but is only for small lots. The situation in primary market is somewhat improved and the future of Oriental rices depends largely upon developments in the East. At the present time prices are steady.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 90
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

PACKAGE FLOUR HIGHER

Montreal.

PACKAGE GOODS.—On account of the increased value of wheat flour Brodie and Harvie's self-raising flour is advanced 5c. per doz. on the 3 lb. packages and 10c. per doz. on 6 lb. packages. Pancake flour is unchanged. Schepp's cocoanut in bulk and in packages is advanced one cent per lb. The ¼'s in 5 lb. lots are now quoted at 36c. per lb. Package cereals, particularly rolled oats, are firm in price and price cutting is practically eliminated.

PACKAGE GOODS—		
Aluminum package, 20s	....	6 00
Rolled oats, large	....	4 80
Do., small	....	2 00
Oatmeal, fine cut, 20 pkgs	....	5 50
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	2 57
Hominy, pearl or gran., 2 doz.	....	2 59
Scotch Health Bran (20 pkgs.)	case	3 86
Pancake Flour, case	....	7 1
Pancake Flour, self-raising, do.	....	2 25
Wheat Food, 18-1½s	....	3 25
Porridge wheat, 36s, case	....	6 48
Do., 20s case	....	50
Self-raising flour, (3-lb. bags) doz.	....	2 05
Do., (6-lb. pkg.) doz.	....	4 00
Corn starch (prepared)	....	0 09½
Corn starch, 1 lb. pkgs.	....	0 08
Potato flour	....	0 12½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour	....	2 90
Shredded Krumbles, 36s	....	4 35
Shredded wheat	....	4 45
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pkgs. case	....	3 00
Celluloid starch, 45 pkgs. case	....	3 90
Malt Breakfast Food, (36 pkgs.)	....	9 60
Macaroni	....	2 75
Spaghetti	....	2 75
Egg noodles, Quaker	....	2 25
Canadian Cheese loaf, lb.	....	0 33
Pimento loaf	....	0 35
Swiss chees loaf	....	0 44
Package dates, 48-10	....	3 60
Excelsior dates	....	4 10
Dromedary, small	....	3 60
Do., Large	....	6 75

SYRUP MARKET STEADY

Montreal.

SYRUPS.—Quotations on molasses and syrups are unchanged. The market is steady throughout with an improved demand on account of increased consumption at this season.

MOLASSES—		
Puncheons, Island of Montreal		0 70
Barrels		0 73
Half Barrels		0 75
Puncheons, outside of Montreal		0 67
Fancy molasses in tins—		
No. 2, 2-doz. per case		7 75
No. 3, 2-doz. per case		10 75
5-lb. tins, per doz.		8 95
10-lb. tins, per case		8 60
Case goods subject to 10 per cent. discount.		
CORN SYRUPS—		
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 05¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
3 gals., 38½-lb. pails, each		2 85
5-lb. tins, per case, white		4 70
5 lb. tins, per case, dark		4 20

SPICE MARKET QUIET

Montreal

SPICES.—There is no change of note in the spice market. Values are steady while the demand is only fair, being for small lots to meet immediate requirements.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	0 23	0 25
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace	....	0 55
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64 lb.	....	0 40
Do., 80 lb.	....	0 38
Do., 100 lb.	....	0 30
Do., ground, 5, 10, 25 lb.	....	0 35
Pepper, black	0 20	0 24
Cayenne pepper	....	0 38

SUGAR MARKET STRONG

Montreal.

SUGAR.—Local wholesalers frankly admit that they are surprised the way the sugar market is holding up. Prices in New York show a slight advance in raws and in general the situation is more healthy. The fact that the wholesale trade is buying in small lots has practically cut out the price cutting that has upset markets in past months. While the market shows a stronger tone, buying is limited to small quantities. An important feature in the sugar market is the fact that at the present time approximately only one hundred thousand tons of old crop raws are held as compared with one million tons at this time last year and also that these raws are held in fairly strong hands.

SUGAR—	
Granulated, per cwt.	7 75
Do., barrels	7 80
Granulated, gunnies, 5-20	7 95
Do., cartons	8 15
Do., gunnies, 10-10	8 10
Do., cases, 50 2-lb. cartons	8 25

TEA FUTURES STRONG

Montreal.

TEAS.—The tea market maintains its strong position but without any change in wholesale prices. Tea merchants are firm in the belief that black teas have not yet reached their peak in values and that another advance must come. The keen competition for business is the only thing that stands in the way of an advance. Primary markets are gaining points and present imports costs warrant higher quotations. Japan teas hold a firm position.

TEAS—		
Pekoes	0 40	0 46
Broken Pekoes	0 49	0 60
Orange Pekoes	0 53	0 75
Broken Orange Pekoes	0 46	0 59
China—		
Common	0 24	0 35
Medium	0 40	0 50
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 80

STRONGER WALNUT MARKET

Montreal.

NUTS.—Owing to the poor quality of the early shipments of the new crop of walnuts the supply is not what it was expected to be and prices have suddenly firmed up. Higher prices may be expected for next month since the demand

for the Christmas trade has not yet been met and the late call for deliveries will add much strength to the market. Peanuts have scored a further advance.

NUTS—		
Almonds, Tarragona, per lb. ..	0 12½	0 13
Valencia shelled almonds 3 crown	0 39	0 40
Soft shell	....	0 60
Pecans, new Jumbo, per lb.	....	**0 50**
Do., large, No. 2, polished	....	**0 30**
Cocoanut (shredded, bulk)	**0 26**	**0 28**
Brazils, shelled	....	**0 50**
Peanuts, Jumbo	....	**0 15½**
Filberts (Sicily) per lb.	0 10½	0 11
Walnuts, Grenoble in shell	....	0 28
Walnuts, Marbot	0 20	0 22
Do., new Naples	....	**0 28**
Do., Bordeaux, shelled	0 52	0 60
Jumbo, roasted Specials	....	0 18
Extra	....	0 14
Do., Choice	....	0 13½
Do., shelled, No. 1 Virginia	....	0 11½
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 33
Fancy wholes, 10 lb. tins	....	2 10
Do., 10 lb. boxes	....	1 80
Do., 25 lb. boxes, per lb.	....	0 17

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

EASIER CURRANT MARKET

Montreal.

DRIED FRUITS.—Owing to the quiet state of the market there is an easier tone to currants. Dried apples are easy and lower prices are expected. Raisins are steady. Local importers state that the trade has not yet been supplied for the Christmas season and that the demand is sure to come with a rush causing sudden strength and owing to the demand for immediate deliveries prices will undoubtedly be somewhat higher for the rush service. Doubtful reports about the fig crop come from Smyrna. It was stated that about 35 per cent. of the crop would be salvaged but it has since been found that the fruit is over-ripe for packing.

DRIED FRUITS—		
Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.....	....	0 15
Do., 50 lbs.	....	0 14
Peaches (fancy)	....	**0 28**
Do., (choice)	....	**0 25**
Pears (choice)	....	**0 22**
Do., fancy	**0 27**	**0 28**
Peels—		
Cut mixed	....	**0 31**
Lemon	....	**0 25**
Orange	....	**0 25**
Citron	....	0 55
Raisins		
Valencias	....	**0 16**
Muscatels, 2 Crown, spot.....	....	0 14
Do., 3 Crown, spot	....	0 15
Do., 4 Crown, spot	....	0 16
Turkish Sultana, 5 Crown ..	**0 25**	**0 27**
Fancy seeded (Bulk)	**0 18**	**0 19**
Do., 16-oz.	**0 20**	**0 21**
Cal. seedless, cartons, 12 doz. ..	....	0 12
Do., 16 oz.	....	**0 16**
Cluster, 20/1-lb. pack	4 00	....
New Spanish table raisins—		
3 Crown, 22 lb. box		**4 50**
4 Crown, 22 lb. box		6 00
5 Crown, 22 lb. box.....		6 50
6 Crown		7 30
Packages, 3 Crown 20/1s		5 25
4 Crown, 20/1s		6 25
5 Crown, 20/1s		6 75
Currants, loose		**0 18**
Dates, Excelsior, (36 10s) pkg...		4 10
Dromedary, (3-10 oz.)	3 60	6 75
Loose	**0 10**	**0 12**
Figs, 4 crown.....		**0 21**
5 crown		**0 22**
6 crown		**0 23**
7 crown		**0 25**
Mats, Portuguese		**0 08**
Smyrna cooking, bags...		**0 13**
Prunes (25-lb. boxes)—20-30s...		0 20
40-50s		**0 17**
60-70s		0 14
70-80s		0 13
80-90s		0 12
90-100s		0 11

IMPORTED VEGETABLES IN DEMAND

Montreal.

VEGETABLES.—The season for hot house and imported vegetables is in full swing. Hot house tomatoes are in good demand at from 25c. to 40c. a lb. Green peas and beans in hampers command a big price. Spinach is a little higher. New York State and Boston lettuce is easier in price. Potatoes are unchanged in price and are in good supply.

VEGETABLES—		
Cabbages, per doz....	**0 60**	**0 75**
N. Y. State lettuce, 2 doz.....	3 00	4 00
Iceberg lettuce	7 00	7 50
Celery, washed, doz.	2 00	2 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	3 50	4 00
New potatoes, local, per bag ...	**0 90**	**1 00**
Yellow onions, per bag	....	1 50
Onions, per crate, No. 2.....	.....	**1 90**
Spinach, per barrel	3 50	4 50
Cucumbers, hot house, doz.....	....	3 00
Tomatoes, Hot house No. 1 per lb.	0 30	0 40
No. 2 per lb.	0 25	0 30
New Turnips, per doz.	**1 25**	**1 50**
Green beans, 30 lb. hamper.....	7 50	8 50
Wax Beans, hamper	7 50	8 50
Sweet Potatoes, basket	**1 75**	**2 00**
Horseradish, barrel ... doz.....	....	**20 00**
Cranberries, barrel	**16 00**	**18 00**
Mushrooms, 3 lb. basket	**3 00**	**3 50**
Brussel Sprouts, per lb.....	0 30	0 35
Green Peas, per hamper	12 00	15 00

LEMONS EASIER

Montreal.

FRUIT.—There is little change in the fruit market. Oranges are easy in price. There is a little better supply of lemons and prices are easing off. Messina lemons are now quoted from $8.00 to $10.00 a box. Boxed apples are now in demand and they are quoted at from $2.75 to $3. The quality of Florida grapefruit is improved but prices are steady.

APPLES—		
Wealthys per barrel	5 00	6 00
Alexanders	....	9 00
McIntosh, No. 1	8 00	9 00
Fameuse	7 00	8 00
Lemons, 300s-600s, Messina	8 00	10 00
Malaga lemons, 420s	8 00	10 00
Malaga lemons, 420s	....	8 50
Lemons, 300s-360s, Verdillis ...	....	4 50
Limes, per 100	....	1 00
Grapes, Tokay, per case	....	4 50
Grapes, Emperor, per keg	....	6 50
Grapes, Canadian, per basket ..	0 40	0 45
Malaga grapes, per keg	....	7 10
Pears, Keiffer, bushel	....	2 25
Oranges, Florida	8 00	9 00
Oranges, California	9 00	10 00
Grapefruit, Florida	5 00	6 00
Pears, per box	....	5 00
Oranges, per case	6 00	8 00
Oranges, Mexican	3 50	4 00
Bananas, per bunch	6 00	6 50

ONTARIO MARKETS

TORONTO, Nov. 22.—Business in wholesale circles is reported as showing some improvement and buying for the Christmas trade is commencing. Strength continues in most grocery commodities but price changes are not numerous this week. Hand picked beans are quoted at a higher figure while rolled oats and other cereals are strong. Flour and millfeeds are also advanced. Canned goods are moving in good volume at fairly steady quotations. The situation in currants is strong with a scarcity of spot supplies reported. New crop California prunes have arrived also mat figs. Peanuts continue to indicate strength under an advance, but other nuts show little change as compared with a week ago. Sugar is unchanged but refiners' quotations are purely nominal as most wholesalers are quoting below list prices. Teas continue in a strong position and there are indications for further advances.

HAND-PICKED BEANS HIGHER

Toronto

BEANS. — Wholesalers are quoting Canadian hand-picked beans at a higher price of $3.65 per bushel in bag lots; bushel lots are 10c higher and in smaller lots at 7¼c per lb. One-pound pickers are quoted at $3.25 per bushel.

BEANS—		
Canadian hand picked, per bus.		3 65
Do, 1 lb. pickers ,bush.....	3 00	3 25
Cal. Limas, per lb. 0 11		0 11½

COFFEE HOLDS FIRM

Toronto.

COFFEE.—The situation in the coffee market remains about as reported last week, firmness still prevailing on spot. The demand continues to grow in volume and quotations show no change.

COFFEE—		
Java, Private Estate	**0 51**	**0 53**
Begotas, lb.	....	**0 43**
Guatemala, lb.	**0 45**	**0 52**
Mexican, lb.	....	**0 55**
Maracaibo, lb.	**0 47**	**0 48**
Jamaica lb.	....	**0 95**
Rio, lb.	0 23	0 25
Santos	....	**0 35**
Mocha lb.	**0 59**	**0 65**

CEREALS IN STRONG POSITION

Toronto

CEREALS.—The entire list of cereals continues to present a strong situation. This is especially noticeable in oat and corn products. In some quarters rolled oats are quoted at $3.30 while golden cornmeal is quoted at $2.85 to $3. Rolled wheat, barrels, is quoted at $5.75 and kegs of 50 lbs. at $3.30. Marrowfat blue peas are offered at 5¾c per lb., and small blue peas at 6½c per lb. in bag lots, while smaller quantities are ½c to ¾c per lb. higher.

CEREALS—		
Barley, pot, 98s	....	3 50
Do., pearl	....	4 75
Cornmeal, golden, 98s	2 85	3 00
Oatmeal, 98s	3 75	4 00
Corn flour, 98s	....	3 00
Rye flour	....	3 25
Rolled oats, 90s	....	3 30
Rolled wheat, barrels	....	5 75
Do. kegs, 50 lbs.	....	3 30
Cracked wheat, bag	....	4 50
Breakfast food, 98s	4 25	4 50
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Peas, split, per bag	....	6 00
Graham flour, 98s	....	3 25
Whole Wheat Flour.....	....	3 35
Wheat Kernels	....	4 50
Marrowfat Blue Peas, per lb.	0 05¾	0 06½
Small Blue Peas, per lb.	0 06½	0 07

NO CHANGE IN CANNED GOODS

Toronto

CANNED GOODS.—The wholesale movement in canned goods continues

good but generally only in sufficient quantities for immediate consumer demand. Market conditions are fairly steady at unchanged price levels. One brand of Singapore sliced pineapple 1½'s is quoted at $2.40 per dozen. California asparagus is higher at $4.75 per doz. for the large green, and solid pack apples No. 10 tins are offered at $6.40 per doz.

CANNED GOODS—		
Shrimps	2 85	....
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	2 70	2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	1 45
Pinks, 1s,	1 60	1 65
Pinks, ½s, doz.	....	0 95
Lobster, ½-lb. doz.	5 40	5 75
Do., ¼-lb. tins	3 00	3 10
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, extra sifted, doz.	3 00	
Sweet wrinkle, doz.	2 35	
Early June, doz.	1 87	
Peas, standard, doz.	....	1 42½
Beets, 2s, doz.	1 90	2 85
Beans, golden wax, doz.	....	1 92½
Do., Golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Do., large green	....	4 75
Canadian corn	1 25	1 45
Golden Bantam Corn, 2s Doz.	....	1 90
Tomatoes, 2½s, doz.	1 40	1 47½
Pumpkins, 2½s	....	1 45
Spinach, 2½s, doz.	....	2 90
Do., 2s	....	2 25
Pineapples, sliced, 2s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Do., Singapore, sliced 1½s.	....	2 40
Apples, gal. water pack, doz.	4 35	4 90
Do., gal. steam pack, doz.	....	6 40
Do., 2½s, doz.	....	1 65
Pears, 2s, doz.	....	2 90
Peaches 2s, doz. H. S.	....	2 25
Plums, Lombard, 2s, doz.	1 40	1 45
Do., ½s, doz.	....	0 95
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s each	0 80	0 91
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 83	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90

PACKAGE CEREALS FIRM

Toronto.

PACKAGE GOODS.—The situation in package cereals, although showing no change in quotations, is nevertheless strong, reflecting the strong condition in bulk cereals.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	....	4 80
Do., 18s, case	....	2 60
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 00
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 00
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09½
Do., No. 2, lb. cartons	....	0 08
Laundry Starch	....	0 07½
Do., in 1-lb. cartons	....	0 08¼
Do., in 6-lb. wood boxes	....	0 11¼
Do., in 6-lb. tin canisters	....	0 12
Potato flour, 1-lb.	....	0 12½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	2 30	2 70
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	2 70
P. S. Hominy, gran. case	....	3 00
Do. pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20
Wheat kernels, 24s	....	3 70
Wheat Flakes, 24s	....	4 50

SPOT CURRANTS SCARCE

Toronto.

DRIED FRUITS.—Supplies on spot of currants are none too plentiful, in fact there appears to be a scarcity at the moment; prices, too, are firmer with an advance of one cent per pound in some quarters. Although currants are strong at the present time, there is a tendency for an easier market after the turn of the New Year. Raisins are fairly steady at unchanged quotations. New crop Santa Clara prunes are expected in a few days and are quoted as follows: 20/30's, 34½c; 30/40's, 20c; 40/50's, 17½c; 50/60's, 15½c, and 60/70's, 14½c per lb. Figs continue firm. Spanish layers are offered as follows: 7 crown layers, 10's, 19½c; 9 crown, Sublime, 10's, 22½c and 7 crown Excelsior pulled, 19½c per lb. Mat figs are quoted at 7½c per lb., and Lepe fancy in 22-lb. boxes at 9¾c per lb.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	....	0 52
Lemon caps, 12-lb. boxes, lb.	....	0 28
Orange caps, 12-lb. boxes, lb.	....	0 28½
Mixed containing 4½ lb. lemon per lb.	....	0 34
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	3 55
Currants—		
Greek Filliatras cases	0 18	0 19
Do., Patras	0 19	0 20
Do., Amalias, lb.	0 18½	0 19
Dates—		
Excelsior, pkgs., 3 doz. in case	....	4 10
Dromedary, 3 doz. to case	....	6 95
Do., 4 doz. to case	....	3 75
Fard, per lb.	....	0 25
Hallowee dates, per lb.	....	0 08¾
Do., Sair	....	0 07½
Prunes—		
20-30s	....	0 34½
30-40s, 25s	....	0 20
40-50s, 25s	....	0 17½
50-60s, 25s	....	0 15½
60-70s, 25s	....	0 14½
Raisins—		
California Sultanas, lb.	....	0 13
Seeded, 15 oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.	....	0 14¼
Seedless, 15 oz. pkts.	....	0 14½
Do., 8 oz. pkt.	0 10	0 10½
Do., 11 oz.	....	0 11
Thompson's seedless, 25s	....	0 13½
Valencia, Spanish	....	0 18½
Smyrna Sultanas	....	0 20½
Muscat, 25 lb. box	....	0 19
Table Raisins—		
7 Crown, 20 1s, per box	....	7 65
4 Crown, box	....	5 65
5 Crown, box	....	6 15
3 Crown, 20 1s	....	4 95
Evaporated apples, standards	0 15	....
Do., Choice	0 17	0 18
Figs—		
Layer, 4 Crown, 10 lb. boxes	....	3 00
Layer, 5 Crown, 10 lb. boxes	....	3 75
Layer, 6 Crown, 6-lb. boxes	....	4 25
Esmerelda figs, boxes, 22 lbs., per lb.		0 11½
Mat, per lb.	....	0 07½
Lepe, Fancy, 22 lb. box	....	0 09¾
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Apricots—		
Standard	....	0 30
Choice, 25's	....	0 38½

PEANUTS ARE HIGHER

Toronto

NUTS.—The strength in peanuts is more pronounced this week with wholesalers advancing prices around 1½c per lb. Green peanuts in the shell are quoted at 13½c and roasted at 16½c per lb. Quotations on shelled peanuts are unchanged. Shelled filberts are quoted a shade lower at 32c to 35c and Manchurian shelled walnuts are also slightly easier at 48c to 50c per lb. New crop shelled Bordeaux walnuts are expected to arrive within the next few days and are offered at 55c to 58c per lb.

NUTS—		
Almonds, Tarragonas, lb.	0 19	0 20
Walnuts, Grenobles, lb.	0 28	....
Do., Marbot,	0 26	0 28
Do., California	0 39	0 40
Do., Manchurian	0 17½	0 18½
Filberts, lb.	0 14	0 15
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted, lb.	0 16½	....
Do., green,	....	0 13½
Brazil Nuts, large, lb.	0 15	0 16
Mixed nuts, bags 50 lbs.	0 16	0 17
Pecans	....	0 30
Shelled—		
Almonds, lb.	0 39	0 43
Filberts, lb.	0 32	0 35
Walnuts, Bordeaux, lb.	0 55	0 58
Do., Manchurian, lb.	0 48	0 50
Do., broken	0 42	0 45
Jordan Almonds	0 65	0 67
Brazils, lb.	....	0 55
Peanuts, in bags, unroasted	0 13½	0 15
Pecans, lb.	1 00	1 05

NO CHANGE IN HONEY

Toronto.

HONEY.—The honey market presents no new features this week. The demand is good and prices steady and unchanged.

HONEY—		
5-pound tins, per lb.	0 13½	0 14
10-pound tins, per lb.	0 13	0 13½
60-pound tins, per lb.	0 12½	0 13
Comb, per doz.	3 00	4 00

RICES STEADY TO FIRM

Toronto

RICES.—Rices are moving in good volume and the situation is much the same as a week ago. Quotations are unchanged and primary markets are generally firm.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	0 08	0 08½
White Sago	0 08¾	0 09½
Do., fancy	0 09½	0 10

FIRMNESS IN SPICES

Toronto.

SPICES.—A firmness still prevails in practically all lines of spices but there are no changes in quotations to report this week. Coriander seed is reported as rather scarce and Jamaica ginger especially strong.

SPICES—		
Cassia	0 22	0 25
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 25
Do., Jamaica	....	0 60
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spice	0 17	0 20
Mace	0 55	0 65
Peppers, black	....	0 20
Do., white	0 28	0 30
Paprika, lb.	....	0 45
Chillies, lb.	0 55	0 58
Nutmegs, selects, 80s	....	0 40
Do., ground	....	0 30
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 25
Carraway seed	....	0 35
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2 oz. packages, doz.	....	0 90

SYRUPS UNCHANGED

Toronto.

SYRUPS.—Molasses and syrups hold fairly steady at unchanged quotations.

SYRUPS—

Corn Syrup—	
Barrels, about 700 lbs., yellow	0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bb's	
Cases, 2-lb. tins, white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, ½ doz.	
Cases, 10-lb. tins, white, ½ doz. in case	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	4 20
Cases, 10-lb. tins, yellow, ½ doz.	4 00
Sugar Syrup—	
Cases, No. 2 tins 24 to case	4 50
Maple Syrup—	
8 lb. tins, 10 to case, per case	14 50
2½ lb. tins, 24 to case, per case	13 25
10 lb. tins, 6 to case, per case	11 50
5 gal. cans	10 25
1½ lb. tins, 24 to case, per case	7 50
5 lb. tins, 12 to case, per case	12 25
1 gal. tins, 6 to case, per case	13 20
Maple Sugar, 1 lb. blocks, per lb.	0 25
Molasses, baking grade—	
No. 2 tins, 2-doz. case	4 00
No. 3 tins, 2-doz. case	5 20
No. 5 tins, 1-doz. case	4 40
No. 10 tins, ½-doz. case	4 05
Pails—No. 1	1 15
Pails—No. 2	1 70
West India, gal.	0 30
Molasses, table grade—	
No. 2 tins, 2-doz. case	6 25
Pails No. 5	3 35
Do., bbls.	7 85

SECOND-HAND SUGAR MOVING

Toronto.

SUGAR.—Prices of refined sugar continue unchanged at $8.09 for standard granulated, delivered Toronto. This price, however, can be considered purely nominal as wholesalers' quotations are generally 25c per cwt. below list prices. Most of the business transpiring is said to be of a second-hand nature and only a small movement is reported from the refineries.

SUGAR—

Acadia Sugar Refinery, ex. gran.	8 09
Dom. Sugar Refinery, ex. gran.	7 93
Canada Refinery, gran.	8 09
St. Lawrence, gran.	8 09
Atlantic Refinery, gran.	8 09

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-2u 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. cartons

SHORTAGE IN TEAS

Toronto.

TEAS.—There appears to be an active local movement in teas of all descriptions. It is said that this is mostly due to the fact that importers and wholesalers are selling teas at prices considerably below the cost of replacement. Another factor in the situation is that there is a marked scarcity owing to the short crops. It is estimated that the production this year is 75,000,000 lbs. less than consumption. Advices from Calcutta indicate that the Indian season is rapidly nearing a close and that after the first of next month desirable teas will be practically cleaned up.

TEAS—

Pekoe Souchongs	0 42	0 45
Pekoes	0 45	0 58
Broken Pekoes	0 50	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans		0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

CRANBERRIES HIGHER

Toronto.

FRUITS.—Wholesalers are booking orders for California navel oranges, the first shipment of which is expected within the next ten days. Cranberries are quoted at a higher price of $8.50 per box. Apples are plentiful but prices show little change. Pomegranates are quoted at $3.50 per box and Malaga grapes range from $8.50 to $10 per keg.

FRUITS—

Oranges, Porto Rico, box		4 50
Oranges, Florida, box	6 50	6 75
Tangerines, per box	4 00	5 00
Lemons, Messinas, 300s per box		8 00
Bananas, per lb.		0 08½
Grapefruits, 64s, 80s, 100s, and 126s	5 25	5 50
Grapes, Spanish Malaga, per keg	8 50	10 00
Do., Cal. Emperors, per lug. ea.		3 25
Apples in bbls.—		
Kings, 1s		6 00
Kings, 2s		5 50
Greenings, 1s		6 25
Greenings, 2s		5 50
Russets, 1s		6 50
Russets, 2s		5 50
Do., B. C. No. 1s per box	2 50	3 50
Do., 11 qt. basket, each	0 30	0 50
Do., 6 qt. basket	0 40	0 50
Pears, Cal. per box, ea.		5 00
Cranberries, per box		8 50
Quinces, 11 qt. basket, ea.	0 75	0 85
Pomegranates, ½ box		3 50

POTATOES CONTINUE EASY

Toronto.

VEGETABLES.—The potato situation shows little change. Dealers claim that the open weather is having something to do with the easy feeling prevailing and look for no immediate change unless the weather should become stormy. Price f.o.b. track is around 60c per bag and dealers' prices to the retail trade from 75c to 85c. Canadian onions are unchanged while Spanish are quoted a shade higher at $4.75 per large case. Hothouse cucumbers are quoted at $4 per doz.

VEGETABLES—

Potatoes, Ontario, bag	0 75	0 85
Onions, per bag, 100 lbs.	1 40	1 50
Do., Spanish, large cases		4 75
Do., Spanish, half cases	2 50	2 75
Beets, bag		0 25
Carrots, bag		0 65
Lettuce, Cal. Iceberg, per crate, 3 to 4 doz.		7 00
Cabbage, per doz.	0 40	0 50
Celery, case		4 00
Sweet potatoes, hampers, ea.		2 00
Do., sweet potatoes, bbl.		3 50
Turnips, per bag		0 50
Cucumbers, hothouse, doz.		4 00

FLOUR 20 CENTS HIGHER

Toronto.

FLOUR.—Another advance is announced in flour, amounting to 20c per barrel. First patents in cotton bags is now quoted at $7.20 and second patents in jute bags at $6.60 per barrel.

FLOUR—

First Patents, in cotton bags, bbl.	7 20
Second Patents, in jute bags, bbl.	6 60

MILLFEEDS ADVANCE

Toronto.

MILLFEEDS.—The strength which has been prevailing in the market for millfeeds for some time still continues, with millers advancing quotations $2 per ton. Bran is quoted at $24.25; shorts $26.25 and choice middlings at $31.25 per ton.

MILLFEEDS—

Bran, per ton	24 25
Shorts, per ton	26 25
Choice Middlings, per ton	31 25

MANITOBA MARKETS

WINNIPEG.—Few changes are reported in the market for groceries this week. Fine weather has been adverse to improve business conditions and once cold weather sets in a steady demand is expected by the trade. Collections are showing a slight improvement. The coffee market at primary points continues to fluctuate. Canned goods show no change and the trade reports that canned corn, tomatoes and peas are in fair demand. There is an advancing tendency to the dried fruit market. Prunes in California are firmly held with some sizes unobtainable. Bulk rolled oats maintain a firm tone and indications point to higher prices. New crop Valencia almonds and French shelled walnuts are arriving on the market in time for the Christmas trade. Sugar is ruling steady and syrups are showing a stronger tone. Tea on primary markets is steadily advancing. There is a seasonable demand for fruits and vegetables.

CANNED GOODS UNCHANGED

Winnipeg.

CANNED GOODS.—There is practically no change in the canned goods market. Wholesalers report that canned vegetables such as corn, tomatoes and peas are in fair demand. Canned fruits are quiet as conservative buying on the part of merchants is affecting sales, but with fresh fruits off the market and colder weather sales are expected to show an improvement. There is a fair demand for all lines of canned fish and with primary market conditions showing no change.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.		**2 75**
Finnan Haddie, ½s, 8 doz. case		7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	**8 00**
Lobsters, ¼s, 8 doz. case, doz.	3 25	3 55
Do., ½s, 4 doz. case, case	5 35	6 00
Oysters, 1s, 4 oz. 4 doz. case, case		8 40
Do., 2s, 8 oz. 2 doz. case, case		**7 50**
Pilchards, 1s, tall, 4 doz. case, per case		**6 25**
Do., ½s, flat, 8 doz. case, case		8 50
Salmons—		**Per case**
Sockeye, 1s, tall, 4 doz. case		19 50
Do., ½s, flat, 8 doz. case		20 50
Red Spring, 1s, tal. 4 doz. case		14 00
Do., ½s, flat, 8 doz. case		15 00
Cohoe, 1s, tall, 4 doz. case		11 00
Do., ½s, flat, 8 doz. case		12 00
Pink, 1s, tall, 4 doz. case		6 75
Do., ½s, flat, 8 doz. case		**8 00**

CANNED FRUITS (Canadian)—	Per case
Apples, 6 tins, in case	3 25
Blueberries, 2s, 2 doz. case	6 75
Cherries, 2s, 2 doz. case	6 70
Gooseberries, 2s, 2 doz. case	7 50
Lawtonberries, 2s, 2 doz. case	8 00
Peaches, 2s, 2 doz. case	6 60 7 10
Pears, 2s, 2 doz. case	6 46 7 00
Plums, Green Gage, H. S., 2s, 2 doz. case	6 00
Plums, Lombard, L. S., 2s, 2 doz. case	5 95
Plums, Lombard, L. S., 2s, 2 doz. case	4 65
Raspberries, 2s, 2 doz. case	8 00 8 60
Strawberries, 2s, 2 doz. case	8 00 8 60
CANNED FRUIT (American)—	Per case
Apricots, 1s, 4 doz. case	10 60
Peaches, 2½s, 2 doz. case	9 16
Peaches, sliced, 1s, 4 doz. case	10 85
Do., Halves, 1s, 4 doz. case	10
Do., 2s, 2 doz. case	6 50
Pears, 1s, 4 doz. case	13 25
Pineapple, sliced, 2s, 2 doz. case	7 50
CANNED VEGETABLES—	
Asparagus tips, 1s, tins, 4 doz. case, per doz.	4 40
Beans, Golden Wax, 2s, 2 doz. case, per case	4 70
Beans, Refugee, 2s, 2 doz. case	4 75
Corns, 2s, 2 doz. case	3 85 4 10
Peas, standard, 2s, 2 doz. case	3 25 4 10
Peas, Early June, 2s, 2 doz. case	4 65 4 80
Sweet Potatoes, 2½s, 2 doz. case	5 60
Pumpkin, 2½s, 2 doz. case	3 80 4 85
Sauer Kraut, 2½s, 2 doz. case	3 80 3 90
Tomatoes, 2½s, 2 doz case	4 05 4 35

COFFEE MARKET HOLDS FIRM

Winnipeg.

COFFEE.—The coffee market at primary points is fluctuating, one day advancing and the next declining. There is a steady tone and locally the demand is satisfactory at unchanged quotations.

COFFEE—		
Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Figs, Smyrna, per lb.		0 14½
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb	0 38	0 44

STRONG TONE TO DRIED FRUITS

Winnipeg.

DRIED FRUITS.—The dried fruit market maintains a firm tone. Apricots on primary markets have advanced 2c per lb. Prunes in California are firmly held and sizes 60 to 70s and smaller are reported scarce. Raisins are maintaining their usual strength. General indications are that present prices will be fully maintained and in fact are expected to go higher. There is a good demand for Turkish Sultana raisins and selected four crown in 30 lb. boxes are quoted at 25c per lb. with choice three crown ranging at 23c per lb.

DRIED FRUITS—	
Evaporated apples, per lb.	0 16¼
Currants, 90 lb., per lb.	0 20
Do., 8 oz. pkgs., 6 doz., case, pkg.	0 15½
Dates, Hallowee, bulk, lb.	0 11
Do., pkgs., 3 doz. case, lb.	0 09
Loganberries, 8 oz., 4 doz. case, pk.	0 26
Peaches, standard, per lb.	0 19
Do., choice, per lb.	0 21
Do., fancy, per lb.	0 24
Do., Cal., in cartons, per carton 1 00	1 20
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 20
Prunes—	
30-40s, 25s, per lb.	0 21
40-50s, 25s, per lb.	0 16
50-60s, 25s, per lb.	0 15
70-80s, 25s, per lb.	0 14
80-90s, 25s, per lb.	0 13½
In 5-lb. cartons, carton 0 70	0 80
Raisins—Seeded—	
Cal., pkg., 16 oz. fancy, per pkg.	0 17
Do, pkg., 12 oz., fancy, per pkg.	0 12½
Do., 16 oz., choice, per pkg.	0 15
Do., 12 oz., choice, per pkg.	0 12¼
Cal., 5 lb cartons, per carton	0 83
Do., bulk, 25-lb. boxes, per lb.	0 14½
Raisins—Seedless—	
Cal., pkg., 11 oz. per pkg.	0 12
Do., bulk, 25-lb. boxes, per lb.	0 15
Do., bulk, 5-lb. cartons, per carton	0 84
Do., Cal. Muscatels, 5 lb. carton, per carton	1 05
Apricots—	
Do., standard, 10s, per lb.	0 32
Do., 25s, per lb.	0 30
Do., Choice, 10s, per lb.	0 38
Do., 25s, per lb.	0 36
Do., Fancy, 10s, per lb.	0 43

ROLLED OATS FIRM

Winnipeg.

CEREALS.—The bulk rolled oat market maintains a firm tone and indications point to higher prices. Beans show a stiffening tendency on primary markets, and the trade reports that the heavy fall demand has not yet started. Cornmeal is slightly easier with 98 lb. bags quoted at $2.30. There is a good inquiry for most lines of package cereals. Prices on these lines as in the case of bulk cereals are strong and the tendency is towards higher levels.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.	3 85	4 00
Do., 36s, case, square pkts.		4 00
Do., 18s, case.		1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case		2 85
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 65
Do., 40s, per bag		1 40
Do., 20s, per bag		0 75
Do., 10-8s, per bale		3 40
Oatmeal, 98s, gran. for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, split, yellow, 98s, per bag		6 00
Do., split yellow, 49s, per bag		3 15
Do., split yellow, 49s, per bag		3 80
Beans, fancy, hand picked, 100 lb. bag per bushel		3 40
Barley, pot, 98s, per bag		3 15
Do., pot, 49s per bag		1 60
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 35
Do., pearl, 24s, per bag		1 15
Cornmeal, 98s per bag		2 30
Do., 49s, per bag		1 20
Do., 24s, per bag		0 63
Do. 10-lbs. per bag		2 90

LIGHT INQUIRY FOR JAMS

Winnipeg.

JAMS—Practically the only line of jams that is selling to any great extent is the one-pound line put up in glass. The market maintains a steady tone and it is expected that when fresh fruits are finished there will be a better demand for all lines.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80

FIRM TONE TO FLOUR

Winnipeg.

FLOUR.—The flour market is showing a firmer tendency in sympathy with the advance in prices on wheat. There is a good inquiry and 98 lb. sacks are quoted at $3.20.

FLOUR—	
98 lb. sacks	3 20
Two 49 lb. sacks	3 25
Four 24 lb. sacks	3 32½

NUTS IN DEMAND

Winnipeg.

NUTS.—New crop Valencia shelled almonds have arrived on the market and are in good demand at 44c per lb. Fancy French shelled walnuts are quoted at 59c per lb. Pecans remain high and scarce.

NUTS, SHELLED—	
Almonds, per lb.	0 44
Spanish Peanuts, No. 1, lb.	0 13½
Pecans, per lb.	1 00
Walnuts, per lb.	0 60
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 28
Almonds, per lb.	0 26
Brazils, per lb.	0 18
Pecans, per lb.	0 25
Filberts, per lb.	0 22

STRONG MARKET IN RICE

Winnipeg.

RICE.—The market for rice is at strong levels. New crop Southern rice has arrived on the market and with spot supplies there has been a steady demand. Blue rose is quoted from 7c to 8c per lb. with Carolina at 9c to 11c. Siam and Japan types maintain a firm tone.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08¼
Do., 50-lb. sacks, lb.	0 08⅝
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 06¼
Sago, sack lots, 150 to 150 lbs. per lb.	0 09
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 8½

SUGAR HOLDS FIRM

Winnipeg.

SUGAR.—The sugar market is steady and quotations of $8.75 f.o.b. Winnipeg, remain unchanged. Buying is more or less in a conservative manner.

SUGAR—	
Extra gran., bags, 100 lbs.	8 75
Do., gunnies, 5-10 lbs.	9 15
Do., cartons, 20-5 lbs.	9 35
Do., gunnies, 10-10 lbs.	9 25
Yellow, No. 1 Lt., bags, 100 lbs.	8 35
Do., golden, bags, 100 lbs.	8 25
Powdered sugar, bbls.	9 15
Do., boxes, 50 lbs.	9 35
Do., boxes, 25 lbs.	9 55
Icing, barrels.	9 25
Do., boxes, 50 lbs.	9 45
Do., boxes, 25 lbs.	8 60
Soft lumps, boxes, 100 lbs.	9 25
Do., boxes, 50 lbs.	9 85
Do., cases, 20 cartons	10 55
Do., cases, 40½ lbs.	11 35
Small lump boxes, 100 lbs.	10 45
Do., boxes, 50 lbs.	10 45
Do., cartons, 50 2-lb.	9 75
Do., boxes, 25 lbs.	9 55
Hard lumps boxes, 100 lbs.	9 35
Do., boxes, 50 lbs.	9 85

STRONG TONE TO SYRUPS

Winnipeg.

SYRUPS.—The syrup market is firm with strength lent by the high levels of sugar and corn. Indications point to higher quotations on syrups. There is a good demand and prices are steady.

CANE SYRUP—	
No. 2s, 2 doz. case	5 20
No. 5s, 1 doz. case	6 00
No. 10s, ½ doz. case	5 55
No. 20s, ¼ doz. case	5 40
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	4 25
Cases, 5-lb. tins, white, 1 doz. in case	4 70
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-ib. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	3 75
Cases, 5-lb. tins yellow, 1 doz. in case	4 30
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	19 70
Pure, 5s, per case of 1 doz.	18 00
Pure, 10s, per case of ½ doz.	16 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	8 00
Do., 5s, tins, per case of 1 doz.	8 00
Do., 1s, tins, per case of ½ doz.	7 80

MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	**7 00**
3 lb. tins, 2 doz. case	**9 85**
10 lb. tins, ½ doz. case	**7 75**
MOLASSES BLACKSTRAP—	
1½s. tins, 4 doz. case	4 10
2s. tins, 3 doz. case	3 75

STRONG POSITION TO TEAS

Winnipeg.

TEAS.—Latest reports from primary markets state that all teas are ruling higher and an advance in price has been recorded on good, medium and fine teas. The market is in a strong position and increased activity is shown. Fine teas are in small supply.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 40	0 42
Do., second quality	0 38	0 40
Pekoe, first quality	0 45	0 48
Do., second quality	0 43	0 45
Broken Pekoe, first quality	0 45	0 50
Broken orange Pekoe, 1st quality	0 50	0 60
Japan, first quality	0 40	0 60
JAVAS—		
Pekoe Souchongs	0 40	0 42

NO CHANGE IN SPICES

Winnipeg.

SPICE.—There is no change in spices at primary points. Locally there is a fair demand with no indications of any change in quotations.

WHOLE SPICE—		
Allspice, Jamaica, best quality, lb.	0 09½	0 10½
Cassia, Batavia, per lb.	**0 38**	**0 45**
Do., China, per lb.	0 12	0 14
Chillies, per lb.	0 60	0 65
Do., No. 1, per lb.	....	0 55
Cinnamon, Ceylon, per lb.	0 30	0 45
Cloves, Zanzibar, per lb.	0 58	0 62
Ginger, washed, Jamaica, No. 1	0 55	0 60
Do., Jamaica, No. 2	....	0 50
Do., Japan or African, lb.	0 16	0 18
Mace, extra bright penang, lb.	0 55	0 65
Nutmegs, ex. large brown 70 lb. per lb.	0 35	0 45
Do., med. brown, 110 to lb. per lb.		0 25
Do., carton of six, per doz.		0 75
Pepper, black, Singapore, ex. lb.	0 18	0 20
Do., White, do., per lb.	0 21	0 24
Pickling, ¼ lb. pkg. per doz.	$ 65	0 75
Do., bulk, No. 1 per lb.	....	0 20
GROUND SPICE		
Allspice, bulk, per lb.		0 14
Do., 2 oz. cannister		0 60
Do., 3 oz. cannister		0 75
Cassia, No. 1 bulk, per lb.		0 23½
Do., No. 1, 2 oz. cannister		0 70
Do., No. 1, 3 oz. cannister		0 90
Cinnamon, bulk, per lb.		0 29
Do., 2 oz. cannister		0 80
Do., 3 oz. cannister		1 10
Cloves, bulk, per lb.	0 63	0 65
Do., 2 oz. tins		1 50
Do., 3 oz. tins		2 10
Cayenne, No. 1 bulk, per lb.		0 28½
Do., No. 1, 2 oz. cannister		0 80
Do., No. 1 3 oz. cannister		1 05
Ginger, No. 1 bulk, per lb		0 24½
Do., No. 1, 2 oz. cannister		0 75
Mace No. 1, bulk, per lb.		0 72
Do., No. 1, 2 oz. canister		1 50
Do., No. 1, 3 oz. cannister		2 10
Nutmegs, No. 1 bulk, per lb.		0 72
Do., No. 1, 2 oz., cannister		0 80
Do., No. 1, 3 oz. cannister		1 00
Pastry, Spice, No. 1 bulk, per lb.		0 29
Do., No. 1 2 oz. cannister		0 80
Do., No. 1 3 oz. cannister		1 10
White pepper, No. 1 bulk, per lb.		0 25
Black pepper, No. 1, bulk, per lb.		0 18½
White peper, No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 00

FRUITS REMAIN STEADY

Winnipeg.

FRUITS.—Large quantities of B. C. and Ontario apples are finding their way to the market and quotations range from $2 to $2.25 per case and $5.50 to $6 per barrel. Lemons are high and are quoted at $14.00 per case. Florida grapefruit is in good demand at $7.50 per case. Grapefruit are selling freely and Emperors are quoted at $4 per case and at $.50 per drum.

FRUITS—		
Wagners, per case		2 00
Do. per crate	1 50	1 60
MacIntosh Reds, per case	2 00	2 25
Do., per crate	1 90	2 00
King Pippin, per barrel		6 00
Cranberry Pippin, per barrel		6 00
Grapes, Ontario, per basket	.45	50
Emperors, case		4 00
Do., Emperor, per keg		7 50
Pears, per case	3 50	4 50
Oranges, per case	7 50	9 00
Lemons, per case		14 50
Grapefruit, per cas e		7 50
Bananas, per lb.		0 10
Cranberries, per box		8 00

VEGETABLES ARE STEADY

Winnipeg.

VEGETABLES.—There are practically no price changes on vegetables Imported head lettuce is quoted at $6 per case. Sweet potatoes are in good demand at $5.50 per barrel. No change is reported on Valencia onions. B. C. celery is arriving in good quantity and is offered by the trade at 7c per lb.

VEGETABLES—	
Cauliflower, per crate	3 50
Cabbage, per cwt.	1 00
Beets, per cwt.	1 00
Turnips, per cwt.	1 00
Carrots, per cwt.	1 00
Parsnips, per cwt.	1 50
Onions, per sack	2 00
Squash, per lb.	0 03
Pumpkin, per lb.	0 03
Vegetable marrow, per lb.	0 03
Leaf lettuce, per doz.	0 30
Head lettuce, per case	6 00

LAURENTIAN GINGER ALE AND SPRING WATER CO. TAKE OVER NEW PLANT

Montreal, Nov. 22 (Special).—The Laurentian Ginger Ale and Spring Water Co., of Montreal, have taken over the Laurentian baths that occupy the site next to their present plant and within the next month they expect to move into their new plant. The Laurentian Bath, which was operated for the last 29 years by the late Robt. White, has been closed and alterations are now being made to transform it into a bottling plant.

At a certain Columbus wholesale produce house, Jim, colored driver of one of the trucks, recently approached the manager with the request that he be given all the C. O. D. deliveries . When asked why he wanted this done, Jim delivered a monologue something after this fashion:

"When I gets de C. O. D.'s I says to 'em, 'Bounce de cash, bounce de cash!' and if dey don't bounce it I carts de bananas home agin. Dere's whar I has de upper hand an' gits to show mah authority." And, after a little reflection he continued, "Dat's de only place whar I shows mah authority."

Did You Ever Stop to Think---?

By E. R. Waite

THAT good roads are essential to the development of any community.

THAT a growing community must have good roads radiating in every direction or lapse back to where it was in the beginning.

THAT in many sections, because of poor roads the rural sections are practically isolated from their natural trading points.

THAT many sections stand between good roads and ruin.

THAT good roads mean better farming, better business, better markets, a better relationship between the cities and rural sections, and a growing community.

THAT poor roads hold down production, immigration, development, schools and churches.

THAT in sections where good roads are not first in the thoughts of the business farmers and the city business men, it means that the lack of energy, intelligence, progressiveness and far-sightedness of these men are holding back from the community things that would prove of incalculable benefit to the social and commercial life of a community.

THAT now is the time to boost good roads.

THAT live community builders through cloud and sunshine, depression and prosperity, stand fast in the faith of better things for their community. BOOST GOOD ROADS.

THAT IN SPITE OF THEIR WORK MANY COMMUNITIES HAVE A GROUP OF MEN WHO TRY TO PUT A SPIKE IN THE WORK BEING DONE.

THAT EVERY CITIZEN IS EITHER FOR OR AGAINST HIS COMMUNITY. IF HE IS FOR IT HE SHOULD BOOST IT AND WORK FOR IT!

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Nov. 21.—Flour advanced 20c. per barrel, now quoted at $6.60. Cheese is higher, large now quoted at 26c. per lb. The bean market is very strong and advancing. Evaporated apples are easier. Jap oranges have arrived and are offered at $1.75 per bundle.

Tomatoes, 2½s	3 35	3 50
Sugar, pure cane, gran., cwt.	....	9 09
Cheese, No. 1 Ont., large	....	0 26
Butter, Creamery, lb.	0 37	0 41
Do., dairy, lb.	0 21	0 25
Lard, pure, 3s	....	11 70
Eggs, storage, case	7 25	11 00
Beans, Kotenash, per cwt.	....	5 50
Rolled oats 80s	....	3 00
Flour, bbl.	....	6 60
Rice, Siam	**5 90**	**6 50**
Japan, No. 1	**7 15**	**7 50**
Tapioca	7 50	8 00
Sago	7 50	8 00
Evaporated apples, 25s, lb.	....	0 15
Dates, Hallowee, lb.	....	0 11½
Do., Dromedary, case	....	6 65
Currants, cleaned, lb.	0 19	0 21
Figs, Cal. table, 5 row, box	1 85	2 00
Do., 4 row, box	2 10	2 20

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Nov. 21.—All markets hold fairly steady and few price changes are announced. Butter is higher, with creamery prints quoted at 42c. and solids at 39c. per lb.

Eggs	....	0 38
Rice, Siam, per cwt.	....	**6 60**
Tapioca, per 100 lbs.	....	**9 50**
Sugar, gran., cwt.	....	8 60
Do., No. 1, yellow	....	7 35
Molasses, gal.	....	0 65
Tomatoes, cans, doz.	....	1 70
Raisins, Valencia layers	**0 24**	**0 30**
Currants, cleaned	....	0 22
Prunes, 90-100, 25-lb. boxes	....	0 13
Lemon peel	....	0 30
Orange peel	....	0 31
Citron peel	....	0 60
Walnuts	....	**0 28**
Almonds	....	**0 22**
Brazils	....	**0 20**
Peanuts	....	**0 18**
Filberts	....	**0 16**
Cocoanuts, bag	....	6 00
Potatoes, per barrel	....	2 00
Onions, 100 lbs.	....	2 50
Pork, clear bbls.	....	34 00
Oranges, per case	7 00	9 00
Bananas, per lb.	....	0 09
Lemons, case	....	7 00
Grapefruit, case	....	7 00
Pigs' feet, per 20-lb. pail	....	2 25
Hams, shoulder, per lb.	....	**0 22**
Bacon, side per lb.	....	**0 33**
Bacon roll, per lb.	....	**0 32**
Lard, pure, in pails, lb.	....	0 18
Lard, pure, in tubs, lb.	....	0 17½
Oleomargarine, lb.	....	0 23
Shortening, in pails, lb.	....	0 15
Shortening, in tubs, lb.	....	0 14½
Butter, creamery, prints, lb.	....	0 42
Eggs, fresh, per doz.	....	0 48
Do., No. 1, per doz.	....	0 42
Butter, creamery, solids, lb.	....	0 39
Cornmeal, gran., bags	....	3 00
Rolled oats, bag	....	3 60

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Nov. 21.—There are no changes shown in grocery commodities with the exception of sugar which is advanced 25c. per cwt., making present price $8 for granulated and $7.35 for yellow. Butter is unchanged, while new laid eggs are higher at 60c. per doz. Cheese is advanced to 26c. per lb.

Oranges, case	4 00	7 50
Lemons, case	....	10 00
Hams, 25 to 35 lbs.	....	0 28
Do., 18 to 25 lbs.	....	0 25½
Cheese	....	0 26
Eggs, fresh, doz.	....	0 60
Do., storage, doz.	....	0 40
Raspberries, Ont., 2s, doz.	....	4 10
Peaches, standard 2s, doz.	....	2 75
Corn, 2s, doz.	....	1 50
Peas, 2s, doz.	....	1 75
Potatoes, 90 lb. bag	....	1 25
Flour, Hard wheat, per bbl.	....	8 80
Do., Blended, per bbl.	....	7 80
Onions, Canadian, 100 lbs.	....	2 25
Grapefruit, Porto Rico	....	7 50
Do., Jamaica	....	5 50
Cornmeal, bags	....	2 10
Rolled oats, per bag	....	3 75
Rice Siam, per 100 lbs.	....	8 50
Tapioca, 100 lbs.	....	7 50
Sugar, standard, gran.	....	8 00
Do., No. 1 yellow	....	7 35
Do., 12 to 18 lbs.	....	0 22
Breakfast Bacon	....	0 34
Roll Bacon	....	0 22
American clear pork, bbl.	....	31 00
Butter, creamery prints	....	0 42
Do., do., solids	....	0 38
Do., dairy prints	....	0 35

Trade Inquiries

Canadian manufacturers and packers interested in the export trade of any of the following will be sent names of the foreign enquirers on request. Send the number of the enquiry to Canadian Grocer, 153 University Ave., Toronto, or to the Department of Trade and Commerce, Ottawa, mentioning our paper.

622. **Oatmeal.**—C.i.f. prices on Canadian oatmeal are desired by an Ipoh, Federated Malay States, importer.

623. **Soda biscuits.**—A firm in Bridgetown, Barbados, are desirous of doing business on a strictly commission basis with Canadian manufacturers of soda biscuits put up in 3-pound tins and hermetically sealed.

625. **Condensed milk.**—A Penang (Straits Settlements) import house, covering northern portion of Malay Peninsula, wish to represent Canadian manufacturers of sweetened and unsweetened milk.

626. **Butter, cheese, canned vegetables.**—A firm of Antwerp importers desire offers of butter, cheese, canned vegetables, fruits, lobster, salmon, lard, meat and bologna sausage.

628. **Canned salmon and herrings.**—A departmental store in one of the leading towns in British Malay desires quotations c.i.f. Penang, on all varieties canned salmon and herrings in tomato sauce.

629. **Canned fish.**—A Penang distributing house desire c.i.f. quotations on canned pilchards in tomato sauce, for which a growing market exists.

630. **Salmon.**—Best c.i.f. prices of new pack chum salmon are desired by a Straits Settlements import house.

548. **Potatoes.**—An agent in Cienfuegos, Cuba, wishes to obtain the agency of a good Canadian exporter of potatoes.

549. **Sardines.**—A well and favourably known commission merchant in Kingston, Jamaica, desires to sell cheap sardines.

550. **Cheese.**—A firm in Brussels are desirous of securing the agency for Belgium of a Canadian cheese manufacturer.

551. **Cheese.**—A firm of brokers in Holland are anxious to hear from Canadian manufacturers of cheddar cheese (single and twins for trial).

552. **Peas and beans.**—A Rotterdam firm of brokers would like to get in touch with Canadian exporters of yellow peas (whole and split), beans (brown and white), large, in bags of 50 kilos.

553. **Dried Apples.**—A firm of commission agents in Holland want to make a connection with a good Canadian exporter of dried apple rings, quarters and wholes, particularly quarters in barrels. All grades desired.

554. **Canned lobster.** — Commission agents in Rotterdam want to hear from Canadian exporters of lobster.

555. **Canned fruits.**—Canadian packers of canned fruits are invited to get into touch with a Dutch firm with a view to representation.

556. **Syrup.**—Cane and corn syrups are of interest to a Dutch firm of commission agents.

A CORRECTION

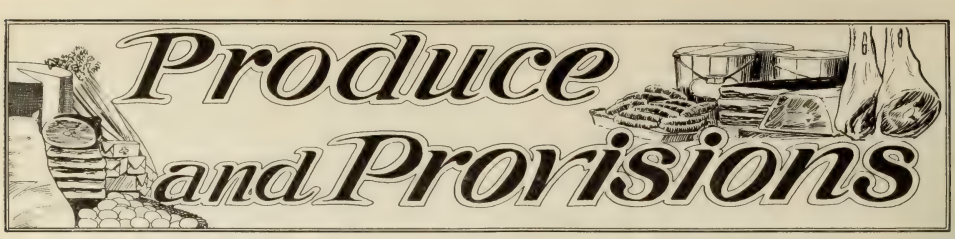
The attention of our readers is directed to the advertisement of John Mackintosh & Sons, Ltd., which appeared in our November 3 issue. Due to a composing room mistake, the last paragraph read as follows:

"Link up with this advertising now. Write today for prices to our Toffee Town, Halifax, England."

The paragraph should have read:

"Link up with this advertising now. Write today for prices to our agents:—"

Then followed the distributors' names. The error is regretted, and those dealers who as a result of the mistake may have written to England are requested to communicate at once with Hargraft & Sons Ltd., 505 King Street East, Toronto, or to Harold V. Pratt (of Canada) Ltd., 325 Railway Street, Vancouver, B. C.



Want Close Season on Sockeye Salmon for a Period of 5 Years

Royal Commission on Pacific Coast Fisheries Makes Some Important Recommendations—Restrictions on Orientals

OTTAWA, Nov. 21.—The Royal Commission on Pacific Coast Fisheries, in its preliminary report, recommends:

(1) Creation of a separate Department of Fisheries, with thorough reorganization of fisheries both in Ottawa and in British Columbia; (2) that fishing licenses issued to Orientals be reduced by 40 per cent. in 1923; (3) close season for sockeye salmon on the Fraser River and its tributaries and all coast water leading to the same for five years, provided Americans do the same on Puget Sound; further, that an international commission be appointed, consisting of representatives of the State of Washington and of the Dominion of Canada, to govern the matter of regulations during the said period. (The last-named recommendation is a majority recommendation of the commission, Commissioner McQuarrie and Commissioner L. H. Martell dissenting).

Naturalizing Orientals

The commission, dealing with Orientals, also recommends that all naturalization papers in British Columbia, in so far as they affect Orientals be called in and revised, and that in future, while it is not desirable to naturalize Orientals, yet if this is done the papers be not granted to them without a photograph first being attached, as well as fingerprints, in accordance with the usual conditions approved by law.

"No Oriental," adds the report, "should receive a return of his naturalization papers unless he complies with the provisions that should be made by the department to protect against wholesale failure."

Additional recommendations of the commission include the appointment of two boards for practical scientific research in regard to fisheries, one to be located on the Atlantic and one on the Pacific coast; that drag and purse seines should not be permitted save where demonstrated to be the only practical effective and reasonably economic method of catching fish, and that, where permitted, only white British subjects and Indians be employed; close season on halibut from November 15 to February 15 in each year; that one or more boats be placed in readiness on the coast, so that they may proceed to the assistance of fishermen in distress.

An International Arrangement

In regard to halibut fishing, the commission criticizes the Department of Marine and Fisheries for "issuing regulations and taking action" after the commission had started work, and the commissioners "cannot but express the opinion that such departmental action was unfortunate, ill-timed and calculated to seriously hamper the commission in its consideration of several matters, notably the halibut situation in its international aspect, and also the reduction of licenses to others than whites and Indians. The commission also deplores the fact that when this commission began its operations any fishery matters in the way of regulations or other matters apart from routine should have been given to the press during the commission's operations."

An additional recommendation is that an international arrangement be made toward the securing of the proposed closed season for halibut in extra-territorial waters, "and we have the assurance of the Washington Fisheries Board that it will render aid toward assisting the said arrangement being arrived at on the part of the United States Federal authorities."

SOCKEYE DEPLETION GRAVE

Seattle, Wash., Nov. 19.—Regulations for the control of fishing for sockeye salmon in the waters of Puget Sound have not been formulated for next year, members of the Washington State Fisheries Board said when informed that a Canadian commission had recommended a five years' prohibition of sockeye fishing in the Fraser River, provided Washington authorities adopted a similar rule for Puget Sound.

The board, it was stated, had not been informed of the findings of the Canadian commission and members declined to comment pending receipt of the full report.

Local fisheries men said to-day that the rapid depletion of the sockeye salmon run through the waters of Puget Sound to the Fraser River had been a source of much concern for several years and that much study had been devoted to plans to rectify the conditions.

Under the State law regulation of fisheries within the waters of Puget Sound lies entirely with the State Fisheries Board.

Necklace Found in Butter

A necklace valued at 20,000,000 crowns, declared to be the property of the royal family of Bulgaria, was recovered in a lump of butter by the police while searching baggage of four merchants, preparing to pass over the border into Czecho-Slovakia.

If the smugglers' story is true, there is more romance attached to these jewels than th emanner of concealment. According to the four prisoners, the necklace was intrusted to them by an agent of the members of the Bulgarian royal family in anticipation of a political uprising, which might force the owners to flee the country.



Showing an attractive display of meats and produce lines in the window of H. G. Cook, 695 Yonge Street, Toronto. A provision department was recently opened in this store. Sales of cooked meats and generally high-class lines are a feature.

American Tariff Keeps Canadian Poultry on Home Market

Montreal, Nov. 20. (Special).—At least one good thing for Canada has come out of the Fordney-McCumber tariff. It has brought larger supplies of Canadian raised poultry to the Canadian market with lower prices resulting. The supply is much more plentiful in all sorts, according to local dealers in live and dressed poultry. Owing to the tariff wall recently raised by Americans in the hope of protecting their market from the invasion of foreign goods, the poultry in particular that has been raised in past years to be shipped into the United States must this year find a market in Canada. Both the wholesale and retail dealers in poultry are well pleased with the result.

Carloads From the West

As an instance of this, is the fact that during last week a whole carload of live chickens arrived from Edmonton. This is the first year that live chickens have been brought to Montreal by the carload and the man who received the shipment in Montreal told a Canadian Grocer representative that he and his firm were well pleased with the result. It was brought to Montreal in specially fitted cattle cars, with three decks and equipped with drink and feed troughs. The shipment comprised 8,000 lbs. of birds. The trip only took seven days and the shrinkage, under proper care, was satisfactorily small.

East Shipped West

In speaking of this shipment a local dealer recalled that a few years ago a carload of breeding fowl were shipped to the west in order to stimulate that business and already the result is shown by the shipment of poultry back east to supply the market demand. The west, according to this merchant, has a future in poultry. "There," he said, "they have an abundant supply of rough grains that are splendid for scratch feed for poultry and the climatic conditions are ideal for making it a profitable business. In the past year or two we, in the east, have not seen the development of the poultry business that has occurred in the west, since most of the poultry has found its way into the United States. This year, however, we may expect the west to play an important part in supplying the demand in the eastern market."

Pleased With Live Shipments

Local poultry dealers are particularly well pleased with the success in shipping live poultry since the birds can be more uniformly dressed and prepared for the market when they are done by comparatively few who make it a business. The dealers also claim that it is more economical to handle them live than dressed. As yet the reclassification of poultry rates has not yet come into force and therefore it has played no part in the general reduction of poultry values.

1922 Salmon Pack Reaches a Total of 1,251,000 Cases

Vancouver, B. C., Nov. 22. (Special). —An idea of the total pack of salmon for the season 1922, is given in the following figures: sockeye, 295,000 cases; Red Spring, 26,000 cases; Cohoes, 85,000 cases; pinks, 580,000 cases; chums, 250,000 cases, and sundries 15,000 cases; making a total of 1,251,000 cases.

The pack of pinks was about as large as has ever been packed. A large quantity was sold in France and the Canadian trade took a very large quantity. The pack of chums was also very good considering the scarcity of cans. Stocks of chums are now very small. The pack of cohoes is possibly the smallest that has been packed for a good many years, due chiefly to the scarcity of cans.

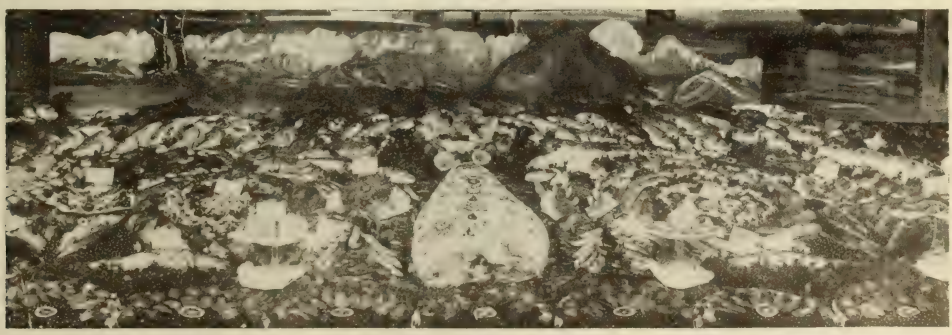
The pack of sockeye was a good average, and although the English buyers did not come in with their usual demands, there does not seem to be a very heavy stock on hand, and it is quite likely that the English buyers will continue to purchase as requirements demand, and it is authoritatively stated that by the end of next March, there will be very few British Columbia sockeye to be had.

Determining Ripeness of Fruit According to Sugar Content

Ottawa, Nov. 21 (Special).—At a meeting of the Board of Directors of the recently organized Canadian Horticultural Council, a few days ago in Ottawa, a resolution was adopted urging the Dominion government to conduct experiments with a view to arriving at some fixed method for determining the ripeness of fruit according to the sugar content.

This is a matter which considerably affects the retailer, for it is principally aimed at preventing unripe fruit from getting on to the market. An effort has been made in the past by government inspectors to protect both the trade and the public in this respect but no sure formula for determining ripeness has been arrived at to guide them in their efforts.

The necessity for some such method of determining the ripeness of fruit is apparent in the plum and grape growing districts of the Dominion. For instance there is the case of the Niagara white grape, which has been considerably hurt through over-anxiety on the part of the growers to find an early market. It is a well known fact that much difficulty has been experienced lately in marketing and selling these grapes. With the adoption of standard regulations such matters as this will be adjusted, most likely to the satisfaction of all concerned.



An attractive display of fish that lends a suggestion to the merchant as a means of increasing his turnover in these lines.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 22.—The produce and provision market is without any feature of note this week. Prices are generally steady but with some minor developments. The hog market has strengthened with an advance on light weight bacon hogs but the prices of dressed hogs and cuts of pork are unchanged although firmer. Smoked and cured meats show no change. Cooked meats are quiet. Butter shows weakness and figures for the last six months show that the receipts this year are much over that of last year. The export butter market is quiet. Cheese is strong and receipts are smaller than last year but prices are unchanged. Eggs are firm with further decrease in receipts of new laid. The demand for No. 1 storage is good. Some Chinese eggs have reached this market. Lard and shortening are unchanged. Poultry prices are easy but a slight reaction in turkeys has come and prices are up. Farmers are reported as holding their turkeys for the Christmas market. Haddock is slightly lower in price.

BUTTER MARKET QUIET

Montreal.

BUTTER.—There is an easier feeling in the butter market owing to the falling off in both export and domestic demand. The retail trade is fairly well supplied to meet the immediate requirements and buying is limited to small lots while at the same time receipts are larger than that of the same week of last year and 15,257 packages in excess of those of the period from May 1 to Nov. 19, of last year. For the time being the butter market shows no strength and prices are likely to remain just as they are.

BUTTER—

Creamery prints, finest	0 38	0 39
Creamery solids	0 37	0 38
Dairy Solids		0 30
Dairy prints		0 32

CHEESE MARKET STEADY

Montreal.

CHEESE.—There has been no change in the cheese market. Prices are steady with a good domestic and export demand. Receipts for the week show a slight increase over those of the corresponding week of last year but a big decrease over that of the previous week. The total receipts from May 1 of this year are much below that of the same period of last year while the wholesale price last year for new cheese at this time was 21c and for old 28c.

CHEESE—

Old colored, twins		0 25
Old white		0 25
New Large, per lb.	0 20	0 21
New Twins, per lb.	0 20	0 21
Triplets, per lb.	0 20	0 21
Stilton, per lb.		0 30
Quebec		0 21

EGG MARKET FIRM

Montreal.

EGGS.—There has been no important change in the egg market. New laid eggs are scarce and prices are high. The demand is therefore turning to storage eggs, with a particularly good movement of No. 1's. Some Chinese eggs have arrived on this market for the manufacturing trade but they have not yet had a direct effect upon the market price, although they have a tendency to make an easier feeling on lower grade storage eggs.

EGGS—

New Laid	0 70	0 75
Fall Fresh	0 49	0 50
Selects		0 40
No. 1		0 36
Storage		0 28

LARD PRICES UNCHANGED

Montreal.

LARD.—The lard market remains unchanged with a fair trade passing. The undertone of the market is steady with buying limited to small lots to meet immediate requirements.

LARD—

Tierces, 350 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
1 lb. bricks	0 19	0 20

SHORTENING PRICES STEADY

Montreal.

SHORTENING.—Following the trend of the lard market shortening is firm with a fair demand and conditions that indicate steadiness for the immediate future.

SHORTENING—

Tierces, per lb.	0 13
Tubs, per lb.	0 13½
Pails, per lb.	0 14
Prints	0 15½ 0 16

COOKED MEATS QUIET

Montreal.

COOKED MEATS.—There is no change in the cooked meat market. Prices are steady with a limited demand at this season.

COOKED MEATS—

Hams, cooked	0 40
Sandwich	0 47
Square hams	0 42
Smoked shoulders	**0 22**
Bologna	0 10 **0 21**
Corned Beef 1's, per doz.	3 25
Per doz. 2's	5 75

SMOKED MEATS UNCHANGED

Montreal.

SMOKED MEATS.—There is no change in the smoked meat market. Prices are on a firm basis with a fair demand. On account of the steadiness of the hog market locally smoked meat prices are holding firm although the export market is dull.

BACON—

Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls	0 26	0 30
Picnic smoked hams		0 19
Wiltshire	0 30	0 32

MEDIUM SMOKED HAMS—

Weight, 8-12 long cut	0 26	0 27
Do., 12-14	0 25	0 26
Do., 20-25	0 24	0 25

HOG PRICES HIGHER

Montreal.

FRESH MEATS. — Selected light weight hogs advanced 50c per cwt. making the quotation $11.75 and $12.00 per cwt., with a slightly lower price quoted on Quebec hogs. Dressed hogs are unchanged, at $16.50 per cwt., with a strong tone. The beef market is unchanged and easy. The demand is good and local butchers are looking for a stronger market for December.

FRESH MEATS—

Hogs, Selected, weighed off cars)	11 50	12 00
Fresh killed		16 50
Legs of pork, foot on)	0 18½	0 19
Loins (trimmed)		0 27
Trimmed shoulders	0 16½	
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front Quarters	0 04½ 0 06	0 06 0 08
Loins	0 18	0 21
Chucks	0 06	0 08

HADDOCK EASIER

Montreal.

FISH.—The only change in the fish market is a slight reduction in the price of haddock which is in good supply. The demand all around is fair considering the weather. Fish merchants are disappointed in that the cold weather has not set in. The result is that no frozen fish has yet been sold and shipments of fish still require cold storage.

FRESH FISH—

Herring	0 06
Market cod, fresh	0 05½
Steak cod	0 08
Haddock	0 05½
Halibut, chicken	0 20
Do., medium	0 24
Lake Trout	0 16
Flounders	0 09
Mackerel	0 12
Cohoe salmon	0 22
Gaspe Salmon	0 25
Dressed Pike	0 12

FROZEN FISH—

Halibut	0 20
Chicken halibut	0 16
Qualla Salmon	0 10 0 11
Dressed B. C. Salmon	0 20 0 21
Gaspe Salmon	0 25

SALTED FISH—

Labrador Herring, per barrel	10 50
Labrador Salt Salmon, per barrel	20 00
White Nape Green cod, large	7 50
White Nape Green cod, medium	6 50
White Nape Green cod, small	6 00

OYSTERS—

Standards, No. 1, can	2 40
No. 3, can	7 15

WEAK FUTURE FOR POULTRY

Montreal.

POULTRY.—There has not been any radical change in the poultry market during the past week, except a little stiffening in turkey prices. The market in general is weak for the future on account of the expected shipment of poultry from the west. Poultry dealers, however are pleased with the state of the market since they find a better demand than at the higher level of prices.

ROASTING CHICKENS—

	Per lb.
3 to 3½ lbs., per lb.	0 27 0 28
4 per lb.	0 30 0 32
4½ up per lb.	0 33 0 34
FOWL—	
3 to 3½ pounds, per lb.	0 22
3½ to 4 per lb.	0 25
4½ up	0 28
Broilers, per lb.	0 30 0 32
Turkeys, per lb.	0 44 0 45
Geese, per lb.	0 25 0 26

ONTARIO MARKETS

TORONTO, Nov. 22.—Butter and cheese continue to maintain a strong position with dealers' quotations to the retail trade a shade higher than a week ago. The egg market is firm but there is little change in quotations. Strictly new laid eggs are practically unobtainable from wholesale sources. Live hogs although advancing last week are again easier. Shortening is a shade higher while lard is quoted at a slight reduction. Smoked meats are unchanged but barrel meats are quoted higher. Chickens are easier but supplies are not over-abundant.

BUTTER CONTINUES STRONG

Toronto.

BUTTER.—The market continues to hold a strong position with quotations on the better grades advanced one cent bringing the price from 41c to42c. There appears to be considerable second-grade butter which is offered at 36c to 39c per lb.

BUTTER—

Creamery prints, No. 1	0 41 0 42
Creamery prints, No. 2	0 36 0 39

CHEESE HOLDS FIRM

Toronto.

CHEESE.—Although there are no actual changes in quotations, the market for cheese continues strong and dealers are holding prices on a firm basis. New large cheese is quoted at 25c with old at 26c to 27c per lb.

CHEESE—

Large, new	0 25 ....
Do., Old.	0 26 0 27
Stilton, new	0 26 0 27

Twins, 1c higher than large cheese and triplets 1½c higher than large.

FIRM EGG MARKET

Toronto.

EGGS.—There is little change in eggs as compared with a week ago. The market holds firm with quotations unchanged. Strictly new-laid eggs are practically unobtainable as far as dealers are concerned but a few make their appearance on the farmers' market. These, however, command a premium, the prices on Saturday last ranging as high as $1 per doz.

EGGS—

No. 1s	0 37 0 38
Select	0 41 0 43
Selects in cartons	0 60 0 65

MARGARINE STEADY

Toronto.

MARGARINE.—The market for margarine continues steady under a fair demand and unchanged quotations, No. 1 being quoted at 20c to 21c per lb.

MARGARINE—

Margarine, No. 1	0 20 0 21
Do., No. 2	.... 0 16

COOKED MEATS UNCHANGED

Toronto.

COOKED MEATS.—The demand for cooked meats continues in fair volume. Quotations are unchanged with market conditions fairly steady.

COOKED MEATS—

Boiled ham, lb.	0 38
Do., square pressed	0 40
Boiled shoulders	0 37 0 38
Choice Jellied ox tongue lb.	0 60
Jellied pork tongue	0 33

Above prices subject to daily fluctuations of the market.

HOGS TEND EASIER

Toronto.

FRESH MEATS.—At the beginning of the week the hog market had decidedly stronger tendencies with sales being made at $11.50 on the fed and watered basis. Packers, however, claimed that this figure was altogether too high and endeavored to break the market. Towards the end of the week they were able to put into effect a lower price and as we go to press prices are ranging around $11.25. Lambs were also lower but in other meats little change is noted as compared with the previous week. About the only change in dressed meats is an advance of one cent per pound on fresh pork cuts.

FRESH MEATS—

Hogs—	
Live, fed and watered, cwt.	11 25
Live, f.o.b.	10 25
Live, off cars	10 50
Dressed, light, per cwt.	21 00 22 00
Do., heavy, per cwt.	17 00 18 00
Fresh Pork—	
Legs of pork, up to 35 lbs.	0 20
Loins	0 21
Fresh hams, lb.	0 21
Tenderloins, lb.	0 50
Picnics, lb.	0 15½
Montreal shoulders	0 20
Boston butts, lb.	0 23
New York shoulders	0 17
Fresh Beef—from Steers and Heifers—	
Hind quarters, lb.	0 10 0 16
Ribs, lb.	0 14 0 18
Chucks, lb.	0 06 0 08
Loins, whole, lb.	0 20 0 26
Hips, lb.	0 10 0 12
Cow beef quotations about 2 cents per lb. below above quotations.	
Calves, lb., top quality	**0 13 0 15**
Sheep, whole, lb.	0 08 0 15
Do., medium	0 09 0 10

SHORTENING SHADE HIGHER

Toronto

SHORTENING.—The market for shortening is slightly firmer with quotations on the tierce basis up ¼c per lb., making the price 13¼c to 13¾c. The one-pound prints are unchanged at 16c to 16½c.

SHORTENING—

1-lb. prints	0 16 0 16½
Tierces, 400 lbs.	0 13¼ 0 13¾

Tubs are ½c higher than tierces and pails one cent higher than tierces.

LARD PRICES LOWER

Toronto.

LARD.—There is a slightly easier feeling in the lard situation. Quotations are down ½c per lb. One-pound prints are quoted at 18½c to 19c and on the tierce basis 16½c to 16¾c per lb.

LARD—

1-lb. prints	0 18½ 0 19
Tierces, 400 lbs.	0 16½ 0 16¾

Tubs are ½c higher than tierces and pails one cent higher than tierces.

LITTLE CHANGE IN BACON

Toronto.

PROVISIONS.—The situation in smoked bacon shows little change but in some quarters a lower price is quoted on hams. Dry salt meats are steady, while barrel meats are $1 higher, mess pork being quoted at $37 and pickled rolls at $37 to $41 per barrel.

PROVISIONS—

Hams—	
Small 6 to 12 lbs.	0 24 0 27
Medium, 12 to 20 lbs.	0 24 0 26
Large, 20 to 35 lbs. lb.	.... 0 20
Heavy, 35 lbs., and upward	.... 0 18
Backs—	
Boneless, per lb.	0 45 0 47
Rolled, per lb.	0 53 0 55
Peameal	0 41 0 42
Bacon—	
Breakfast, ordinary, per lb.	0 32 0 34
Do., special trim	0 36
Cottage rolls in casing	0 35
Cottage rolls	0 25 0 30
Roll., per lb.	0 27 0 29
Wiltshire (smoked boneless), lb.	0 28
Do., three-quarter cut	0 30
Do., middle	0 31
Dry Salt Meats—	
Barrel Pork—	
Long clear bacon, av. 50 to 70 lbs.	0 22
Do., av. 80-90 lbs.	0 20
Clear bellies, 15-50 lbs.	0 23
Fat backs, 10-12 lbs.	0 20
Out of pickle prices range about 2 cents per pound below corresponding cuts above.	
Mess pork	37 00
Short cut backs, 200 lbs.	**41 00**
Pickled Rolls—	
Lightweight	41 00
Heavy	37 00

Above prices subject to daily fluctuations of the market.

CHICKENS TEND EASY

Toronto.

POULTRY.—The market continues in an easy position with dealers buying at slightly lower prices. Receipts are not overly heavy and consequently the amount going into storage is considerably smaller than a year ago.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 30	0 40
Chickens, spring, over 2 lbs.	0 14	0 18
Chickens, 4 lbs., and over	0 20	0 24
Roosters	0 10	0 15
Fowl, 4 to 5 lbs.	0 16	0 20
Fowl over 5 lbs.	0 20	0 23
Fowls, under 4 lbs.	0 08	0 14
Guinea hens, pair	1 25	1 50
Prices to retail trade—		
Turkeys, dressed	....	0 45
Chickens, spring	0 30	0 30
Ducklings		0 35
Fowl, 4 to 5 lbs.		**0 30**

WHITEFISH HIGHER

Toronto.

FISH.—The demand for fish is reported as good. There is little change in market conditions or prices other than a slight reduction in medium halibut, now quoted at 20c per lb. Whitefish and trout are a little higher at 14c and red spring salmon is a shade down at 23c per lb.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Haddock, lb.	0 08	0 09
Flounders, lb.	....	0 10
Halibut, Med.	....	0 20
Do., Chick, lb.	....	0 20
Whitefish, lb.	....	0 14
Trout, lb.	....	0 14
Pike, lb.	0 07	0 07
Perch, lb.	**0 08**	**0 10**
Salmon, Red Spring	....	0 23
Herring, large, lb.,	....	0 08
Fall Salmon, B. C., lb.	....	0 12½
Salmon Cohoe, lb.	....	**0 18**
FROZEN FISH—		
Halibut, Medium	....	0 19
Do., chicken	....	0 18
Salmon, Red Spring	**0 22**	**0 23**
Do., Alaska Qualla	....	0 11
Do., Qualla	0 09	....
OYSTERS—		
No. 1, pkg.		3 40
No. 3, pkg.		9 90
No. 5, pkg.		16 00
Glass Jars, per doz.		4 50
Shell oysters, per bbl. 1,000		17 50
Sea Herring		0 07
White Fish	0 12	0 14
SMOKED AND SALT FISH—		
Fillets, lb.	**0 14**	**0 16**
Kippers, box	....	2 75
Hadies, lb.	....	0 12
Ciscoes, lb.	....	0 13
Digby Chicks, bdle.	....	1 15

FISH PRICES UNCHANGED

Winnipeg.

FISH.—The fish market shows no change. There is a good demand and prices are steady. Oysters are in good demand and quotations of $3.75 per gallon are well maintained.

FISH—	
Black cod, lb.	**0 12**
Brills	**0 08**
Halibut, cases 300 lbs., chicken	0 17
Halibut, broken cases, chicken	0 18
Salmon, Cohoe, in full boxes, 300 lbs.	**0 15½**
Salmon, Cohoe, in broken cases	**0 16**
Salmon, Red Spring, in full boxes	0 20
Soles	0 08
Whitefish, dressed, case lots	**0 11**
Whitefish, dressed, broken cases	**0 11½**
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 25
Kippers, East, Nat., 40 count, per count	3 00
Fillets, 15-lb. boxes, per lb.	0 14
Salt Fish—	
Labrador Herring, 100 lb. bbls., per	
Do., 20 lbs., pails, pail	2 25

MANITOBA MARKETS

WINNIPEG.—The feature of the produce market has been the advance in quotations on hogs. Butter is ruling firm and the cheese market has a stronger tendency. Eggs show no change. Lard is showing a weaker tone and a decline of 1c per lb. is in effect. Cooked meats show no change under a light inquiry. Smoked meats are steady. Poultry receipts are light but prices show no change. There is a steady demand for fish.

BUTTER MARKET FIRM

Winnipeg.

BUTTER.—The butter market continues to indicate a firm tone. Finest prints in cartons are quoted at 40c to 42c. Second quality is quoted at 38c to 40c per lb.

CHEESE MARKET FIRM

Winnipeg.

CHEESE.—The cheese market is ruling firm. Prices are fully maintained. Large cheese is quoted at 26c with twins at 26½c and triplets at 27c. Stilton is now quoted at 29½c per lb. In fact, cheese is about 9c per lb. higher than two months ago. Kraft loaf cheese in 5 lb. boxes is selling at 37c per lb., Pimento at 40c and Swiss at 53c per lb.

CHEESE—	
Stilton cheese, large, lb	0 29½
Ont., large, lb.	0 26
Ont., twins, lb.	0 26½
Ont., triplets, lb.	0 27

NO CHANGE IN EGGS

Winnipeg.

EGGS.—There is no change in the egg situation as compared with our report in last week's issue. The market continues firm under a fairly good demand. New laid eggs are reported in scant supply. Fresh eggs in cartons are quoted at 42c per dozen, with selects at 37c and No. 1 candled eggs at 32c.

LARD SHOWS DECLINE

Winnipeg.

LARD.—There has been a decline of 1c per lb. on the price of lard. On the tierce basis to-day's quotation is 18c per lb. No change in quotations is reported in shortening. The market is steady.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 18
Do., wooden pails, 20-lb. pails	4 00
Shortening, tierces of 400 lbs.	**0 15½**
Do., per pail, 20 lbs.	3 50

COOKED MEATS QUIET

Winnipeg.

COOKED MEATS.—The cooked meat market shows no change. There is a light demand at this season. Best quality cooked ham is quoted at 41 to 43c per lb.

COOKED MEATS—	
Hams, best quality, skinned, 8-14 lbs.	0 43
Do., 13-1 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 33
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 34
Head cheese in 6 lb. tins, lb.	0 13

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS.—The market for smoked ham and bacon has a steady tone and shows little change in quotations. Best quality hams ranging from 8 to 16 lbs. are quoted at 26c per lb. with boneless at 30c. There is a good demand for bacon and best quality back bacon is quoted at 44c with breakfast bacon at 43c.

SMOKED MEATS—	
8 to 16 lbs., per lb	0 26
16 to 20 lbs. per lb.	0 26
Boneless, 8-14 lbs., per lb.	0 30
Skinned, 18 to 22 lbs., per lb.	0 30
Bacon, to 10 lbs. per lb.	0 44
Cottage rolls, boneless	0 22
Bellies, 6 to 10 lb., per lb.	0 33

POULTRY RECEIPTS LIGHT

Winnipeg.

POULTRY.—Dealers report that receipts of poultry arriving during the week have been light. There is an active movement and broilers are quoted at 26c with chickens at 24c to 30c Choice ducks and geese of mixed weights are selling freely at 30c per lb.

POULTRY—		
Broilers, ½ to 2 lbs., per lb.	....	0 26
Chickens, 2½ to 3½ lbs., per lb.	0 24	0 26
Do., 3½ lbs., and up, per lb.		0 30
Fowl, per lb.	0 20	0 23
Roosters, per lb.		0 16
Turkeys, young, per lb.	0 35	0 42

HOG MARKET FIRMER

Winnipeg.

FRESH MEATS—The hog market is showing a firmer tone and an advance has been recorded. Select bacon hogs are quoted at $11. The cattle market is reported weak and low prices are prevailing. Best quality steers are selling from $4 to $4.50 and butcher heifers range from $3 to $4. The sheep and lamb market maintains a fairly steady tone with good quality lambs selling from $8 to $10 and good quality sheep from $4.50 to $6.

FRESH MEATS—		
Select bacon	....	11 00
Thick smooth	....	10 00
Heavies	....	9 00
Extra Heavies	....	8 00
Shop hogs	....	9 00
Lights and feeders	....	9 00
Roughs	**6 00**	**7 00**
Sows, No. 1	....	8 00
Sows, No. 2	....	7 00
Stags	....	....
Fresh Pork—		
Legs of pork, lb.	0 15	0 17
Spare ribs	....	0 16
Loins of pork, lb.	0 22	0 24
Shoulders	0 10	0 12
Fresh beef—from steers and heifers—		
Hind quarters	0 08½	0 15
Front quarters	0 03½	0 07
Whole carcass, good grade, lb.	0 06	0 10
Lambs—		
Choice		0 25

A Grocer's Courtship

The grocer loved a charming girl,
  As lovely as the day;
He wondered if she'd marry him;
  And say, LET SOAP she may.
Then straightway to her house he went,
  Her lovely face to see,
Exclaiming, "Ah, I know full well
  That CHEESE the girl for me."
The girl was very kind and said
  That she was very glad
To see him there, and then remarked
  What a bad COFFEE had.
She grew to know him—yes, quite well.
  She let him kiss her brow;
But when he spoke of marriage, said,
  "O, do not TEAS me now."

—Merchants' Index.



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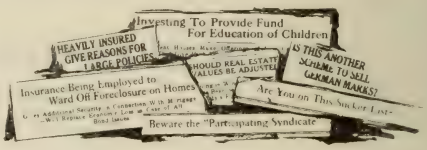
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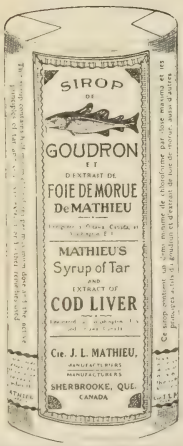
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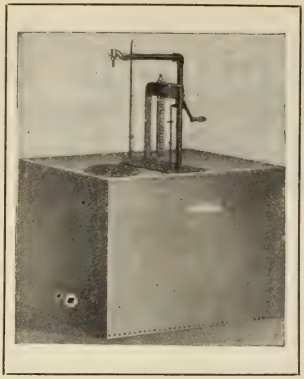
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According to the official estimate of the United States Department of Agriculture, the potato crop of the United States for this year is 433,905,000 bushels, which is an increase of 97,000,000 over that of last year. Up to the present time the production in Canada is well up to that of last year, although some rot is reported in sections of Ontario, while the New Brunswick yield is only fair. Taking these facts into consideration there does not appear to be any indication that prices will soar this season as it will be remembered that other years large quantities were shipped to the U. S. causing prices here to advance.

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Wanted

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Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

FOR SALE

ADDRESSING MACHINE FOR SALE — WE have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We will sell it at attractive prices and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ont.

GROCERY—THIS IS WITHOUT QUESTION one of the best equipped grocery stores in Western Ontario. It has shown in the past a $75,000. yearly turnover. A live wire establishing another line, in connection, can increase the turnover 50 per cent. I have good reasons to dispose of both. the business and the building. It will take approximately $12,000, to handle this proposition, and the balance can be arranged. Don't waste your time unless you have the required amount, and the pep to handle this business. For further particulars, apply to box 284. Canadian Grocer, 153 University Avenue, Toronto, Ontario.

FOR SALE—CAR OF NUMBER ONE SPY apples. Government inspected. Apply Phil. Willows, Uxbridge, Ontario.

FOR SALE

FOR SALE—CLOVER HONEY. SELLING 1922 clover honey in 5 and 10 lb. pails. 2,040 pounds, (34 crates) 13c. a pound. 1,020 lbs., 13½c. lb. 480 lbs., 14½c. lb., 120 lbs., (2 crates) 16c. Freight is same for 2 crates as for 1 crate. 2½ lb. pails ½c. extra. Also Amber and Buckwheat Honey. Sample 25 cents. Satisfaction guaranteed. Aply 272, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—SHOWCARDS, PRICE TICKETS, etc., lettered or blanks for Christmas. Samples 25c. M. Moorby, Newmarket, Ontario.

POSITIONS WANTED

YOUNG MAN (MARRIED) DESIRES POSITION as head clerk or manager of grocery business. Splendid window dresser, ten years' experience. Box 280, Canadian Grocer, 153 University Ave., Toronto, Ont.

TO THE PROVISION TRADE—I GUARANTEE my formulas for manufacturing sausage, head cheese, pressed corned beef, pressed tongue, etc., 18 delicatessen money-makers; also formula for curing hams 26 to 31 days; bacon 15 to 20 days; no sour meats, no overhauling. This system is a mild cure of the highest standard in quality producing a high-grade product. Mail your address for information. E. B. Mayhew, Box 917, Worcester, Mass., U.S.A.

COLLECTION

CREDIT MANAGER—THOROUGHLY EXPERienced in Credits, Collections, Correspondence etc. Twelve years' experience with retail grocery and butcher trade. Open for engagement. Collection of slow accounts a specialty. Box 288, Canadian Grocer, 153 University Ave., Toronto.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.



Registered Trade Mark

Made in Canada

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

When writing to advertisers kindly mention this paper.

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to 153 University Ave., Toronto.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Cheque / Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.



"I Want to Buy Eggs According to Grade"

"YES, Mr. Brown, I think you should sell graded eggs. Other grocers do. Eggs for export are graded. Why can't you sell your eggs that way? I want to buy eggs according to grade."

"What is the difference, Mrs. Holmes? I get all my eggs fresh from the country."

"They may be fresh from the country, but sometimes I get one or two out of a dozen that are anything but fresh when they get to me. Why don't you sell graded eggs?"

"Well, I have never thought about it. I sell them just as I get them. I guess I could handle them—if there was any demand for graded eggs."

"Some of my friends have been buying eggs according to grade for a long time, Mr. Brown. Many dealers grade their eggs now. If you want to hold your customers you should do the same. It is only fair. Unless eggs are sold according to standard grades it is impossible to know what one is getting."

"Well, Mrs. Holmes, I'll buy some eggs according to grade, and sell them that way."

"Thank you, Mr. Brown; I think you'll be glad I suggested the matter to you. It is a real need."

Note to the Public

"No person shall ship eggs or cause eggs to be shipped or delivered or displayed for sale in cases or containers which are marked or labelled with the name of any class and grade specified in these regulations, unless the quality and weight of the eggs contained therein is equal to or better than such class and grade."

Clause 3, Egg Regulations respecting the Grading and Marking of Eggs. Live Stock and Live Stock Products Act.

Dominion Live Stock Branch, Department of Agriculture, Ottawa

An Egg A Day

53

GRADED-SPECIALS, EXTRAS, FIRSTS OR SECONDS

Over 35 Years



of experience in high grade Computing Scale construction are behind the International

DAYTON SCALE

Our experience in this line is not even approached by any other computing scale manufacturer. Our experience and reputation command your confidence.

The day you put in a Dayton, that day you start to save more money, to wait on more customers, to build up your prestige, to stop the money leaks that come from overweights and mistakes in price calculation.

Let us send you particulars and prices of Dayton Scales.

INTERNATIONAL BUSINESS MACHINES CO., Limited

Frank E. Mutton, Vice-President and General Manager. Head Office and Factory: 300 Campbell Ave., Toronto.

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and Electric Tabulators and Sorters.

THE DAYTON IS MADE IN CANADA

Featuring Christmas Selling

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

The Largest Circulation of any Trade Paper in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., DECEMBER 1, 1922 No. 48



REDHEAD MATCHES

From your customers' standpoint matches are important. They influence their judgment as to the quality of all goods sold at your store. And your customers will tell you that REDHEADS are "better matches."

REDHEADS hold their heads and burn more freely because they are square; and being made of tough wood they do not split. Each box lasts longer because each match is a light. They are "better matches."

The MATCH COMPANY LIMITED

137 Mc GILL STR. ~ MONTREAL

Toronto Representative—THE LIND BROKERAGE CO., LTD.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations. Copy of Report will be sent on request to anyone interested.

In Your



CHRISTMAS WINDOW

and

COUNTER DISPLAYS



Be Sure To Feature

WETHEY'S

CONDENSED MINCEMEAT

(in cartons)

It is economical.
It is high-grade
It is sanitarily wrapped.
It shows a good margin of profit.

SOLD BY ALL JOBBERS---BUY NOW

J. H. WETHEY, LIMITED

ST. CATHARINES, ONT.

"EAGLE BRAND" CONDENSED MILK
"ST. CHARLES" EVAPORATED MILK
MALTED MILK—SQUARE PACKAGES

Borden's

"REINDEER" CONDENSED COFFEE
"REINDEER" CONDENSED COCOA
"REINDEER" CONDENSED MILK

SO RICH IT WHIPS LIKE CREAM

Borden's
ST. CHARLES
EVAPORATED MILK



is so rich in butter fat that it will whip like cream. Many of your customers do not know this. Tell them the next time they order.

Tell them that St. Charles Milk is rich, pure country milk less part of the water which has been removed by evaporation.

Tell them it is ***safest for their children—for their cooking—for their table.***

Once you get them to use Borden's Milk they will need no other milk supply.

Factories—Ingersoll, Fillsonburg, Norwich, Ont., Truro, N.S.

MONTREAL *The Borden Co. Limited* VANCOUVER

XMAS CAKES

FRUIT CAKES

SULTANA CAKES

CHERRY CAKES

The value of the Christmas cake is not in the fancy highly colored decorations on the icing!

The best trade appreciate the value in the purity and quality of the cake itself. Many women prefer to ice the Christmas cake themselves, but they must be satisfied the quality is of the best. Christie's name guarantees this to your most valued customers, and you can display and urge the sale of Christie's Christmas cakes with the utmost confidence, satisfaction and profit.

Many merchants are taking orders now for the Plum Puddings—and are at the same time suggesting a 2 or 3 pound cake to each customer.



Cherry Cakes in 5 Pound Slabs.
Sultana and Fruit Cakes in 7 Pound Slabs

CHRISTIE, BROWN & CO.

LIMITED

TORONTO, CANADA

"Quality Tells."

Your customers will enjoy

"KKOVAH"

RICH

OLD ENGLISH PLUM PUDDING

Served with Sauce made from

"KKOVAH"

CUSTARD POWDER

SUTCLIFFE & BINGHAM (of Canada) Ltd.

TORONTO, Ont. MANCHESTER, Eng.

Distributed in Canada by

LANGLEY, HARRIS & COMPANY, LIMITED

WINNIPEG TORONTO MONTREAL



COWAN'S

10c ALMOND BAR

Is a Big Seller

Make a Ten Cent Sale Instead of a Nickle One

COWAN'S Ten Cent Almond Bar is steadily growing in popularity. Made of the finest Milk Chocolate it carries a liberal supply of whole Burnt Almonds which seem to taste particularly well in this large sized Bar.

Don't fail to include the Ten Cent Almond Bar in your next order.

COWAN'S

The Great Chocolate Industry of Canada

HEAD OFFICE AND PLANT - - TORONTO

G 157

Quaker Talks

How Much Do You Owe Your Bank?

How much money do you owe your Bank or the Houses from whom you buy?

What have you got this money invested in?

Is it tied up in a lot of "shelf clingers" that refuse to move from your store?

Are you paying interest on borrowed money because you cannot get your money out of goods you were persuaded to buy?

Popular goods of quality with advertising behind them come into your store and quickly go out. For instance, the products of the Quaker Mills. They pay you a generous margin—they sell quickly—you turn your money over many times.

The public accept the package with the Quaker trade-mark—they look for it—because of its reputation. They know that the Quaker stands for the very highest quality in cereals.

You take no chance with Quaker products; you are assured of maximum profits and absolutely satisfied customers.

There's a Quaker cereal product for almost every cereal need;

Quaker Oats,
Tillson's Aluminum Oats,
Quaker Corn Flakes,
Tillson's Scotch Health Bran,
Puffed Wheat and
Puffed Rice
etc.

Why not invest more money in attractive package cereals that sell at sight—the Quaker line.

Any wholesaler can give you prompt delivery.

THE QUAKER MILLS
PETERBOROUGH and SASKATOON

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouses and Distributing
275-77-79 King St. West, Toronto
Centrally located. Railway Siding.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

R. C. Blackburn & CO.
MANUFACTURERS' AGENTS AND MERCHANDISE BROKERS
60 Front St., West, TORONTO

Merchandise Brokers — Manufacturers Agents
WE COVER CANADA
LOGGIE, SONS & CO.
32 Front TORONTO — St. West CANADA

J. R. Wilson & Company
BROKERS
EXPORTERS IMPORTERS
Dried Fruits--Food Products
27 WELLINGTON STREET, EAST
TORONTO, CANADA

F. S. JARVIS & CO.
18 Toronto St. Toronto
MANUFACTURERS' AGENTS
Gelatines all Grades
Grocery Sundries

GEO. G. YORKE & CO.
Agents for
Harry Peck & Co., Limited.
Jos. Travers & Sons, Ltd.,
Goodall Backhouse & Co.,
United Maple Products Co.
170 Portland Street, Toronto.

W. G. A. LAMBE & CO.
TORONTO
Established 1885
SUGARS FRUITS

Wood Vinegar Measures and Pumps
WALTER WOODS LTD.
Hamilton - Winnipeg



Goods well advertised and well displayed are easiest sold. Advertised to ½ million buyers weekly. Codville Co. Ltd.

6

When Writing Advertisers Please Mention CANADIAN GROCER

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.
Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER

This Space is Yours for $2.20 on Yearly Order

Stroyan-Dunwoody Co.
Wholesale Brokers and Commission Agents
Confederation Life Bldg. - Winnipeg

DO YOU APPRECIATE
The Saving of Freight Charges Gained Through Using Our Pool Car Service?
Security Cartage & Storage Co., Limited
Calgary ::: Canada

S. M. SCREATON. W. H. WHITESIDE.

SCREATON & WHITESIDE

181 Market St., East,
WINNIPEG.

MANUFACTURERS' AGENTS

Warehouse in the heart of the Wholesale Centre.
We are in a position to give you representation in

MANITOBA SASKATCHEWAN ALBERTA

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143.
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves Produits Alimentaires 17 ST. PAUL EAST
Importers & Exporters Peas and Beans Food Products MONTREAL.

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
GROCERY BROKERS
Manufacturers' Agents
11 St. Sacrament St., Montreal.

TIPPET & CO, LIMITED.
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581.

C. E. CREIGHTON & SON
Wholesale Grocery Brokers
Manufacturers' and Millers' Agents
57 Upper Water St., Halifax, N.S.
Storage space available.

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods
116 St. Nicholas Bldg.
Montreal
OFFICES:
Vancouver Winnipeg St. John Toronto

"EXTRA VIERGE"
"EXTRA SURFINE"
In bottles and in tin cans, Imperial measures. The right quality for Olive Oil Importers and Wholesalers.

PROVENCE OLIVE OIL
HILAIRE FABRE, PERE & FILS
Salon de Provence, France
For quotations C.I.F. apply to
ERNEST LEGARE
138 St. Peter Street, Quebec.
Representative for Canada.

Guaranteed chemically pure and virgin.
Perfectly clear and filtered.
HIGHEST AWARDS
Our Trade-Mark is highly appreciated on Canadian market.

SHIP YOUR
POULTRY, EGGS *and* DAIRY BUTTER
To P. POULIN & CO., Limited
Bonsecours Market Montreal
HIGHEST PRICES PAID
NO COMMISSION CHARGED
Prompt returns made.
WRITE FOR PRICES.



OAKEY'S
"Wellington"
KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.
Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermot Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

The Advertisers would like to know where you saw their advertisements — tell them.



Profit by Display

Let your customers know that you carry the old and reliable

STICKNEY & POOR'S
"Extra Fine"
MUSTARD

by displaying it in a prominent place.

STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

EUREKA REFRIGERATORS
NONE BETTER!

Mr. Hickson, Grocer & Butcher of Wheatley, Ontario, gives his reasons

Why he likes his EUREKA Refrigerator



"I installed a large Eureka Refrigerator in my store in January for use in my butcher and grocery departments, and it has given me the best of satisfaction.

"The temperature in the provision room, averages around 36 deg. F. and the refrigerator requires only **one ton of ice per week.** It is very economical as well as efficient and I can honestly recommend the Eureka to anyone.

"I also note that the finish on my Eureka Refrigerator is **particularly** good and I would suggest to anyone contemplating the purchase of a refrigerator, to place his order early in the Winter, before the Spring rush starts, for by doing so, the necessary time and attention can be given for a beautiful lasting finish."

If you place your order with us, we can give you the same satisfaction!

Write for free illustrated literature.

Eureka Refrigerator Co., Ltd.
Head Office and Factory: Owen Sound, Ontario

NUCOA

"A Wholesome Delicious Spread for Bread"

Dealers Sell NUCOA—



It is a pleasure to sell **Nucoa,** for it gives absolute satisfaction. Just urge a trial of one pound and **Nucoa** quality will make your customers permanent. Over 50 million pounds used yearly.

Nucoa sells to every class, its high quality is hardly commensurate with its low price. Made of pure pasteurized milk and sweet nut oils, it is absolutely free from animal fats. It is a most wholesome spread for bread.

Get your share of increasing NUCOA profits. Consult your jobber now.

THE NUCOA COMPANY
NUCOA BUILDING
Fourth Ave. at 23rd St. NEW YORK CITY



Somebody is Getting this Business—Are You?

Month by month the sales of King George's Navy are steadily increasing—the high quality of this well-known chewing tobacco is winning new friends daily. You know what this means to the trade—increased business and more profits.

Somebody is getting this additional business—are you getting your share? King George's Navy business is easy to get, the demand is already established—it is easy to hold, the quality does that—and best of all, it is mighty good business to have, quick turnover and good profits.

Many grocers will continue to make money selling King George's Navy—will you be one of them?

ROCK CITY TOBACCO CO., LIMITED
QUEBEC

1922 tomatoes

The 1922 crop of tomatoes brought daily as they ripened on the vines to the Clark modern establishments at St. Remi, P.Q., Harrow, Ont., and at Montreal—were of superior quality and the Clark Tomato Ketchup and Tomato Soup now being offered have a wonderfully "fruity" taste.



Some Clark Quick Sellers

Clark's Pork and Beans
With Tomato and Sauce
With Plain Sauce
With Chili Sauce

Clark's Soups
Thirteen Varieties

Clark's Tomato Ketchup
Chili Sauce

Clark's Peanut Butter
Spaghetti with Tomato Sauce and Cheese
Cambridge Sausage
Smoked Sausage
Pate de Viande a la Canadienne

Clark's Table Syrup
Molasses

Clark's Ox Tongue
Cooked Corn Beef
Canadian Boiled Dinner
Boneless Chicken
Corned Beef Hash
Mincemeat
Beefsteak and Onions
English Brawn
Boneless Pigs' Feet

Clark's Roast Mutton
Roast Beef
Lunch Tongue
Cooked Tripe
Irish Stew

Clark's Loaf Meats
Pate de Foie
Devilled Meats
Potted Meats

You are missing sales if you are not displaying these lines.

The quality of these Clark products is backed by liberal advertising.

Grocers can offer Clark products with assurance as we absolutely challenge the world for quality.

Let the Clark Kitchens help you to larger sales and more profits, while helping your customers to serve better meals with less work.

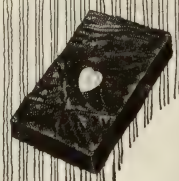
Make a good display of the Clark Prepared Foods and get a good share of the trade we are creating.

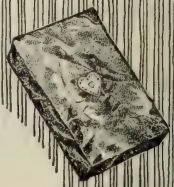
W. Clark Limited

MONTREAL

Establishments at Montreal, P.Q., St. Remi, P.Q., and Harrow, Ont.







ANYONE with capital and business ability can market and advertise tobacco.

Only one line may be marketed and advertised as "the tobacco with a heart," the brand of the old House of Macdonald.

The final test of marketing and advertising is the enduring quality of the product.



The Tobacco with a heart



MACDONALD'S



None better!

You may pay more, but you cannot get better. Modern up-to-date manufacturing methods and scrupulous care make these the matches of satisfaction for dealer and user.

No complaints — no come backs — Full count of Sturdy Matches Non-poisonous.

DOMINION MATCHES



The Modern "Milky Way"

Follow the modern "Milky Way," you enterprising merchants, and you will find your "lucky stars" Keepsweet Cream and Keepsweet Milk, high above all others in quality and public esteem.

These delicious natural flavored dairy products are more convenient and in many instances purer and more sanitary than the milk and cream the regular milkman supplies. Keepsweet Cream and Keepsweet Milk are taken from healthy selected herds to the can, via a wonderful new scientific route over which none of the purity or natural flavor is lost.

These two products will act like magnets to draw customers to your store. The public must have milk and cream and will follow the lines of least resistance to get them. Your store is the most convenient source.

MOVE! Mr. Modern Merchant! Make a display of modern milk and cream for Keepsweet. It collects customers and keeps them "sweet" for you. We will supply you with full window dressing materials upon application.

Dominion Milk Corporation, Limited

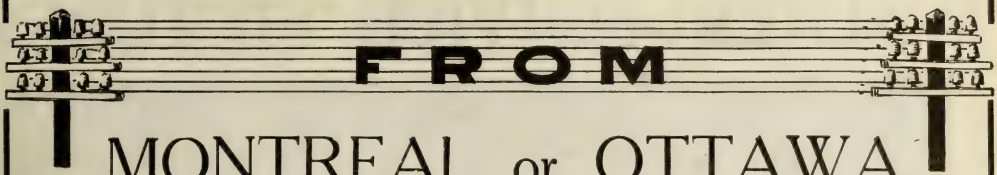
Head Office: TORONTO, Ontario

Branches:

Halifax, St. John, Montreal, North Bay, Port Arthur, Winnipeg, Vancouver, London, Eng.

Keepsweet Table Cream

This advertisement won 1st prize of $25 cash in the recent Keepsweet advertisement contest. It was designed and written by O. L. Ferriss of F. H. Ferriss' Grocery, Harrow, Ontario



MONTREAL or OTTAWA

EAST or WEST

We Will Ship Your Orders Same Day as Received

TELEPHONE or TELEGRAPH

when in a hurry. We will pay the charges.

—How is Your Stock of—

Currants, Seedless Raisins, Seeded Raisins, Sultanas, Loose Muscatels, Table Raisins, Peels, Dates, Dried Prunes, Evaporated Fruits

Figs, Portugese and Spanish in Matts. Spanish Esmeralda in 22-lb. Boxes.

Wire for prices immediately.

Laporte Martin, Limitée

WHOLESALE GROCERIES AND PROVISIONS

MONTREAL - OTTAWA

WALKER SERVICE FIXTURES



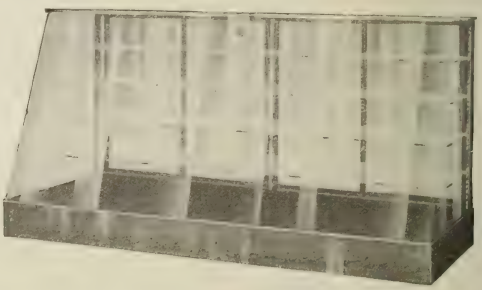
INTERIOR OF WALKER BIN STANDARD EQUIPMENT

Walker Sectional Bin Cases and Shelving for all bulk stock, cakes, fruit and baked goods, ready for prompt shipment and service in the holiday rush. Do it now.

Send in your floor plan and find out how to get this better service and cut your cost of doing business, if that is any consideration. Ask McCorvie what he thinks of the two ways, yours or ours.



Show cases for better display of fancy lines. Counters for convenient service of bulk cereals.



A complete Walker Bin equipment is the customer's guarantee of Good Service, clean stock, and reasonable prices through low cost of labor, rental and waste in an up-to-date establishment.

The Walker Bin & Store Fixture Company, Ltd.

KITCHENER - - ONTARIO

When Ordering Christmas Candies-

include a supply of

Mackintosh's

TOFFEE-DE-LUXE

Mackintosh's has big selling power at the Christmas season, because—

First- - - It is absolutely pure and wholesome—a fact that parents appreciate.

Second - It is best for children's stockings because it is in packages, each piece in oiled paper.

Third- - - It is the old-fashioned "Cheery" English Toffee everyone enjoys at Christmas.

Fourth - - It is sold at prices all can afford.

Our special "Santa Claus Message" advertising in daily papers will make big Christmas demand. Watch for it!

How to Order

10c package — packed 3 doz. to carton; 2 cartons to tin; 10 tins to case.

25c package — packed 2 doz. to carton; 2 cartons to tin; 6 tins to case.

Bulk — 4 lbs. to a tin; 28 tins to a case.

Where to Order

Western Distributor—
Harold V. Pratt Ltd., 325, Railway St., Vancouver—carries stock at Vancouver for British Columbia and Alberta, and stock at Winnipeg for Manitoba and Saskatchewan territory.

Eastern Distributor—
Hargraft & Sons, Ltd., 505 King St. E., Toronto—carries stock for Ontario and all eastern territory.



If our representative has not called, drop a line to our distributors for trial order and full particulars.

Made in England and exported to Canada by

JOHN MACKINTOSH & SONS LTD.
HALIFAX, ENGLAND

CHRISTMAS FRUITS

California Navel Oranges **Florida Grapefruit**
British Columbia Box Apples **Messina New Crop Lemons**
Spanish Malaga Grapes **California Red Emperor Grapes**
Fancy Spanish Table Raisins **Hallawi Dates**

Smyrna Figs—Sicily Filberts—Grenoble Walnuts—Tarragona Almonds—New Brazils—Peanuts—Cocoanuts—Cape Cod Cranberries—Jersey Sweet Potatoes—Port Limon Bananas—Spanish Onions—Maritime Haddies and Fillets—Coast Sealed Oysters

The Best of Everything
and
Everything of the Best

HUGH WALKER and SON, LIMITED

Established 1861

GUELPH - - ONTARIO

SMOKED AND FROZEN FISH

BRANCHES

Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.
Montreal, P.Q.
Ingonish, N.S.
Grand River, P.Q.
North Sydney, N.S.

"LEONARD'S" is the guarantee of quality in all kinds of fish and oysters. Our list of producing branches is a proof of our ability to give the best service to the retail trade throughout Canada.

Build up your fish department on "LEONARD" service and quality.

Smoked Haddies, Fillets, Kippers, and Bloaters
Halibut, Salmon, Haddock, Mackerel, Cod, Herring
All varieties of prepared fish and oysters in shell, barrels or cans

Leonard Fisheries, Limited

Head Office: Youville Square, MONTREAL

Assam's mountain gardens

Where grow the world's most famous teas, never produced finer flavored, more fragrant teas than this year.

It is of these celebrated teas that RED ROSE TEA is chiefly composed, and this accounts for the genuine goodness folks find in it.

If you're not selling this fine quality tea, a mail order to the nearest branch will bring an immediate shipment.



T. H. ESTABROOKS CO., LIMITED,

St. John, N. B., Montreal, Toronto, Winnipeg, Calgary.

Good Judgment





In the good judgment you exercise in the choice of lines you handle lies the foundation of your success. In the matter of **Brooms**, for instance, retailers should be particularly careful, for there are few things in which the demands of the average housewife are so exacting.

Waterloo Broom & Brush Company's high-grade brooms are just the kind of "out of the ordinary" brooms that will please the most particular housewife. Their exceptional ability to retain their shape over a longer period of time combined with their perfect balance and fine finish never fail to build up an increasingly profitable broom trade.

"Mail Orders a Specialty"

Waterloo Broom & Brush Co. Limited

Phone 286 **WATERLOO, ONT.**

WHEEN'S CUSHION CARBOLIC SOAP

All orders fulfilled promptly from our Toronto Warehouse.

RICHARD WHEEN & SONS, LTD., LONDON, ENGLAND
Established 1769

Canadian Agent:—
W. Y. COLCLOUGH
259, Kingswood Road,
TORONTO, ONT.

Also Makers of:
Wheen's Bath Tablets.
Wheen's "Luxury" Soap.
Wheen's "Peach Cream" Toilet Soap.

How Many Articles

that you are handling today in your store have the same manifest advantages as

"SALADA"

If there were more, the Grocery business would be a very easy and profitable occupation.
Keep your stock complete. Order today.

PLAIN and PRINTED

TIN and ALUMINUM FOILS

For Wrapping

CHEESE, CAKES, BUTTER,
CHOCOLATE BARS, etc.

and other food lines.

Canadian representatives of the well known firm of Venesta, Limited, of London, England, leading manufacturers of Tin Foils.

Our service department will be glad to give quotations and information on plain and printed foil wrappers—

BRADSHAWS LIMITED

TORONTO, CANADA

CANADIAN GROCER

Vol. XXXVI TORONTO, DECEMBER 1, 1922 No. 48

"Means Loss to the Country Retailer"

Another Merchant in Making Protest Against the Mail Order Advertising of The Toronto Globe Declares That it Cannot Fail to Take Away Business That Rightly Belongs to the Community Dealer

FOLLOWING on the complaint of the retail merchant in Western Ontario, against The Toronto Globe, and outlined in last week's issue of Canadian Grocer, come complaints from merchants in other parts, who assert that if the present propaganda of this newspaper to extend mail order business throughout the country results in any degree of success, and is continued, it means that much loss to the retailer in the smaller towns and villages will result.

The Globe in its circular sent out to subscribers and which is reproduced on this page, draws attention to an enclosed questionnaire, which is introduced in this way:

"Your courtesy in answering the questions below, and returning to The Globe, Toronto, will be appreciated as an acknowledgement of our efforts to assist manufacturers and merchants in supplying you with goods in the most economical way possible."

Some of the questions which follow include: "How often do you visit Toronto during the year? Check off any of these articles you have purchased during visits to Toronto: Men's clothing, women's clothing, children's clothing, shoes, furniture and house furnishings, musical instruments, rugs or carpets, automobiles, trucks, office equipment, books, trunks or suitcases, sporting goods, confectionery and jewellery. Check off the classification of advertising you read regularly in your Toronto morning newspaper: Groceries, toilet goods, financial, clothing, books, autos, furniture, and want ads."

Takes Trade from Small Merchant

"I think The Globe's policy in its endeavor to build up an extensive mail order business for the merchants in the larger cities and towns, cannot fail to take away from the community dealer a large share of the trade that rightly belongs to him," declared the proprietor of a general store in a village approximately one hundred miles from Toronto. "In its questionnaire it asks the co-operation of its readers to assist it to supply them with goods in the most economical way possible, and by way of doing this, draws attention to the page of mail order advertising, which with but few exceptions are the advertisements of Toronto merchants. Is that not a direct invitation to the buying public in my particular community to patronize the big city fellow, who will deliver to their doors the goods advertised, free of all carrying charges? Does it not place me in direct competition with the city merchant? Is it not a deliberate attempt to take away business from the small town dealer and give it to the city man? I believe that it is and that such a policy if effective will work at least to the disadvantage of the retailers who are serv-

COPY OF CIRCULAR SENT SUBSCRIBERS

Dear Sir or Madam:

The Globe has always been interested in giving you and its tens of thousands of readers outside of Toronto the most complete news of the day, and the kind of features that appeal to men, women and children. This is doubtless why you are a regular reader of The Globe.

We are now adding another feature, which we believe will be of value to you personally — A NEW MARKET PLACE — AN OPPORTUNITY TO BUY BY MAIL.

Beginning Saturday, October 21st, and continuing each Saturday thereafter, a special page or more of Mail Order Advertising will appear in The Globe. A copy of the first page is enclosed. Please read it carefully. Make it a HABIT to read this page each and every week. Goods and articles which you need will be advertised. The Dominion Government has recognized the importance of Mail Order Merchandising and have passed regulations which are now effective, enabling you to order goods by mail and pay cash against delivery of any parcel up to the value of $100.00. It is a big step forward and our Mail Order Page will put this new market place within your reach.

We are also enclosing a short list of questions which we know you will be glad to answer, and return to us in the self-addressed envelope. Our object in asking you these questions is that we may learn to know you as you know The Globe, so that we may all feel as a member of each other's family.

You need not sign your name, if you prefer not to, but you may rest assured that any information you give will be treated confidentially.

When you return the list of questions, won't you please write us a letter and tell us how you like the Mail Order idea, and whether you feel that it will be helpful to you in making purchases?

With very kindest regards, I am

Very truly yours,

(Signed) A. R. Malton,

Business Manager.

ing small towns and villages in this country, and who have always been the backbone, as it were, of such centres.

This Merchant Gets Circular

"Any successful propaganda to increase mail order business of retailers in the larger places cannot fail to take trade from such merchants as myself. The Globe's assertion in its reply to the merchant in Western Ontario that its idea was to serve the man or woman living in rural parts and some distance from town is hardly the case, in view of the fact that I myself received one of the circulars and questionnaires, and had intended to take the matter up with them, when you brought it to my attention. Nor again is the statement, that the lines advertised consist of specialties which are carried by very few retailers in rural sections, exactly in accordance with facts. A number of the lines advertised on a recent Saturday are stocked in this general store. These include such articles as men's and women's suits and coats, dresses, etc., shoes, fur coats, suitcases, a number of hardware lines that we have in this store. In any event if we do not have the article in stock, we are always prepared to get it for the customer at the first possible opportunity.

"I believe the development of a mail order business that is taking trade that rightly belongs to the small community merchant is not in the best interests of the country, and retailers who are feeling the competition in the development of their business should oppose any extension of mail order privileges on the part of the government such as the recent C.O.D. parcel post legislation."

This merchant also called attention to the "Retail Merchants' Globe" which claims to be published in the interests of all retailers in Ontario.

"It seems to me," he said, "that this publication is not issued in our interests at all, and that the real opinions of The Globe are to be found in its daily medium through which it endeavors to draw trade away from the country towns and cities to a few of its advertisers in Toronto."

Another proprietor of a general store writing to Canadian Grocer this week suggests that merchants in the towns and cities throughout the Province should get up a petition protesting against the Globe's propaganda to boost mail order business, and seek through this petition to have The Globe cease, in what he terms is a drive to take business away from the retail stores that it pretends to help.

What is your opinion about this matter, Mr. Merchant?



A reproduction of the mail order advertising page appearing in The Toronto Globe recently.

SAVING WASTE PAPER SAVES FORESTS

"The shortage of waste paper on the American continent to-day is more than a business problem of the paper industry — it is a conservation problem involving the forests of the entire country," said Grellet Collins, President of the Book Paper Manufacturers, in a recent address to paper manufacturers.

"Every ton of waste paper that is used by the paper mills means just so much of our forest resources saved for the future. Taking good pulpwood land as an example, it can be said that the use of six tons of waste paper is equal to saving one acre of timber from devastation."

To-day a reasonable price is being paid for waste paper — and the manufacturers, wholesalers and retailers with quantities of waste paper to dispose of—can do so to good financial gain. To-day in many parts of America waste paper is so scarce that it costs the paper manufacturer more than new pulp. A shortage exists and higher prices prevail.

This Merchant Lost Money Because He Was Late in Making Christmas Displays

J. A. Hewson, Montreal Stresses the Power of the Christmas Display, and Believes That it Should be Made Early—Already Has a Christmas Table for Showing Specialties

MONTREAL, Nov. 28 (Special).—With the approach of the Christmas season, comes the opportunity for bigger and more varied sales in the grocery business but the amount of these sales and in fact the general turnover in the grocery business at this time largely depends upon the grocer's ingenuity in increasing the sale of specialty lines. The truest thing that was ever said about selling is that the merchant who starts early to boom the Christmas buying sells the most in the long run. If a customer leaves all the Christmas buying to the last week, the mere necessities of the holiday seem so large, that there is little hope for the grocer selling many of the specialty lines and dainties that he stocks particularly for that season.

The Christmas Table

J. A. Hewson, a retail grocer of 871 St. Catherine St., West, Montreal, has already arranged a table of Christmas specialty lines near the front door of his store. This table is prettily decorated in bright colors and trimmings, symbolic of Christmas. On the table are all the fancy lines for the Christmas dinner. His idea is that by having them before his customers early, he has an opportunity to introduce them and make his customers familiar with them, that he would not have during the last week. Then, too, he believes that if his customers were to see these lines for the first time down town in some of the other stores, they would either make their purchases before he had displayed his goods or else, having got the suggestions elsewhere, they would buy elsewhere.

The Value of Xmas Displays

Last Christmas season, this grocer left the responsibility of the displays upon one of the staff, but unfortunately this man was laid up just at the time that the displays should have been made. After the holiday trade was over Mr. Hewson told the Canadian Grocer representative that he figured that on account of not having the proper displays made at an early date he lost from four to five hundred dollars' worth of business during the holiday season. This is a proof of how much the displays mean to the turnover at this time. Naturally this grocer is determined not to lose in this way again.

The Xmas Atmosphere

The displays suggesting Christmas have a powerful influence over the purses of the buying public and an early display means that this influence will be brought into play sooner. One of the secrets of making the Christmas spirit mean most to a particular line of business is to adapt the idea to as many lines as possible. One grocer in this city makes a feature of Christmas gift fruit baskets. These baskets are artistically arranged, bearing the festive symbols of holly, mistletoe and red ribbons. He has in past seasons sold big quantities of particularly high quality fancy fruit at a good profit. Another grocer features gifts of staple food lines, such as canned goods, bacon, etc., nicely packed. These he sells to people who through generosity wish to make donations to charitable institutions or to families who need this practical help. This is a particularly practical line of selling campaign for the grocery trade and a feature that is sure to attract attention.

No Changes Are Proposed in Law as to Price-Fixing

Toronto, Nov., 29 (Special).—Attorney-General Raney's projected legislation against price-fixing agreements in the industrial world has fallen by the wayside, and the Special Committee of the Legislature appointed to take evidence respecting it and return a report, has decided that there should be no change in the substance of the governing law. The committee will, however, report a bill at the next session which it considers will materially assist the department in a measure of regulation and supervision of industrial agreements.

At its concluding session at the Parliament Buildings yesterday the committee voted unanimously to make a substitution for the original bill. In the legislation which it was decided to recommend, the privilege will be given the Attorney-General of the right of discovery prior to action being taken. According to the contemplated measure, the Attorney-General will have the right of filing an application with the High Court, ex parte, to examine any parties to an agreement, or any person who has knowledge of the agreement, and to have the documents, memoranda, books, and so on produced before any civil action is taken.

Gives Attorney-General The Right

Another important clause in the substitute bill which will be recommended is one that will make it perfectly clear that the Attorney-General of the Province has a right to bring civil action for an injunction to restrain the carrying out of agreements detrimental to the public interest. In previous litigation Mr. Justice Orde had interpreted the law to be that the Attorney-General has no such powers. It is proposed to give to him this authority beyond peradventure.

Outstanding among the considerations which persuaded committee members to modify the original proposed legislation, were the strong representations of various commercial organization principals, and the apparent lack of co-operation of public opinion or public bodies generally in pressing for the more drastic law. Not a single resolution or favorable expression of opinion, it was said, had been presented to the committee in support of "anti-combine" legislation, since the committee took up its duties early in the year.

Opponents Impressive

Opponents of the measure, on the other hand, sent a number of capable representatives to state industry's case against it, and their arguments were very impressive, notably those of the Ford Motor Car Company, who set out to establish before the committee that their sales and service agreements were absolutely in the best interests of the public, and actually saved money to the consumer.

A. W. Roebuck, K. C., acted as committee counsel throughout the sittings.

AVERAGE PRICE OF FOODSTUFFS ADVANCES ONE-THIRD OF ONE PER CENT. IN NOVEMBER

THE average wholesale prices of 32 leading staple food commodities during the month of November show an increase as compared with the general average during October of .323 per cent. or about one-third of one per cent. The outstanding feature in the markets during the month of November was the steady increase in the price of flour, which showed an advance of from 10c to 20c every week during the month, the average price on Manitoba hard wheat flour being $7.05 per barrel as against the average of $6.75 for October. Cereals also inclined upward, particularly rolled oats and cornmeal, the average price of the former being 15c per bag and the latter 27½c per bag higher than the average in October. Eggs and butter were higher by 2c per lb., while cheese increased 4c per lb. The comparison of prices shows as well declines of a few cents per dozen on canned tomatoes, corn and peaches, while a shade reduction is noted in shelled almonds, walnuts and rice.

How to Advertise for Christmas

Price is not a Consideration at This Season and Every Effort Should be Made to Make the Advertisement an Interesting Story —Making Suggestions for Christmas Gifts That May Be Procured From The Grocer

THERE are so many things in a retail grocery store to advertise during the Christmas season, that the writing of business bringing advertising copy can hardly be considered a difficult task. But as advertising is an investment and not an expense, some thought and judgment should be given to it. A long list of prices cannot be considered good judgment, as it smacks of cheapness and, goodness knows, the public—that is speaking generally—are not looking for bargains at Christmas time. Rather the public gets on a "spending jag" and price is not usually the first consideration, but merchandise showing merit and quality is generally chosen.

The advertisement which brings the best results, is the one containing the most interesting story about the particular items advertised. This story need not be written with high-sounding words, but in simple readable language, the same as used over the counter every day. If the advertisement is on material for making Christmas cakes and pudding, it could have an introduction something like this:

A Royal Christmas Gift
Big Golden
Juicy Ripe Peaches

Can you conceive the pleasure of the recipient when she opens a can of these splendid peaches? Perfect halves packed in a heavy syrup. Truly a thing of beauty. Send your best friend a case or if you prefer we will include a few cans of Bartlett pears, strawberries or raspberries of the same fine quality. The price is ..... per case for either assorted or all one kind.

Christmas Gift Baskets

Come in a large assortment of sizes. Overflowing with good things. For instance, some are filled with an assortment of fresh fruit, others with nuts, cluster raisins, figs and dates. Then there is the cute little basket containing just one jar of preserved fruit. Or perhaps better still you would like to make your own assortment. All, of course, are decorated with Christmas ribbons and holly.

Drop in and see them or just Telephone No. ....

JONES & COMPANY.

Advertisement suggestion carrying out the gift idea.

You can't be too particular about the quality of the ingredients which go into the making of your Christmas cakes and plum pudding. The fruit we are offering you this year is the finest we have ever sold. The raisins and currants are free from grit and dirt and are plump and juicy, while the nuts and peels are the best the world produces. Prices too, are low, consistent with the high quality.

Following the introduction, a list of the various ingredients should be written. This need not be very long, a few words will suffice, but make it read in such a way that it will make the reader actually want the goods.

Suggestions for Christmas Gifts

Besides the material to be used for Christmas baking, the retail grocery store is cram full of things which could be suggested as gifts. In fact almost every article in the store can be suggested as Christmas gifts. One might say that an article of food hardly lends itself as a Christmas gift, and yet through suggestive advertising and surrounding the article with a Christmas atmosphere it can be made highly desirable as a gift. For this purpose perhaps the idea of a Christmas hamper is one of the best and has already been in use by several merchants for several years. One such merchant is French & Co., London, Ont. The idea commenced with this firm by suggesting fancy baskets of fruits but since then the idea has been extended and now the firm, not only suggests a basket of fruit, but suggests a hamper of staple groceries, and the assortments sold in this way literally run into the hundreds.

Suggesting Gift Baskets

J. McTaggart & Sons. Ltd., Vancouver, B. C., and Montreal, Que.. are merchants who have also used the idea of the gift basket. These baskets contain fresh fruit and vegetables, condiments, candy and other articles. Some of the baskets are quite fancy and others plain. All, however, are trimmed with a bit of holly, a red ribbon tied on the handle or some other manner of decoration, which at once gives the basket a Christmas atmosphere.

Then there are other firms who use the box idea. A cardboard box is lined with white or red tissue paper, in it is placed a half dozen or more cans of canned fruit or perhaps mixed fruit and vegetables. Some boxes are of a size to

(Continued on page 26)

You Can't Be Too Particular

about the quality of the ingredients which go into the making of your Christmas cake and plum pudding. The fruit we are offering you this year is the finest we ever sold. The raisins and currants are plump and juicy and free from grit and dirt. Prices, too, are low, consistent with the high quality. See them in our window.

CURRANTS

Good quality currants are scarce this year but we managed to get a good supply of those plump Grecian varieties. These have been re-cleaned and are free from grit and dirt. We have them in three grades at per lb. .....

RAISINS

Valencias — These are the old-fashioned Spanish kind with the seeds in and still a favorite with many people for the fine flavor. Per lb. .....
Sultanas—We have both the California and Turkish variety. Light color, fat and free from stems. Per lb. .....
Seeded—These are the California muscat raisins, seeded and packed in packages ready for use. Per 15-oz. package .....

NUTS

Valencia shelled almonds—Large nuts at ..... per lb.
Shelled walnuts — Meaty full halves, per lb. .....
Also broken pieces at ..... per lb.
We have also Jordan almonds for salting, shelled filberts, pecans and Brazils.

PEELS

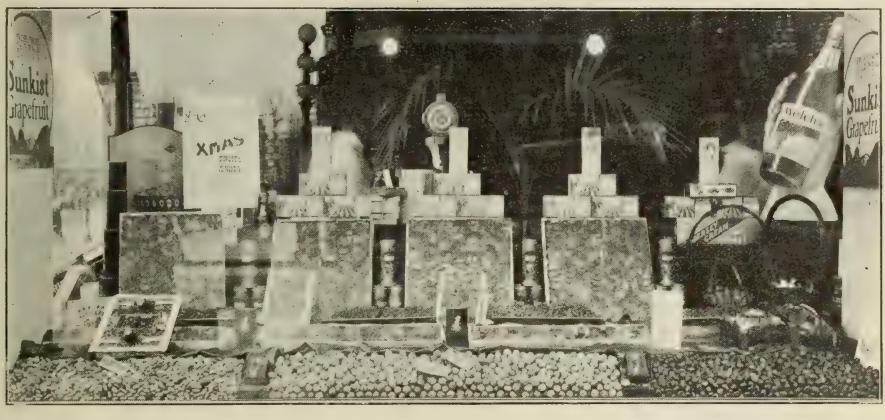
These peels are very fine. They're thick and soft. Lemon and orange at ..... per lb. Citron at ..... per lb. Or the three kinds equally mixed at ..... per lb.
These peels also come in cut form ready to use. Put up in one-lb. boxes at .....
Telephone No. ..... and your order will have the same careful attention as though given in person over the counter.

Jones & Company

Suggestion for an advertisement on Christmas fruits.

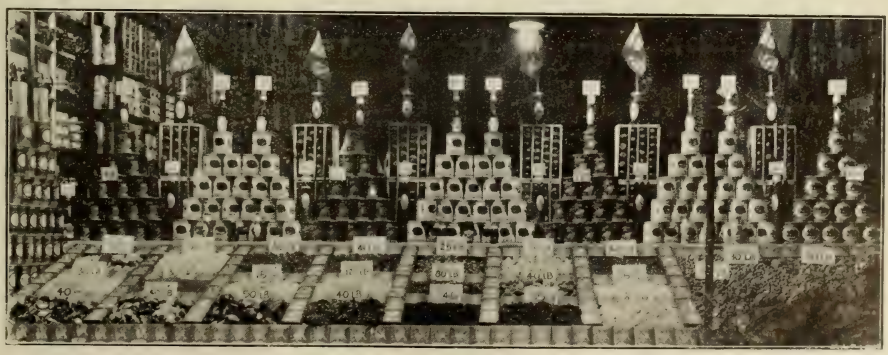
These Windows Brought Good Results

Displays of Christmas Lines Such as Nuts, Dried Fruits and Boxed Chocolates Can Be Made Very Attractive, and Are Always Productive of Results From the Standpoint of Sales



ON THIS page are reproduced two excellent Christmas selling window displays from British Columbia. The one at the top is from J. McTaggart & Son, Ltd., Vancouver, and was put in last Christmas season. It is made up with nuts, dried fruits and boxed chocolates. The firm reports this window as showing good results. "To get the best results from window displays they must be changed often," stated Mr. McTaggart.

The lower picture is a Christmas window display put in by J. F. Fumerton & Co., Kelowna, B. C., and dressed by W. G. Lock. This is a good type of a bulk display and the fact that the floor of the window is on an incline helps to bring the goods closer to the eye of the passerby. The display is composed of material for Christmas baking. Also nuts in the shell, canned fruits and vegetables, oranges and fruits in glass jars and many other good things suitable for the Christmas Festivities. "This window sold more goods than any similar window we ever put in," remarked Mr. Fumerton. "In fact, it was a real business getter."



Getting the Early Christmas Trade

Displays Under Glass on This Merchant's Counter of Such Lines as Raisins, Currants, Figs and Shelled Walnuts Remind His Customers that it is Time to Prepare For Christmas—J. S. Boyd, Peterborough, Ont., Finds Display a Big Factor in Sales

"WE ARE already selling a good deal of Christmas goods," J. S. Boyd, grocer on George Street, North, Peterborough, Ont., told a representative of Canadian Grocer this week, when discussing with him the early Christmas trade. The chief reason to which this activity is attributed is in the fact of display. About a year ago Mr. Boyd had one half of his counter enclosed in glass, this section of the counter being divided into seven compartments, thus making it possible to show goods to the very best possible advantage. At the present time, he has the various sections filled with figs, shelled walnuts, raisins, currants and the new evaporated peaches. "We put these goods in a little over a week ago, and at once it started them moving. During the past few days the turnover in these lines has been steadily increasing," Mr. Boyd stated. "It is a splendid reminder to the customers that it is time to get busy with the early Christmas baking. We will keep these lines on display for the next couple of weeks, and then replace them with other Christmas lines.

Paid For Itself Many Times

"Having part of the counter enclosed in glass the way we have it now, has been well worth while. The cost of doing so has returned to us a good many times, by way of the increased business that it has been the means of stimulating. Displaying food products in this way meant a greater turnover of the lines shown. We only had it installed a year ago, and it has proved a good investment. Last winter we sold more dried fruits, such as prunes and apricots, than we ever had done before. Our sales of chocolate bars and similar confections have also increased. We very frequently have them shown on the top of this glass case, and the fact that they are right out where everyone at the counter can see them has meant a very much greater demand for them. A week or ten days before Christmas we will display in place of the bars, a nice assortment of high-class chocolates in boxes. Last year we sold more than 100 boxes, which we thought very good in view of the fact that they constitute a line that we had not previously carried. We also sell a good bulk chocolate for the Christmas trade, and such other high-class lines as glazed fruits table raisins, Christmas crackers and Christmas stockings."

Mr. Boyd is a firm believer in the assertion that people are more concerned about the quality of the article, than they are about the price. He has proved this in his own experience, and a glance at the stock on his shelves indicates that he is carrying high-grade lines. Pointing to a pile of a certain brand of canned corn he remarked to Canadian Grocer, "I sell more of that corn than any other in the store, in spite of the fact that it is priced at a very much higher figure. Two months ago I made a window display of it, and commenced suggesting it to my customers. Since that time I have sold more than five cases of it."

Directing attention to another display of canned goods, Mr. Boyd told Canadian Grocer that he only recently stocked these lines. "They represent top quality products, and promise to be big sellers. I only put them on display the other day. A lady came in and purchased a tin of the green beans and the following day she came back and got three. She was very enthusiatic about the article, and thought it was the best that she had tried for a long time."

"Get Goods Out Where They Can Be Seen"

In this store, one is at once impressed with the manner in which goods are shown to the public. No opportunity is lost by Mr. Boyd to display his products, as he declares there is no better way of getting people to buy. "Get your goods out where they can see them," is his advice. Noticing a certain brand of olive oil in a well-arranged display, the Canadian Grocer representative inquired as to its sale. It was shown in half pint tins. "This is the season to boost the turnover in a line such as this," Mr. Boyd added. "It is a time when the ladies are doing a lot of entertaining, preparing dainty salads and such like, and we find we can sell a good deal of it in this district."



A Fair, Reasonable Profit

That this merchant is not daunted by the competition of the cash and carry stores, nor of the "cut price" man, is shown in the fact that his business is showing a steady increase from month to month. He is conducting a service store, giving his customers delivery and credit. "Our accounts are all good, and we have had no losses worth speaking about because of credit," Mr. Boyd stated. "We are carrying only the best quality goods and we are getting a fair reasonable profit on the same. I am constantly introducing new goods if they represent high class products, and have found it profitable to do so. An attractive display of goods with sometimes a suggestion to the customer invariably results in a sale."

HOW TO ADVERTISE

(Continued from page 24)

just take a bottle of Christmas wine. All, however, are tied with colored twine or ribbon and a Christmas tag attached, thus carrying out the gift suggestion. Then others carry the idea still further and suggest full cases of canned fruits as Christmas gifts. These merchants are taking advantage of the gift idea and getting good results because they recognize the fact that the Christmas season is a short one and take every opportunity to make sales.

HAVE SWEET POTATO SURPLUS

A survey of the sweet potato yield in Sussex County, Del., has been conducted by County Agent Malloy C. Vaughn, of Georgetown, and shows that there are more than 2,000,000 baskets stored in the different storage houses in the country. It is estimated that the farmers who do not make use of storage houses during the winter, have possibly 250,000 baskets buried or housed on their farms. Sussex County produced this year 1,394,000 bushels, the average being 164 bushels to the acre. The county raised 82 per cent. of all the potatoes grown in Delaware. This year the yield was 1,700,000 bushels, practically the same as in Maryland, and 87 per cent of this is for market. This year the yield was not only almost double that of last season but the quality was exceptionally good, being 94 per cent. perfect of high medium grade.



Showing the interior of the store of S. Bone & Sons, Avenue Road, Toronto. Display here is the rule and a factor that has assisted in building a steadily increasing turnover.

Finds Christmas Trees and Holly Profitable

S. Bone and Sons, Avenue Road, Toronto, Sells Hundreds of Christmas Trees in the Ten Days Preceding the Yuletide Festival —Finds it is Best to Sell Holly in One Pound Bundles

THE Christmas season means a busy one for the retail grocer and many merchants look months ahead planning for the big selling campaign of the year. Goods are gathered together from all points of the compass and particular pains are taken in choosing the various lines to see that they are of the best quality obtainable, because no one wants poor stuff to eat during the Yuletide season.

There are other things however, other than foodstuffs, which can be sold with much profit and which go to make the Christmas time a happy one in the homes. Among these many may be mentioned such as Christmas trees, holly, flowers, Christmas crackers and Santa Claus stockings. Some merchants have been handling all of them for several years and sales have shown a substantial increase each year.

Such merchants as S. Bone & Sons, Avenue Road, Toronto, make the most of selling the lines mentioned above. It is no uncommon sight to see hundreds of Christmas trees on display the ten days previous to Christmas day. Their store is admirably situated for displaying of trees, being on a corner and with the sidewalk on the side street several feet from the store, leaving a space between. This space is cemented and makes a fine place for displaying Christmas trees and holly. Trees and holly are also placed near the front entrance and help to give the whole store a Christmas atmosphere.

"In handling holly," stated C. Bone to a representative of Canadian Grocer, "we have found the best way is to have it tied up in one pound bundles. This saves us a lot of time during the rush hours, because it is rather awkward stuff to handle when you are in a hurry. Holly, too, needs to be kept cool or else it becomes dry, so we keep the bundles ready for sale in the back warehouse where it is cool. And in displaying we simply place a case of it outside at the front of the store."

Christmas crackers and Santa Claus stockings are also featured in the Bone store and year after year sales have been growing. Window and store displays of these lines play an important part in bringing about the increased turnover. Personal letters to customers and prospective customers have also been used with marked success. As Bone & Sons are good merchants, they take every effort and give much thought to the selling of articles which are commonly known as Christmas lines because they recognize the fact that the season is short and a clean up with no left-overs make them profitable lines to handle.



The Cost of a Grocer's Love

George Abraham, a grocer in Pennsylvania, says in a breach of promise suit on file there that his love affair wrecked him "physically and financially."

He set out in his petition asking for $25,000 that he used two motor cars and "nearly all of his time" in wooing Mrs. Mary S. Albert, of Conemaugh. When she promised to marry him he gave her a $1,600 diamond engagement ring, he says, which she now refuses to return.

He itemizes his "lost love" cost as follows:

Use of two automobiles by defendant for "her pleasure and convenience," $2,000.

Diamond engagement ring, $1,600.

Profits lost in grocery store by not remaining on the job, $5,000.

Disappointment and loss of his health, $15,400.

Slow Lines Must Bear Wide Margins

Rapidly Moving Lines Are Sold on Narrow Margins—Perishables Should Show Close to 30 Per Cent.—"Seeker for Light" is Further Informed on Question of Margins

By HENRY JOHNSON, Jr.

A CRATE of strawberries, 24 boxes, bought at .15c and sold as follows:

15 boxes at 18c	$2.70	
5 boxes at 15c	.75	
4 boxes at 13c	.52	$3.97
Deduct cost		3.60
		.37

shows margin of nearly 9.9%. My friend asks what profit. Maybe none. Maybe a loss. I have not analyzed it carefully enough. But I can say that perishables must pay the ordinary grocery merchant an average margin of close to 30% to yield the normal average profit of around 3% on sales. Even so, every merchant must adapt what principles underly this section of merchandising to fit his own business and environment. That means that every merchant must observe, reason things out for himself and apply rules modified to suit his circumstances. Further, we must all keep wakeful to note changes in practice and conditions, for business changes constantly, and always will. "The only constant thing is change."

On a broad generalization it may be said that slow-moving lines must bear wide margins and rapid movers are sold on narrow margins. Yet at that coffee, which is a fast mover in most properly-run stores, is also a wide-margin item, probably because it is a luxury and therefore logically bears a liberal margin. But prunes, the all-year staple in dried fruits, also carry a liberal margin, usually around 25% or more. That happens to be one of the inconsistencies of merchandising which provide much of the earnings that otherwise would have to be gotten elsewhere. Retail merchandising science is far from fully developed or understood.

Comparative Records Very Valuable

It would be difficult to overstate the value of my friend's comparative record system. There is no stimulant to increased application and endeavor like a current comparative record of our own performances. For those performances are our own. We have only ourselves to beat. That makes us just "nachelly" buck up and put an increase across.

Such records are also valuable to indicate weaknesses and errors—and, of course, that means that we shall set out to correct them pronto.

Note that my friend has "raised a dead little dump with turnover (he means sales) of $4,000 a year to a snappy, popular little store whose income (he surely means sales here, too!) for the first six months of this year ran to $19,584." From $4,000 two years ago to over $39,000 now, an increase of nearly ten times in business, is going some.

How did he do it—how does he continue to do it? That is the interesting thing to the rest of us. Well, take his own statement: "I take a careful inventory at replacement cost at New Year's each year; arrange for it gradually, a week in advance; then slap on a good, capable night force, go at it with a rush and complete it easily in 16 hours, carrying out all extensions during the quieter days that follow."

You see: that is work—just plain, old-fashioned application to the job in hand. The entire letter evinces a habit of investigating, digging out facts about the business, thinking about those facts when dug up, analyzing, dissecting, questioning constantly. He works both ways from his collar. That is the reason and cause for success.

Doing Well—But HOW WELL?

The desire to know just how fast the progress is, daily, weekly, is an indication of the real merchant. He is not satisfied with generalities. Neither does he feel that he is up against a stone wall when somebody says: "It's never been done that way before!" Get the idea?

With the systems I have suggested to him, he will get much of what he seeks. I might add "Efficient Marketing for Agriculture," by Theo Macklin, as a final study. From all this he will evolve what will enable him to keep tab on his own progress. Soon he will be able to tell anything about his business—and when he reaches that point, he will seek for more!

He asks for a suggested system for keeping track of advance orders so he shall not duplicate them and have double stocks. You recognized that common trouble from what I printed of his letter last week.

I think the most practical thing is to have a future-order file. It may be almost any kind of file so long as it is kept for the one purpose of holding future orders.

The system is to get a carbon copy of every order given for later delivery, whether a week, fifteen days, thirty days or six months—any time that is deferred beyond the usual time for quick transport. Then file those orders in succession, keeping the ones to arrive earliest on top and filing the others successively downward until the one to arrive last is on the bottom of the file.

When goods come in, remove the copy of order. Check invoice by it. Attach it to invoice. That gets it out of the file and keeps it for any necessary reference.

When you want to order goods of any kind, take that file, have it before you pretty constantly on future order. It is little work to turn over the orders to make sure you are not duplicating.

This is a worthwhile feature, too, because excess stocks lead to losses of many kinds, not the least of which is the loss least appreciated by the average merchant—the loss of turnover.

French Canadian Perks Up

Last February I got a letter from this man which indicated that he was in a really very bad way. Here is another, more cheerful:

....., Quebec, Aug. 22, 1922.

Dear Sir:—I thank you for your sound suggestions of March 3rd which I often re-read and try to practise. But to reduce stock is difficult, being 280 miles from Quebec; and in a general store so many things are necessary which go slowly. But things are going better this year ..... I now keep account of family expenses and pay them with straight salaries to myself and wife. May expenses were $125.52 and June, $136.11 for food and upkeep of house except insurance which does not fall due in these months. I have had interior of store done up and installed bureau for men's clothing. It looks cleaner and brighter, but I find I do not sell enough men's clothing for stock I carry. I am thinking of advertising this line. I have still a large stock of goods and hope the autumn will bring better business. Here are some figures:

Sales for May—

	1922	1921
Cash	$1220.80	$975.13
Credit	1846.79	484.56
Cash rec'd	1082.67	540.73

Goods received May, 1922, $2,675.73; freight paid, $21.07.

Sales for June—

	1922	1921
Cash	$1326.09	$907.59
Credit	1494.42	466.56
Cash rec'd	356.98	251.41

Goods received June, 1922, $1,749.61; freight paid, $20.87.

I kept no account of goods received in 1921. I add freight to cost when checking. Your advice is appreciated. I

await a few lines again in (name of paper) soon as possible.

As I remember it, this man's condition was apparently desperate. He was so badly off that failure seemed inevitable. When I gave him drastic suggestions for reduction of expenses and stock he balked. Then I showed him there was no way to avoid radical curtailment plus the most strenuous efforts to increase business.

He seems to have come through with the performance and now is on the way to prosperity. Some things seem plain enough: With fixed family expenditures and such small cash receipts as he had last year, the family expenses ran between 8½% and 10% of sales. Now they run between 4% and 4.8% approximately.

But why such expenditures should embarrass him even last year with a business of $27,000 puzzles me in view of the present business of only a little over $35,000. Still $8,000 extra business helps. And yet again: Why such light cash receipts per month? Cash received should equal total sales every month—on the average at least—or something is radically wrong. I wonder if I have correctly interpreted his figures since he writes French?

I shall be glad to hear further, but heartily congratulate him on bettered conditions, even if I do not quite get some of his points.

Finding Market for Canadian Honey In Great Britain

Ottawa, Nov. 28. (Special).—Although the possibilities of marketing Canadian honey in the United Kingdom have been the subject of occasional inquiry, very little business has ever been done.

Recently interest in the trade seems to have revived because not only is a representative of the government of Quebec undertaking a campaign both in Great Britain and on the Continent with the object of finding a permanent outlet for the surplus products of the province, but both the governments of Quebec and Ontario made considerable displays of their honey at this year's Dairy Show in London, which has just been held.

Writing to the Department of Trade and Commerce at Ottawa in regard to this question, Trade Commissioner Harrison Watson says: "It is quite impossible to form any estimate as to the prices likely to be realized for Canadian varieties, but several of the leading importers are prepared to receive, consider and report upon samples, which should be representative of what will be regularly sent and also of sufficient bulk to enable thorough investigation, accompanied by lowest quotations c.i.f. London or other United Kingdom port.

"It has been understood in the past that the irregularity of any considerable surplus of Canadian honey available for export has deterred action, but as the excellence of much of the Canadian honey has been established, there is no reason why export trade cannot be inaugurated, provided that regular supplies of standard quality can be guaranteed, although it is probable that the prices securable will be less profitable than those usually obtainable in Canada itself."

ABOUT HALF OF ALBERTA'S WHEAT CROP IS NOW MOVED

Calgary, Alta., Nov. 28.—The enormous quantity of 27,000,000 bushels of grain has been moved by the Canadian Pacific in Alberta from the beginning of the crop season up to Nov. 15. Approximately 25,000,000 of this has been wheat. This shows a considerable advance compared with last year. The total figure up to the end of December was 20,500,000 bushels.

During the past week, the movement reached its peak for the season. From Monday to Friday, 2,219 cars were loaded, representing 3,200,000 bushels. Practically the whole of this went to the head of the lakes.

It is estimated by Canadian Pacific railway officials that about half of the wheat crop in Alberta has now been moved.

In an attempt to pass a worthless cheque on T. R. Dunkin, a grocer in Cornwall, Ont., a fellow going under the name of Harry Miller was arrested the other day. Mr. Dunkin when the cheque was presented to him was rather suspicious of it, and got in touch with the bank and found that there was no such account.

Showcard For The Chirstmas Trade



Sample of a showcard to assist in selling material for making mince meat. The lettering was all done with single strokes of the brush. The picture was cut from a magazine and pasted on the card.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI DECEMBER 1, 1922 No. 48

The Christmas Trade

WITH THE greatest shopping season of the year now under way it behooves the merchant to make the most of his opportunities. A number of grocers have already laid their plans for big business, and their stores have taken on a Christmas atmosphere. In this issue of Canadian Grocer special attention is directed towards Christmas selling, and articles designed to help the merchant in this regard are published. How some retailers are stimulating early Christmas buying, building the Christmas advertisement that will get results, illustrations of attractive window displays, are all covered in this issue, and should be carefully perused by the dealer.

Every retailer and salesman should be quick with suggestions to customers by way of increasing sales in the next few weeks. It is a period more than at any other time, when the customer is most amenable to suggestions, and it is up to the dealer to cash in on this fact. Apart from the many good things to eat that will be bought for the home table for the Yuletide festivities, the grocer can achieve a greater turnover by giving some attention to the solution of his patrons' gift problems. Presents of the choicest fruits and confections that are always available at this season, make acceptable gifts, and the retailer will find it worth while to develop this feature.

It is up to the merchant and his staff to see to it that the cash register rings up a gratifying total on Christmas Eve.

The "Bazaar Donation" Problem

A MANUFACTURER of a grocery product showed a representative of Canadian Grocer the other day seven or eight letters which he had received in one mail asking for donations of his goods for church bazaars. He states that at this time of year his firm receives letters like this practically every day. He had them from Lindsay, Sault Ste. Marie, London, Toronto, and a number of other places. Some of them were couched in phraseology that made one think before refusing. In one case a woman had stated that after the last donation received she personally had purchased this particular product ever since and advised a number of her friends to do the same.

Firms which are doing a national business are receiving these requests from coast to coast. The claim is made that in many instances the wives of retail grocers who buy and sell these particular lines are among the offenders in a great many instances. This firm answers these letters by pointing out that each individual employee is a member of a church and is contributing regularly to its upkeep, and that it is absolutely unfair for this firm to give to one and not to them all.

Another complaint from manufacturers is that their travellers are held up by clerks, usually young women clerks in stores, for tickets for different kinds of church events which they cannot possibly attend.

Retail merchants are troubled with the same thing in so far as their own customers are concerned, and the whole matter represents a problem that requires careful thought.

In these days of keen competition a retailer cannot afford to give away any of his stock, nor can a manufacturer afford to send out samples of his goods for every bazaar or other event that comes off.

The Retail Merchants' Assn. in some cases have done good work in having cards printed to be put up in stores to the effect that requests for donations must be taken up with the secretary of the association. The merchant is able to point out that he belongs to this association and that he has to abide by the rules and regulations, so that he cannot make any donations that are not supervised by the central organization. Perhaps manufacturers in competing lines might be able to work out something similar. At any rate, the giving of donations to every one indiscriminately is not good business if business is to be done at the lowest possible cost.

Reader Interest is Essential

WHEN John Wanamaker, some years ago, withdrew his advertising from free-distribution mediums, it was mainly because these had no fundamental reader interest. This was the finding after a deep study of the subject. It was the conviction that the man who subscribed for a newspaper or other publication, expected to find advertising in it and valued that advertising as in the light of an investment, as something he had appreciated sufficiently to pay for.

The opposite was the effect of the free-distributed product. Here the receiver had no primary interest in the publication; it appeared in unexpected places, without request, and had somewhat the status of an unexpected guest.

Then, as now, free-circulation mediums were found to recognize no responsibilities toward the problems attending the business or industry, offered no constructive service through their columns, had no means of developing helpful discussion, offered no interchange of news or views, and in short had no interest beyond that contained in their advertising pages and the revenue they represented.

Editorials in Brief

No matter how good it may be nothing wears out as quickly as the excuse for being late to work.

A little tact in talking to customers will produce a brand of salesmanship that will make business anywhere.

The clerk who does not know what advertising his store is doing to-day is in a position to turn away more trade than a little.

Customers are more ready to enter a store that looks busy from without than one that is empty and looks as if a visitor would be conspicuous.

The days when business is dull in the store are not days when one need be dull mentally. All the better those days for planning methods for bringing more trade later.

Customers find no fault at not being waited on immediately by clerks who are busy, but when kept waiting by clerks who are busy only with one another, that is different.

Tea and Soap Do Not Mix Well

So This Farmers' Organization Found Out to Their Sorrow—More Trouble Caused by Tobacco Shipment—The Likely Reasons Why Farmers' Co-operative Stores Do Not Make a Success

HON. T. A. CRERAR, president of the United Grain Growers Limited, in his annual report at Calgary stated that the total earnings for the past year for the parent company amounted to $2,427,293.74 with expenses $118,340.31 more than this amount.

Readers of Canadian Grocer will readily appreciate the further statement of Mr. Crerar that it was the supplies department and the co-operative machinery end of the business that caused the loss, while the grain end had been a profitable part of the year's business.

In other words, this farmers' organization made money on the department with which it was familiar, but lost out on the merchandising end which is a specialized business in itself.

This, following closely on the heels of the closing out of so many farmers' co-operative stores in Ontario, once again indicates the desirability of the farmers keeping out of the retail business. They have plenty of work to do in organizing their own marketing systems for their grain and live stock without getting into deep water in the merchandising.

Something Wrong With the Tea

Many stories are told of the incapacity of the farmer for understanding the various methods in the retail business. One of these comes from a district in Ontario. Two or three years ago a number of farmers formed their own co-operative association and decided to purchase goods wholesale and distribute them among the members. When the various shipments of goods arrived at the station the farmers went down, broke the packages and took home those things which they had ordered. Among other goods in one shipment, there were a number of cases of soap and a 125-lb. chest of tea. The cases of soap were opened at the depot and the contents divided. Then the chest of tea was broken open and, having nothing else on hand, it was carried home by the different purchasers in the empty soap boxes.

Pretty soon there began to be quite a general criticism of the character of the tea. It had been purchased from a Montreal house. Samples of it were sent back to Montreal to be tested. The farmers objected strenuously to paying for such quality of tea as had been supplied. The Montreal firm replied that when the tea was shipped it certainly was in good condition, and did not have the soapy taste that their experts found in the samples returned.

The secretary of the farmers' organization insisted on the cancellation of the charge for the tea and determined to return it. The cause of the trouble was eventually discovered and naturally the farmers' association was the loser. The tea had absorbed the soapy flavor from the empty soap cases. Tea seems to always take advantage of soaking up a new aroma from anything close at hand.

Another story comes from a section about an order for plug tobacco that was sent to a certain firm. This firm at the time manufactured two plugs, one that sold for 15c and one for 20c. When the tobacco arrived it happened that the 15c

(Continued on page 34)

Farmer's Co-Operative Company Shows Trading Loss of $56,222

THE BALANCE sheet as at October 31, 1922, of the United Farmers' Co-operative Co., Ltd., of Ontario (including General Wholesalers, Ltd.) indicate total current assets of $1,096,342.26. Total current liabilities amount to $786,265.98. In the consolidated profit and loss account, a net trading loss for the year (excluding profit on the General Wholesalers, Ltd.) is shown at $56,222.78.

The statement is as follows:

CURRENT ASSETS

Change funds and undeposited balances	$ 5,491.18	
Cash on deposit in banks	209,956.31	
Bills receivable	647.56	
Trade accounts receivable	$223,979.64	
Less provision for possible loss	34,264.57	
		189,715.07
Certified inventories of merchandise at fair market value October 31, 1922.	600,532.14	
Total current assets		$1,096,342.26

CURRENT LIABILITIES

To amount written off organization and preliminary expenses		1,000,00
Imperial Bank, secured by warehouse receipts	$272,234.42	
Imperial Bank, loan	125,000.00	
Bank cheques outstanding	260,714.34	
Sundry loans	10,441.18	
Trade bills payable	9,623.82	
Trade accounts payable and accrued charges	108,252.22	
Total current liabilities		$ 786,265.98

CONSOLIDATED PROFIT AND LOSS

Dr.	
To loss on trading, branch and Toronto stores	$ 76,978.21
To loss on trading, produce branch Morrisburg	11,416.52
To loss on trading, produce branch, Wingham	1,099.59
To loss on trading, milling department, Smith's Falls	4,870.10
To loss on operations of Montreal live stock branch	1,621.48
To loss on trading, head office	4,877.49
To amount written off organization and preliminary expenses	1,000.00
	$101,865.39

Cr.	
By net trading profit, Toronto creamery and produce branch	$ 37,803.35
By net profit on operations of West Toronto live stock branch	7,440,52
By net trading profit, Guelph warehouse	306.74
By net trading loss for year (excluding profit on General Wholesalers, Ltd., shown separately on balance sheet)	56,222.78
	$101,863.39

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Quebec

Zeph. Hebert, president of Hudon Hebert Co. Ltd., wholesale grocers of Montreal, sails on Dec. 11, to spend Christmas with his family in France.

D. J. Byrne, managing director of Leonard Fisheries Co., Ltd., Montreal, was in Port Hawkesbury, N. S., this week, inspecting the firm's branch in that town.

WHOLESALERS MEET REFINERS

Montreal.—(Special).—Toronto and Montreal wholesale grocers met representatives of sugar refiners here this week and discussed selling problems with a view to bettering conditions. A better feeling has already resulted.

Ontario

F. Gossey, representing Edward Sharp & Son, Maidstone, Kent, England, spent a few days with their Western representative, W. G. Patrick & Co., before leaving for a trip to China and Japan.

The Roman Meal Co. have purchased the factory formerly occupied by Ontario Oil and Turpentine Co., Vine St., West Toronto. They expect to move to their new building about the first of the year.

The offices of Thomas J. Lipton, Front St. West, Toronto, have recently been remodelled under the direction of W. J. Baker, the manager. A number of the partitions have been removed, leaving an open office with the exception of the manager's.

Hamilton Grocers Make Presentation to Picnic Chairman

Hamilton, Nov. 28.—The regular monthly meeting of the Hamilton Retail Grocers' association was held the other evening. President John Young presided. A hearty vote of thanks was passed to the officers and members of the chamber of commerce for the kindness and accommodation always shown the association in permitting the association the use of its rooms.

The Root and Vegetable act was discussed at length. Selling by weight was favorably commented on by those present.

After the regular business a very pleasant event took place, when President Young, on behalf of the association, presented Frank Smith, chairman of the picnic committee, with a handsome chair. Mr. Smith replied very suitably, thanking the members for the assistance rendered that made the picnic a success.

Grimsby, Ont., Merchants Got Together to Keep Christmas Business at Home

THE MERCHANTS of Grimsby, Ont., all combined last year to prevent most of the Christmas gift business going to the nearest large city, by a series of seasonable attractions, the chief of which was a community Christmas tree. This beautifully-decorated tree stood in the heart of the town, and all sorts of publicity was resorted to in order to bring the greatest crowds to Grimsby on the Saturday before Christmas. The preliminary event was a Christmas parade, with Santa Claus, who beamed on the crowd that lined the streets, riding in a gorgeously decorated motor car. A boy scout band preceded Santa's car, with more boy scouts marching alongside the automobile. The parade concluded before the Community Christmas Tree, before which a large and enthusiastic crowd gathered.

Bags of candy were handed out to the kiddies, with inexpensive gifts for the grown-ups. More excitement was provided by the releasing of fifteen balloons from a tall building. Attached to each balloon was an order good for a free chicken, goose or turkey. A scramble ensued for the balloons, which flew all over the town. This co-operation served to keep the people in the town on the busiest day of the year, and all the Grimsby merchants experienced heavy sales.

A PERSONAL TRIBUTE TO THE LATE JOHN W. CHARLES

By A. Marland Woolnough

Here where John Wilson Charles wrought so great a work, where his genius and unique personality touched men directly, where his kindness was known to have been the full measure of his wonderful abilities, here, the shadow of a heavy sorrow rests, and the sense of a great personal loss is keenly felt by all.

The reflection of his life—his justice, his thoughtful consideration for others, his accurate understanding of men, his strength which was so gentle to the weak, his faith in man, his love for the city and community, and his passion that it might be increasingly, the home of thrift, beauty and contentment—leaves no other conclusion than that we have suffered almost irreparably.

For a little while there is a numbness which has seized us by the sudden passing of a friend, and we instinctively feel that he must needs be moving among us, a very valiant knight, a prince among men, a thoughtful and lovable citizen and friend. So difficult is it to associate such an active man with death. Yet it is true his life has been cut off, at the very zenith of its power and success, but his influence goes on and shall abide, for

"The good shall stand in Immortal Bloom."

USING THE SALES SLIP TO GOOD ADVANTAGE

"Pay Your Grocer First—Some Reasons Why," printed at the top of the back of his sales slips, with the ten reasons beneath, has proved a valuable stunt to one middle-Western grocer in speeding up collections and getting action on old accounts.

Whereas the backs of sales slips usually bear nothing more important than a few lines about the store's merit, this merchant has made the slip backs bring money to his store. The copy beneath the heading reads:

"When you pay your bills, give your grocer first money.

"He supplies you with the most necessary thing in life—food.

"The most important thing in the world is to get something to eat.

"If you must put off paying anyone, therefore, let it be anyone but the grocer.

"He is not wealthy. He seldom has a surplus in the bank. His money is all invested in merchandise and accounts.

Catalogs and Booklets

"KEEPSWEET" BULLETIN

"Keepsweet" Bulletin is the title of a little publication that is being issued twice a month by the Dominion Milk Corporation Limited, 41 Lombard Street, Toronto. It is attractively gotten up, and serves to keep the trade informed on Keepsweet products.

Ottawa Grocers Hold Opposite Opinions in Regard to Proposed Receipt Tax

Matter is Discussed at Recent Meeting of the Association—A. S. Moreland is Again Elected Secretary of the Pure Food Show—District Meeting is Postponed Until January

OTTAWA, Nov. 28 (Special).—Discussion regarding the importance of the Credit Report Book, took place at the regular semi-monthly meeting of the Grocers' Section of the Ottawa Branch of the Retail Merchants' Association, a few days ago. District Secretary J. C. Campbell introduced the subject by calling attention to a letter that was being sent out to the members outlining the principle of the Credit Report Book. The letter in question reads as follows:

"An important service in connection with our Association work is that of giving our members a Credit Reporting Book containing the names of those delinquents from whom retail merchants have been unable to collect book accounts. In order that our Credit Reporting Book may be made as complete as possible, and be of the greatest service to you, it is necessary that it should contain as many delinquent names from as many places as possible. We are, therefore, enclosing you a form which we would like you to fill in, giving the names and addresses of those customers from whom you have been unable after notifying them, to collect, and whose accounts you are sure have not been, and cannot be disputed.

"If you think that it would assist you to make a still further attempt to collect the accounts that are now owing to you, it might be well to send out another letter stating that unless the accounts are paid in five days, it will be necessary to send their names in to us to be placed on the delinquent debtors' list. In any event we would like all the names that you have, not later than December 1st as we expect the Credit Reporting Book will be ready for distribution to our members by the first of the year."

Discuss Receipt Tax

The tax on receipts, which comes into effect the first of January, came in for some discussion, and opinion was divided upon the necessity of launching a vigorous protest and fight against it. T. W. Collins said he could not see how the measure was going to greatly affect the grocers, as in most cases accounts were paid by check, and the check was recognized as a receipt in itself. Others took the opposite view. The check idea might apply to the man doing business on a big scale in a prosperous community, but it would not apply the same way to the small corner grocer catering to the working man, who came in Saturday evenings to settle up. If his account was over ten dollars, the stamp would have to be affixed to his receipt.

J. C. Campbell urged the members to fight the measure on the ground that the retail merchant was already too heavily burdened with taxes which he could not pass on to the consumer.

A. S. Moreland, who handled the arrangements for Ottawa's Pure Food Show last summer, was again elected secretary of the show, with authority to select his own committee. Mr. Moreland will choose his committee and report at the next meeting.

Postponed Until January

It was announced that the district meeting which was to have been held on the 22nd of November, in Carleton Place, had been postponed until some time in January.

The chairman stated that he had been advised by the officials of the Fruit Branch of the Federal Department of Agriculture, that window cards calling attention to the recent changes in the Root Vegetables Act, requiring potatoes and other root vegetables to be sold by weight, were being sent out to every grocer in the country.

Those who attended the meeting were: A. E. Kelly, chairman; Duncan Bell, treasurer; J. C. Allan, secretary; B. G. Crabtree, J. A. Walsh, J. Paterson, D. C. Cowan, A. M. Richardson, H. J. Hill, P. G. Allan, A. S. Moreland, T. A. C. Kennedy, A. Phillips, P. G. Allan and T. W. Collins.

FORT WILLIAM GROCERY IS SCENE OF DARING HOLD-UP

Fort William, Nov. 27.—A daring hold-up accompanied by a brutal assault on the man in charge of Sutherland's grocery store, who refused to hold up his hands when ordered, ended in the capture of the two men alleged to have been guilty of the crime, after a short but sharp chase by Chief Dodds, Inspector Watkins and Constable McMurray.

In the afternoon two men entered Sutherland's grocery store, which is near the Union Station, ordered young Sutherland to put up his hands, took him to a back room when he refused to do so, tied his hands with a tire chain, and rifled the cash register of $20.



Reproduction of a window display of boxed chocolates put in by E. H. Burtt. Woodstock, N.B., during last Christmas season. This is a good example of a single unit display and one which resulted in sales of a large number of fancy boxes of chocolates.

WESTERN CANADA NEWS

Western

Hardy and Buchanan, grocers, Winnipeg, have recently opened a branch store at Stafford Street and Grosvenor avenue.

Thomas M. Syer of Syer & Smith, Penticton, B. C., has taken over the partnership interests of Alexander Smith and will continue the business under his own name.

DOMINION POULTRY PROMOTER TALKS TO RETAILERS ON EGGS

Winnipeg, Nov. 28.—The importance of selling eggs on a quality basis, was the point emphasized by A. C. McCulloch, poultry promoter for Manitoba, under the livestock branch, Dominion Department of Agriculture, when speaking the other night before retail grocers and meat dealers in the offices of the Retail Merchants' Association.

The speaker gave four reasons for selling eggs on this basis: First, that the producer must be rewarded with a reasonable price if the production of eggs in Canada is to be increased, and second, the per capita consumption of eggs is increasing in Canada. In 1891 it was 11.8 dozen, in 1901, 13.7 dozen, in 1911 17.3 dozen, and in 1921 it was 20 dozen. In the third place this growth in consumption was desirable because of certain specific food properties contained in eggs and not present in most other articles of diet, and fourth, that customers buy eggs for various uses, for boiling, for pastry and other cooking. A certain quality of eggs was essential for each use, he said. If eggs were sold according to grade it was easy for the customer to choose the grade required.

E. W. Mallet, senior egg inspector under the branch, was also present.

ESTABLISHING A STURGEON FISHERY AT FORT ST. JAMES

Edmonton, Nov. 28.—While at Fort St. James, in the interior of British Columbia, recently E. W. Bowness, consulting engineer of this city, met a party of Edmonton men who were looking over the terrain mentioned with the possible intention of establishing a sturgeon fishery there.

Sturgeon fishing on a small scale is at present carried on at Stuart lake, the fish being taken for the caviare they contain, which latter is cured at Fort St. James prior to shipment. Some of the sturgeon taken in Stuart lake tip the scales at 400 pounds weight, and there is a probability that this industry will be considerably commercialized during the next decade, says Mr. Bowness.

BRITISH COLUMBIA PRODUCES 711,350 LBS. OF HONEY

Vancouver, Nov. 28.—The B. C. bee harvested this year 711,356 pounds of the sweetest crop on earth, according to compilations made by W. S. Sheppard, provincial apiarist. This is a record.

Fifty-three tons are contributed by the Kootenay bees; the Okanagan and Thompson valleys including another fifty. From Vancouver Island and the Gulf Islands twenty-nine tons were gathered, while twenty-four tons were harvested from Greater Vancouver and New Westminster. The populous Fraser Valley, with its commercial beekeepers and farmer side-liners, produced more than half the whole crop, nearly 200 tons coming from this district.

TEA AND SOAP DO NOT MIX WELL

(Continued from page 32)

variety was sent, but the shipper had made some mistake and charged it up at the 20c price. The farmers who purchased the tobacco soon discovered they could buy a larger plug for less money. The secretary was accused of double-dealing, and the reader can imagine just what kind of a time he would have for a few months. The secretary, of course, was not to blame, as he did not know anything about what the size of the plug should be for the price.

These things go to show that it is not an easy matter to conduct a business at a profit if one does not know anything about the business. Retailing is a scientific trade, and if one does not apply himself to it, or if he has not been brought up in it, his chances of success are not bright.

HERE IS A POTATO RECORD

Here is a Vernon potato record:

Noel Leishman, B. C., planted 55 lbs. of seed and dug 1,500 lbs. of Carmen No. 1, marketable spuds. This is a yield of 27 to 1.

He also planted 9 sacks of Netted Gems to the acre which yielded 17 tons. Next!

Did You Ever Stop to Think---

THAT satisfied customers are the greatest asset a business can have.

THAT courtesy, service, price and quality merchandise keep them satisfied.

THAT Advertising Brings New Customers.

THAT the up-to-date merchandiser who advertises gets them.

THAT a merchant who does not keep up-to-date loses them. Keep Up-to-Date.

THAT the persistent advertiser can always say "Business is Good and Getting Better."

THAT the progressive, up-to-date citizens who believe in their city and work and boost toward making it a better city in which to live and make a living, are the ones who make better business.

THAT they read the advertisements and believe in buying from the live merchants so the home money can circulate through business channels and work for the whole community.

THAT these citizens and the big up-to-date business men are the leaders in a Chamber of Commerce. They are active members, not for the benefit it might be to themselves alone, but for the benefit it will be to their city.

THAT they realize that what benefits their city benefits the citizenship in general.

THAT to be Known as a Live, Up-to-Date City Brings More Business.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THERE are few features in the markets for general grocery commodities this week, but trading on the whole is fairly active, particularly on lines suitable for the Christmas trade. Refined sugar made two advances during the week under review, making a total advance of 25c and bringing the Montreal basis to $8 for standard granulated. The market situation is fairly strong under some recent advances in the raw sugar market. Cuban raws sold as high as 4c c. & f. on the New York market, the highest prices reached for this crop. There are also rumors of sales of new crop Cubans for January shipment at 3¾c c. & f. New York. Grinding of the new crop Cuban sugars has not yet commenced, but several centrals are expected to start operating within the next week or ten days. Dried fruits of all descriptions are moving in good volume and spot quotations hold fairly steady. Currants on spot are inclined to be scarce in some quarters and prices are firmly held. Primary currant markets, however, indicate a weakness and lower spot prices are likely after the turn of the new year. Dates are also easier and there is a possibility for some declines in the future. Cereals continue to maintain the strong tone which has characterized this market for some time. The situation in rolled oats, however, appears a little easier in Quebec while a scarcity and strong prices prevail in Ontario and a firm market in other provinces. Canned goods rule steady while rice and spices show little change as compared with a week ago. Teas continue in a very strong position with primary markets steadily indicating a shortage and higher prices, which is reflected in the spot situation and in consequence some advances have been registered.

QUEBEC MARKETS

MONTREAL, Nov. 29.—The wholesale grocery trade is unanimous in the report that the grocery business, during the past week, has shown another marked improvement, principally due to the buying for Christmas. There is, however, a firmer tone to all lines which builds confidence and above all more enthusiasm on the part of the retail trade. Sugar has taken another jump on account of the advance in the price of raws and, as few were able to take advantage of the advance, prices are uniform and strong with practically no cutting. Canned goods are firm without any change of note. The rice market is steady and shows some improvement in buying. Coffees are marking time but gaining strength in primary markets. Black teas have taken a further advance, making a total of ten cents a lb. during the past month. Rolled oats are reduced slightly but still are in a strong position, the reduction having been made on the grounds of better deliveries of grain. The spice market is quiet. Good quality walnuts are scarce and higher in price. Currants are weaker for the future but spot prices are steady. There is an excellent demand for dried and prepared fruits. Package goods are unchanged. Molasses is strong but without any price change. Oranges and grapes will be plentiful for Christmas with prices easy.

ROLLED OATS SHADE EASIER

Montreal.

CEREALS.—The feature of the cereal market is the advancing price in white beans. Local wholesalers report that good quality beans are scarce and producers are demanding higher prices. Rolled oats are a little easier and millers have dropped their price 10c. per bag. They state that the congestion at the points of trans-shipment in the west has been cleared up and deliveries are better. The market for rolled oats, however, is in a good position and there is a good demand for supplies. The corn meal market is strong and prices are well maintained.

CEREALS—

Rolled oats, bag	3 10	3 25
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

PACKAGE GOODS UNCHANGED

Montreal.

PACKAGE GOODS.—There is no change of note in the package goods market. Since the easier feeling in rolled oats there is not the likelihood of an advance in package goods that there was a week ago. The market is firm however. The demand for package goods of all lines is good and price cutting is not as prevalent as it was.

Aluminum package, 20s	....	6 00
Rolled oats, large	....	4 80
Do., small	....	2 00
Oatmeal, fine cut, 20 pkgs	....	6 50
Puffed Rice	....	5 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	2 55
Hominy, pearl or gran., 2 doz.	....	2 59
Scotch Health Bran (20 pkgs.) case		3 50
Pancake Flour, case	....	7 1[illegible]
Pancake Flour, self-raising, do.	....	2 25
Wheat Food, 18-1½s	....	3 25
Porridge wheat, 36s, case	....	6 40
Do., 20s case	....	4 50
Self-raising flour, (3-lb. bags) doz.	....	2 05
Do., (6-lb. pkg.) doz.	....	4 00
Corn starch (prepared)	....	0 09½
Corn starch, 1 lb. pkgs.	....	0 08
Potato flour	....	0 12½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour	....	2 90
Shredded Krumbles, 36s	....	4 35
Shredded wheat	....	4 45
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pkgs. case	....	3 00
Celluloid starch, 45 pkgs. case	....	3 90
Malt Breakfast Food, (36 pkgs.)	....	9 60
Macaroni	....	2 76
Spaghetti	....	2 75
Egg noodles, Quaker	....	2 25
Canadian Cheese loaf, lb.	....	0 33
Pimento loaf,	....	0 35
Swiss chees loaf	....	0 44
Package dates, 48-10	....	3 60
Excelsior dates	....	4 10
Dromedary, small	....	3 60
Do., Large	....	6 75

CANNED GOODS FIRM

Montreal.

CANNED GOODS.—There is no change in the canned goods market. Prices are steady with little or no cut-

ting and there is a good demand all around. In some lines of canned vegetables there is a strong and healthy tone. Lobster offerings have been well cleaned up and about all that is left are halves. Packers state that their supplies of quarters and flats are finished and consequently a strong market results.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Beets, 2s whole	....	2 40
Beets 2s sliced	....	2 40
Cabbage, Simcoe, 2½s	**180**	....
Corn, 2s	1 20	1 40
Corn, extra quality	....	1 40
Corn (on cob) 2½s	2 40	2 75
Carrots (sliced), 2s	**1 45**	**1 75**
Spinach, 3s	**2 85**	**2 90**
Squash, 3s	**2 85**	**2 90**
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	**1 80**
Do., California, 2s	**3 15**	**3 50**
Do., (wine gals.)	**8 00**	**10 00**
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s standard	0 95	1 00
Do., 2s	....	1 05
Do., 2½s	1 42½	1 45
Do., gallons, standard	....	5 25
Parsnips, Simcoe, 2's	**1 80**	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	**4 50**
Do., early June	1 85	2 00
Do., extra fine, 2s	....	**3 25**
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30
Canned chicken haddies, 48, lb.	....	**9 00**

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 50	1 65
Do., 3s, doz.	**1 60**	**1 70**
Do., gallons, doz.	**4 80**	**5 40**
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	**18 50**
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	**3 50**
Do., 2	**3 20**	**3 30**
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
Pineapple—		
Extra fancy sliced 2½s	....	5 25
Extra fancy sliced, 2s	....	4 15
Extra grated, 2s	....	3 40
Extra sliced 30 oz. glass	....	9 00
PEARS—		
Extra fancy 2½s	....	5 25
Extra 2s	....	4 00
Standard 2½s	....	4 85
PEACHES—		
2½s, yellow cling	....	4 50
2½s, yellow	....	4 25
Extra yellow 2s	....	3 25
Cling sliced 2s	....	**3 50**
Standard 2½s	....	3 75
Standard Yellow Cling, sliced	....	4 00
Strawberries, 2's	....	3 30
Greengage Plums, heavy syrup, 2-lb.	**2 20**	**2 00**
Lombard plums, heavy syrup, 2-lb.	....	**2 40**

SPICES MARKING TIME

Montreal.

SPICE.—Spice dealers state that the market is marking time without any change of note and only a limited demand.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	0 23	0 25
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace	....	0 55
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do. 64 lb.	....	0 40
Do., 80 lb.	....	0 38
Do., 100 lb.	....	0 36
Do., ground, 5, 10, 25 lb.	....	0 35
Pepper, black	0 20	0 24
Cayenne pepper	....	**0 38**

BLACK TEAS ADVANCE

Montreal.

TEA.—During the past month local dealers in tea have advanced their prices on black tea by small amounts which now total 10c. per lb. Even in package teas there is talk of higher prices. Tea values have been soaring and import costs are much higher than that of spot stocks. Local tea merchants are of the opinion that the peak has not yet been reached in values of black tea. The market for Japan tea is strong at the present basis with a good demand.

TEAS—

Pekoes	0 45	0 50
Broken Pekoes	0 48	0 60
Orange Pekoes	0 52	0 90
Broken Orange Pekoes	0 55	1 00
China—		
Common	0 24	0 35
Medium	0 40	0 50
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 70

RICE PRICES STEADY

Montreal.

RICE.—The rice market is steady without any change in price. The demand shows improvement at this season and there is a little strength lent by the higher values in other cereals.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 90
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

FLOUR MARKET FIRM

Montreal.

FLOUR.—The flour market is firm and millers state that the present price of flour is at a fair level in comparison with the cost of wheat.

FLOUR—

First patents, 98s	3 65	3 70
First patents, 7/14s, jute	....	0 63

SUGAR PRICES ADVANCED

Montreal.

SUGAR.—All refiners have advanced their price to the $8 basis and a strong market is expected in the next few weeks. Raws have reached the new high level of 4 cents c. & f., New York. The demand for sugar is good for small lots to meet immediate requirements since the trade has run out of the lower priced sugar and all are buying from hand to mouth. The immediate future of the sugar market is strong but with the new crops of sugar coming into the market in January easier prices may be expected. Few have been able to take advantage of the recent advance in price and it is expected that list prices will be well maintained.

SUGAR—

Granulated, per cwt.	8 00
Do., barrels	8 05
Granulated, gunnies, 5-20	8 20
Do., cartons	8 40
Do., gunnies, 10-10	8 35
Do., cases, 50 2-lb. cartons	8 50

WALNUT PRICES HIGHER

Montreal.

NUTS.—The feature of the nut market is the sudden increase in the demand for all lines. Good quality walnuts in shell are scarce, and what supplies are on the market are demanding a high price. During the past week some large shipments of walnuts have been turned down in Montreal. Fancy Grenoble walnuts in shell are demanding as high as 33c. per lb. Peanuts are higher in price and have a strong market. There is no change in almonds. The demand for the Christmas season has had a noticeable effect upon the nut market.

NUTS—

Almonds, Tarragona, per lb.	0 12½	0 13
Valencia shelled almonds 3 crown	0 39	0 40
Soft shell	....	0 60
Pecans, new Jumbo, per lb.	....	**0 50**
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled	....	0 50
Pecans, new Jumbo, per lb.	....	0 50
Filberts (Sicily) per lb.	0 10½	0 11
Walnuts, Grenoble in shell	0 30	0 33
Walnuts, Marbot	0 16	0 18
Do., new Naples	....	0 23
Do., Bordeaux, shelled	0 52	0 60
Jumbo, roasted Specials	....	0 18
Extra	....	0 14
Do., Choice	....	0 13½
Do., shelled, No. 1 Virginia	....	0 11½
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 33
Fancy wholes, 10 lb. tins	....	2 10
Do., 10 lb. boxes	....	1 80
Do., 25 lb. boxes, per lb.	....	0 17

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

GOOD MOVEMENT OF DRIED FRUITS

Montreal.

DRIED FRUITS.—Local dealers in dried fruits report a particularly good demand for fancy glace fruits and candied peels. The market for spot currants is firm but import costs are easier and lower prices may be expected in January. Raisins are firm in price and are in good demand. With the low price of dates this fruit has become very popular and there is a good demand. Figs remain high in price. Evaporated apples are weak and lower prices are expected.

DRIED FRUITS—

Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 15
Do., 50 lbs.	....	0 14
Peaches (fancy)	....	0 28
Do., (choice)	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed	....	0 31
Lemon	....	0 25
Orange	....	0 25
Citron	....	0 55
Raisins		
Valencias	....	**0 16**
Muscatels, 2 Crown, spot	....	0 14
Do., 3 Crown, spot	....	0 15
Do., 4 Crown, spot	....	0 16
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. seedless, cartons, 12 doz.	....	0 12
Do., 16 oz.	....	**0 16**
Cluster, 20 1-lb. pack	4 00	....
New Spanish table raisins—		
3 Crown, 22 lb. box	....	**4 50**
4 Crown, 22 lb. box	....	6 00
5 Crown, 22 lb. box	....	6 50
6 Crown	....	7 30
Packages, 3 Crown 20/1s	....	5 25
4 Crown, 20/1s	....	6 25
5 Crown, 20/1s	....	6 75
Currants, loose	....	**0 18**
Dates, Excelsior, (36 10s) pkg.	....	4 10
Dromedary, (3-10 oz.)	3 60	6 75
Loose	0 10	0 12

Figs, 4 Crown		0 21
5 crown		0 22
6 crown		0 23
7 crown		0 25
Mats, Portuguese		0 03
Smyrna cooking, bags		0 13
Prunes (25-lb. boxes)—20-30s		0 20
40-50s		0 17
60-70s		0 14
70-80s		0 13
80-90s		0 12
90-100s		0 11

STRONG POSITION OF TWINE

Montreal.

COTTON TWINE.—The market for cotton twine and rope is firm and in some cases the wholesalers have advanced their price which has been lower than the market warranted. Even at these prices the quotations made to the grocery trade are lower than to other trades.

COTTON TWINE—

4 ply balls	0 51
3 ply balls	0 48
3 ply cones	0 47
3 ply tubes	0 47
4 ply cones	0 50
4 ply red and white	0 58
Cotton rope 3-16	0 45
¼	0 44
5-16	0 44
⅜	0 44

MOLASSES MARKET STEADY

Montreal.

SYRUPS.—There is a fair demand for syrup and prices are steady. Molasses is in a strong position on account of sugar values but no change in the price is expected since winter supplies have been contracted for.

MOLASSES—

Puncheons, Island of Montreal	0 70
Barrels	0 73
Half Barrels	0 75
Puncheons, outside of Montreal	0 67
Fancy molasses in tins—	
No. 2, 2-doz. per case	7 75
No. 3, 2-doz. per case	10 75
5-lb. tins, per doz.	8 95
10-lb. tins, per case	8 60
Case goods subject to 10 per cent. discount.	
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
3 gals., 38½-lb. pails, each	2 35
5-lb. tins, per case, white	4 70
5 lb. tins, per case, dark	4 20
SUGAR—	
Granulated, per cwt.	7 75
Do., barrels	7 80
Granulated, gunnies, 5-20	7 95
Do., cartons	8 15
Do., gunnies, 10-10	8 10
Do., cases, 50 2-lb. cartons	8 25

COFFEE MARKET FIRM

Montreal.

COFFEE.—There is feverish strength in coffee in primary markets but there is no change locally. Competition is holding the prices at the present basis and local distributors do not look forward to an advance in the near future. The main feature of the market, however, is that Brazil is in a strong position to hold stocks on hand and a firm market is evident in the future.

COFFEE—

Java	0 45	0 48
Mexican	0 35	0 40
Maracaibo	0 32	0 36
Jamaican	0 29	0 35
Santos	0 30	0 33
Rio	0 22	0 24

LITTLE CHANGE IN VEGETABLES

Montreal.

VEGETABLES.—There is little or no change in the vegetable market. Prices on imported and hot house vegetables so far show little movement downward but bigger supplies are expected with consequent easier prices. Potatoes are in good supply with prices unchanged.

VEGETABLES—

Cabbages, per doz.	0 60	0 75
N. Y. State lettuce, 2 doz.	3 00	4 00
Iceberg lettuce	7 00	7 50
Celery, washed, doz.	2 00	2 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	3 50	4 00
New potatoes, local, per bag	0 90	1 00
Yellow onions, per bag	....	1 50
Onions, per crate, No. 2	....	1 90
Spinach, per barrel	3 50	4 50
Cucumbers, hot house, doz.	....	3 00
Tomatoes, Hot house No. 1 per lb.	0 30	0 40
No. 2 per lb.	0 25	0 30
New Turnips, per doz.	1 25	1 50
Green beans, 30 lb. hamper	7 50	8 50
Wax Beans, hamper	7 50	8 50
Sweet Potatoes, basket	1 75	2 00
Horseradish, barrel	....	20 00
Cranberries, barrel	16 00	18 00
Mushrooms, 3 lb. basket	3 00	3 50
Brussel Sprouts, per lb.	0 30	0 35
Green Peas, per hamper	12 00	15 00
Potatoes, per bag	1 00	1 25

ORANGES WILL BE LOW

Montreal.

FRUIT.—Local fruit dealers state that there is no reason for high priced oranges for Christmas. Grapes are easier in price than they have been at this season for many years. California crate grapes are pouring into this market and prices for Christmas are on the downward trend instead of upwards as is generally the case. Fruit dealers also state that wholesale prices on fair quality bananas are comparatively easy for this time of the year.

APPLES—

Wealthys per barrel	5 00	6 00
Alexanders	....	9 00
McIntosh, No. 1	8 00	9 00
Fameuse	7 00	8 00
Lemons, 300s-600s, Messina	8 00	10 00
Malaga lemons, 420s	8 00	10 00
Malaga lemons, 420s	....	8 50
Lemons, 300s-360s, Verdillis	....	4 50
Limes, per 100	....	1 00
Grapes, Tokay, per case	....	4 50
Grapes, Emperor, per keg	....	6 50
Grapes, Canadian, per basket	0 40	0 65
Malaga grapes, per keg	....	7 10
Pears, Keiffer, bushel	....	2 25
Oranges, Florida	8 00	9 00
Oranges, California	9 00	10 00
Grapefruit, Florida	5 00	6 00
Pears, per box	....	5 00
Porto Rico Oranges, per case	....	5 00
Oranges, Mexican	4 00	6 00
Bananas, per bunch	5 00	6 00

ONTARIO MARKETS

TORONTO, Nov. 28.—The sugar market is fairly strong under a small advance during the week and recent advances in the raw market. Cereals continue to show strength particularly in rolled oats which are showing some signs of scarcity as some mills have none to offer this week. Coffees rule firm while teas show indications for further advances. Canned goods are in a fairly steady position with a good volume of business passing. Currants are scarce on spot and prices are firmly held at the higher level. In primary markets, however, the situation on currants is the reverse and lower prices can be looked for after the turn of the new year. Peanuts are higher but other nuts are unchanged. Rices, spices and syrups are steady at the moment. Cranberries are higher while lemons are easier. Vegetables are fairly steady and show few price changes.

BEANS HOLD FIRM

Toronto.

BEANS. — Quotations on Ontario beans are firm at $3.65 for hand picked and $3.40 for one-pound pickers. California limas are quoted at 12½c per lb. and Madagascar at 6¾c to 7½c per lb.

BEANS—

Canadian hand picked, per bus.		3 65
Do., 1 lb. pickers, bush.		3 40
Cal. Limas, per lb.		0 12½
Madagascar Limas, per lb.	0 06¾	0 07½

FIRM COFFEE MARKET

Toronto.

COFFEE.—In primary markets coffees continue firm under an advance of about one cent per pound on practically all varieties. The spot situation, although reflecting somewhat the primary markets, maintains a fairly steady tone with quotations to the retail trade unchanged.

COFFEE—

Java, Private Estate	0 51	0 53
Begotas, lb.		0 48
Guatemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Rio, lb.	0 23	0 25
Santos		0 35
Mocha, lb.	0 52	0 55

ROLLED OATS ACTIVE

Toronto.

CEREALS.—Throughout the cereal list, the strength which has characterized this market for several weeks still prevails. Millers continue to have some difficulty in obtaining shipments of oats and consequently rolled oats and oatmeal are in active demand. The general price on single bag lots of rolled oats is $3.30 but in some quarters a price of 5c lower is quoted.

CEREALS—

Barley, pot, 98s		3 50
Do., pearl		4 75
Cornmeal, golden, 98s	2 85	3 00
Oatmeal, 98s	3 75	4 00
Corn flour, 98s		3 00
Rye flour		3 25
Rolled oats, 90s		3 30
Rolled wheat, barrels		5 75
Do. kegs, 50 lbs.		3 00
Cracked wheat, bag		4 50
Breakfast food, 98s	4 25	4 50
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		6 00
Peas, split, per bag		6 00
Graham flour, 98s		3 25
Whole Wheat Flour		3 35
Wheat Kernels		4 50
Marrowfat Blue Peas, per lb.	0 05¾	0 06½
Small Blue Peas, per lb.	0 06½	0 07

CANNED GOODS UNCHANGED

Toronto.

CANNED GOODS.—There is little of

interest featured in the market for canned goods. Vegetables and fruits continue to move in good volume but generally in lots to meet the requirements of consumer demand. At present the market is in fairly steady position. One brand of shrimps is offered at a lower price of $2.30 per doz.

CANNED GOODS—

Shrimps	2 30	2 85
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	2 70	2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	1 45
Pinks, 1s, doz.	1 60	1 65
Pinks, ½s, doz.	....	0 95
Lobster, ½-lb. doz.	5 40	5 75
Do., ¼-lb. tins	3 00	3 10
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, extra sifted, doz.		3 00
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.		1 42½
Beets, 2s, doz.	1 90	2 85
Beans, golden wax, doz.	....	1 92½
Do., Golden wax, fancy, doz.		2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Do., large green	....	4 75
Canadian corn	1 25	1 45
Golden Bantam Corn, 2s Doz.	....	1 90
Tomatoes, 2½s, doz.	1 40	1 47½
Pumpkins, 2½s	....	1 45
Spinach, 2½s, doz.	....	2 90
Do., 2s	....	2 25
Pineapples, sliced, 2s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Do., Singapore, sliced 1½s,	....	2 40
Apples, gal. water pack, doz.	4 35	4 90
Do., gal. steam pack, doz.	....	6 40
Do., 2½s, doz.	....	1 65
Pears, 2s, doz.	....	2 90
Peaches 2s. doz. H. S.	....	2 25
Plums, Lombard, 2s, doz.	1 40	1 45
Do., ½s, doz.	....	0 95
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s each	0 80	0 91
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 83	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90

PACKAGE CEREALS LOOK HIGHER

Toronto.

PACKAGE GOODS.—A strong tone prevails in package cereals, reflecting the strong market for grain. Some talk is heard of an advance coming on package oats, but so far nothing definite can be learned and at present quotations remain unchanged. Manufacturers report that the movement in package cereals is better than it has been for some time.

PACKAGE GOODS—

Rolled Oats, 20s, round case	....	4 80
Do., 18s, case	....	2 00
Do., 20s, square case	....	6 00
Do., Aluminum Prem., 20s	....	6 00
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09½
Do., No. 2, lb. cartons	....	0 08
Laundry Starch	....	0 07½
Do., in 1-lb. cartons	....	0 08¼
Do., in 6-lb. wood boxes	....	0 11¾
Do., in 6-lb. tin cannisters	....	0 12
Potato flour, 1-lb.	....	0 12½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	2 30	2 70
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	2 70
F. S. Hominy, gran. case	....	3 80
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

SPOT CURRANTS SCARCE

Toronto.

DRIED FRUITS.—Evidence of the scarcity of currants on spot is not wanting this week. In some quarters the only variety offered is Patras, while in others only Filliatras and Amalias can be obtained. Prices, however, show little change, the two latter varieties being quoted at the same price of 19c per lb., while the former is quoted at 19½c to 20c per lb. Table raisins are slightly higher, four crown being quoted at $5.75 and three crown at $5.25 per box of 20 one-pound packages. Other dried fruits hold steady to firm at unchanged quotations.

DRIED FRUITS—

Citron caps, 12-lb. boxes, lb.	0 45	0 52
Lemon caps, 12-lb. boxes, lb.	0 26	0 28
Orange caps, 12-lb. boxes, lb.	0 27	0 28½
Mixed containing 4½ lb. lemon per lb.		0 34
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	3 55
Currants—		
Greek Filliatras cases	....	0 19
Do., Patras	0 19½	0 20
Do.,	....	0 19
Dates—		
Excelsior, pkgs., 3 doz. in case	....	4 10
Dromedary, 3 doz. to case	....	6 95
Do., 4 doz. to case	....	3 75
Fard, per lb.	....	0 25

ONE PACKAGE TEA ADVANCES

T. H. Estabrooks Co. Ltd., announce an advance of five cents per pound in the retail price of red label Red Rose tea. The new price became effective on Monday of this week.

Hallowee dates, per lb.	....	0 08¾
Do., Sair	....	0 07½
Prunes—		
20-30s	....	0 34½
30-40s, 25s	....	0 20
40-50s, 25s	....	0 17½
50-60s, 25s	....	0 15½
60-70s, 25s	....	0 14½
Raisins—		
California Sultanas, lb.	....	0 13
Seeded, 15-oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.	....	0 14½
Seedless, 15 oz. pkts.	....	0 14½
Do., 8 oz. pkt.	0 10	0 10½
Do., 11 oz.	....	0 11½
Thompson's seedless, 25s	....	0 14
Valencia, Spanish	....	0 13½
Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Table Raisins—		
7 Crown, 20 1s, per box	....	7 65
4 Crown, box	....	5 75
5 Crown, box	....	6 15
3 Crown, 20 1s	....	5 25
Evaporated apples, standards	0 15	....
Do., Choice	0 17	0 18
Figs—		
Layer, 4 Crown, 10 lb. boxes	....	3 00
Layer, 5 Crown, 10 lb. boxes	....	3 75
Layer, 6 Crown, 6-lb. boxes	....	4 25
Esmerelda figs, boxes, 22 lbs., per lb.		0 10½
Mat, per lb.		0 07½
Lepe, Fancy, 22 lb. box	....	0 09¾
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Peeled	....	0 21
Apricots—		
Standard	....	0 30
Choice, 25's	....	0 38½

FURTHER ADVANCE IN PEANUTS

Toronto.

NUTS.—The strength prevailing in peanuts for the past few weeks continues and, according to reports, a still higher price is likely. Roasted Virginia Jumbos in the shell are advanced to 18c per lb., and green to 14½c per lb. in bag lots and broken lots are about one cent per pound higher. In other nuts the situation on spot is fairly steady and quotations show no indication for any change, at least until after the turn of the year.

NUTS—

Almonds, Tarragonas, lb.	0 19	0 20
Walnuts, Grenobles, lb.	0 28	....
Do., Marbot,	0 26	0 28
Do., California	0 39	0 40
Do., Manchurian	0 17½	0 18½
Filberts, lb.	0 14	0 15
Cocoanuts, Jamaica, sack	6 00	7 50
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted, lb.	0 16½	0 18
Do., green	0 14	0 14½
Brazil Nuts, large, lb.	0 15	0 16
Mixed nuts, bags 50 lbs.	0 16	0 17
Pecans	....	0 30
Shelled —		
Almonds, lb.	0 39	0 43
Filberts, lb.	0 32	0 35
Walnuts, Bordeaux, lb.	0 55	0 58
Do., Manchurian, lb.	0 48	0 50
Do., broken	0 42	0 45
Jordan Almonds	0 65	0 67
Brazils, lb.	....	0 55
Peanuts, in bags, unroasted	0 13½	0 15
Pecans, lb.	1 00	1 05

GOOD DEMAND FOR HONEY

Toronto.

HONEY.—There is a good active demand for honey but there still appears to be considerable supplies throughout the country as offerings continue to be made quite freely. The market is steady and prices are unchanged.

HONEY—

5-pound tins, per lb.	0 13½	0 14
10-pound tins, per lb.	0 13	0 13½
60-pound tins, per lb.	0 12½	0 13
Comb, per doz.	3 00	4 00

STEADY RICE MARKET

Toronto.

RICES.—The primary rice markets continue in about the same position as in the past few months. Sometimes the market would advance a shade and again recede but not in any sufficient amount to greatly influence the spot situation. Prices show little change other than a slight reduction on some future arrivals.

RICE—

Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07	0 07½
Siam, per lb.	0 06	0 06½
Japan, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07¾
Tapioca, per lb.	0 08	0 08½
White Sago	0 08¾	0 09½
Do., fancy	0 09½	0 10

SPICE PRICES MAINTAINED

Toronto.

SPICES.—There are no new developments in the market for spices. The movement is fairly active and quotations are unchanged.

SPICES—

Cassia	0 22	0 25
Cinnamon	0 35	0 40
Cloves	0 50	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 25
Do., Jamaica	....	0 60
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spice	0 17	0 20

Mace	0 55	0 65
Peppers, black	....	0 20
Do., white	0 22	0 30
Paprika, lb.	....	**0 45**
Chillies, lb.	0 55	0 58
Nutmegs, selects, 80s	....	0 46
Do., ground	....	0 30
Mustard seed, whole	....	**0 25**
Celery seed, whole	....	0 40
Coriander seed	....	0 25
Carraway seed	....	0 35
Curry Powder	....	**0 35**
Cream of Tartar—		
French, pure	**0 35**	**0 40**
4-oz. packages, doz.	....	1 75
2 oz. packages, doz.	....	0 90

STRONG TONE IN SYRUPS

Toronto.

SYRUPS.—Both syrups and molasses show an active movement but insofar as quotations are concerned no changes are noted. The market, however, is strong and, in view of the strength in raw materials, it would appear that some advances are not unlikely.

SYRUPS—

Corn Syrup—		
Barrels, about 700 lbs., yellow	....	0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bbls.	....	
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	....	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case..	....	4 50
Maple Syrup—		
8 lb. tins, 10 to case, per case	....	14 50
2½ lb. tins, 24 to case, per case	....	13 25
10 lb. tins, 6 to case, per case	....	11 50
5 gal. cans	....	10 25
1½ lb. tins, 24 to case, per case	....	7 50
5 lb. tins, 12 to case, per case	....	12 25
1 gal. tins, 6 to case, per case	....	13 20
Maple Sugar, 1 lb. blocks, per lb.	....	0 25
Molasses, baking grade—		
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails—No. 2	....	1 70
West India, gal.	....	0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35
Do., bbls.	....	7 85

SUGAR ADVANCES 25 CENTS

Toronto.

SUGAR.—Refined sugar made two advances since our last report. One of 10c. and the other of 15c. bringing the price delivered Toronto $8.34 for standard granulated. The market situation continues fairly strong under some recent advances on raws. On the New York market during the week Cuban raws sold as high as 4c. c.& f., but the average price was around 3 7-8c. c & f.

SUGAR—

Acadia Sugar Refinery, ex. gran.	....	8 34
Dom. Sugar Refinery, ex. gran.	....	8 28
Canada Refinery, gran.	....	8 34
Atlantic Refinery, gran.	....	8 34

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. carton.

TEAS TEND HIGHER

Toronto.

TEAS.—At all primary centres teas continue to show evidence of the shortage. Prices are still advancing and buying quite active. The spot situation reflects the primary position and, although few recent changes in quotations have been registered, importers and wholesalers maintain that prices quoted to the retail trade are still below replacement costs and higher prices are inevitable.

TEAS—

Pekoe Souchongs	0 42	0 45
Pekoes	0 45	0 58
Broken Pekoes	0 50	0 68
Broken Orange Pekoes	**0 50**	**0 80**
Japans and Chinas—		
Early pickings, Japans	....	**0 65**
Do., seconds	**0 50**	**0 55**
Hyson thirds	**0 32**	**0 40**
Do., points	**0 45**	**0 57**
Do., sifted	**0 55**	**0 65**

FLOUR MARKET STEADY

Toronto.

FLOUR.—The market for flour is fairly steady. Quotations are unchanged at $7.20 per barrel for first patents in cotton bags.

FLOUR—

First Patents, in cotton bags, bbl.	7 20
Second Patents, in jute bags, bbl.	6 60

MILLFEEDS ACTIVE

Toronto.

MILLFEEDS.—Millers report a heavy demand for millfeeds, and supplies are becoming limited. The market is strong but quotations are unchanged.

MILLFEEDS—

Bran, per ton	24 25
Shorts, per ton	26 25
Choice Middlings, per ton	31 25

CRANBERRIES ARE HIGHER

Toronto.

FRUITS.—Cranberries continue to advance in price and stocks are rapidly cleaning up at shipping points. Late Howes are quoted this week at $19.50 per barrel and $10 for half barrels. Florida oranges are arriving freely and quoted at $5.50 to $6. Lemons are easier at $5.50 to $6 per case and a still lower price is expected.

FRUITS—

Oranges, Florida, box	5 50	6 50
Tangerines, per box	4 00	5 00
Lemons, Messinas, 300s, per box	5 50	6 75
Bananas, per lb.	....	0 08½
Grapefruits	6 00	6 75
126s	5 25	5 50
Grapes, Spanish Malaga, per keg	8 50	10 00
Do., Cal. Emperors, per lug. ea.	....	3 25
Apples in bbls.—		
Kings, 1s	....	6 00
Kings, 2s	....	5 50
Greenings, 1s	....	6 25
Greenings, 2s	....	5 50
Russets, 1s	....	6 50
Russets, 2s	....	5 50
Spies, 1s	....	7 50
Spies, 2s	....	6 00
Do., B. C. No. 1s per box	2 50	3 50
Pears, Cal. per box, ea.	....	5 00
Cranberries, bbl.	....	19 50
Pomegranates, ½ box	....	3 50

LITTLE CHANGE IN VEGETABLES

Toronto.

VEGETABLES.—The system of buying and selling potatoes by grade is not yet being enforced by dealers, but it is expected to be in general operation within the next week or ten days. The market for potatoes shows little change as compared with last week. F.o.b. prices are around 65c per bag and dealers' prices to the retail trade range from 75c to 90c per bag. California Iceberg lettuce is quoted a shade lower at $6.25 per case, while Canadian hothouse tomatoes are offered at 30c to 40c per lb.

VEGETABLES—

Potatoes, Ontario, bag	0 75	0 90
Onions, per bag, 100 lbs.	1 40	1 50
Do., Spanish, large cases	....	4 75
Do., Spanish, half cases	2 50	2 75
Beets, bag	....	0 25
Carrots, bag	....	0 65
Lettuce, Cal. Iceberg, per crate, 3 to 4 doz.	....	6 25
Cabbage, per doz.	0 40	0 50
Celery, case	....	4 00
Sweet potatoes, hampers, ea.	....	2 00
Do., sweet potatoes, bbl.	....	3 50
Turnips, per bag	....	0 50
Cucumbers, hothouse, doz.	....	4 00
Tomatoes, hothouse, lb.	0 30	0 40

MANITOBA MARKETS

WINNIPEG, Nov. 29.—Dealers report a fair volume of business passing, but not as much as expected. Fine weather predominates but a break for colder weather would help materially. Collections are showing an improvement. The coffee and tea markets are showing a firmer and upward tendency. Sales of canned vegetables are improving. The market for cereals is very strong with an advance on bulk rolled oats. Dried fruits maintain a firm tone and with the approach of Christmas season the demand is reported satisfactory. The feature of the flour market is the advance in price in sympathy with the upward tendency of the wheat market. There is a seasonable demand for all lines of nuts and with spot stocks light the usual shortage will no doubt develop before Christmas buying begins. An advance has again been reported in the price of sugar and the raw market continues with a firm tone.

FIRMER COFFEE MARKET

Winnipeg.

COFFEE.—Futures in the coffee market have a firmer tone. Santos is advanced about 2c. per lb. Rios about ½c. and all grades of Milds from ½c. to ¾c. The demand locally is good and prices are fully maintained.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb.	0 38	0 44

CANNED GOODS UNCHANGED

Winnipeg.

CANNED GOODS.—No new developments have occurred in the canned goods market. Buying is confined to conservative requirements. The trade expects that after the new year canned fruits will be in better demand. Vegetables are quiet and steady.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.	....	2 75
Finnan Haddie, 1½s, 8 doz. case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	6 50	8 00
Lobsters, ¼s, 8 doz. case, doz.	3 25	3 55
Do., ½s, 4 doz. case, case	5 35	6 00

Oysters, 1s, 4 oz. 4 doz. case, case		8 40
Do., 2s, 8 oz. 2 doz. case, case.		**7 50**
Pilchards, 1s, tall, 4 doz. case, per case		**6 25**
Do., ½s, flat, 8 doz. case, case		8 50
Salmons—		**Per case**
Sockeye, 1s, tall, 4 doz. case		19 50
Do., ½s, flat, 8 doz. case		20 50
Red Spring, 1s, tall, 4 doz. case		14 00
Do., ½s, flat, 8 doz. case		15 00
Cohoe, 1s, tall, 4 doz. case		11 00
Do., ½s, flat, 8 doz. case		12 00
Pink, 1s, tall, 4 doz. case		6 75
Do., ½s, flat, 8 doz. case		**8 00**
CANNED FRUITS (Canadian)—		**Per case**
Apples, 6 tins, in case		3 25
Blueberries, 2s, 2 doz. case		**5 75**
Cherries, 2s, 2 doz. case		**6 70**
Gooseberries, 2s, 2 doz. case		**7 50**
Lawtonberries, 2s, 2 doz. case		**8 00**
Peaches, 2s, 2 doz. case	6 60	**7 10**
Pears, 2s, 2 doz. case	6 45	**7 00**
Plums, Green Gage, H. S. 2s, 2 doz. case		**6 00**
Plums, Lombard, H.S. 2s, doz. case		**5 95**
Plums, Lombard, L. S., 2s, 2 doz. case		**4 65**
Raspberries, 2s, 2 doz. case	8 00	**8 60**
Strawberries, 2s, 2 doz. case	8 00	**8 60**
CANNED FRUIT (American)—		**Per case**
Apricots, 1s, 4 doz. case		**10 60**
Peaches, 2½s, 2 doz. case		**9 15**
Peaches, sliced, 1s, 4 doz. case		**10 85**
Do., Halves, 1s, 4 doz. case		10
Do., 2s, 2 doz. case		**6 50**
Pears, 1s, 4 doz. case		**13 25**
Pineapple, sliced, 2s, 2 doz. case		7 50
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.		**4 40**
Beans, Golden Wax, 2s, 2 doz. case, per case		**4 70**
Beans, Refugee, 2s, 2 doz. case		**4 75**
Corns, 2s, 2 doz. case	3 85	**4 10**
Peas, standard, 2s, 2 doz. case	3 25	4 10
Peas, Early June, 2s, 2 doz. case	4 65	**4 80**
Sweet Potatoes, 2½s, 2 doz. case		5 60
Pumpkin, 2½s, 2 doz. case	3 80	4 85
Sauer Kraut, 2½s, 2 doz. case	3 80	**3 90**
Tomatoes, 2½s, 2 doz case	4 05	**4 35**

CEREALS RULE STRONG

Winnipeg.

CEREALS.—The market for all cereals is firm while bulk cereals are advancing rapidly. Rolled oats are advanced and 80 lb. bags are now quoted at $2.85. Even the above prices are not in keeping with to-day's costs and if the firm tone of the market continues, higher prices will no doubt prevail. Barley, cornmeal and other cereals have advanced to some extent in sympathy with the strength of the grain market.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.	3 85	4 00
Do., 36s, case, square pkts.		4 00
Do., 18s, case		1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case		2 85
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case, per case		5 70
Cream of Wheat, 2 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag		2 85
Do., 40s, per bag		1 50
Do., 20s, per bag		0 83
Do., 10-8s, per bag	3 50	3 80
Oatmeal, 98s, gran. for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, split, yellow, 98s, per bag		6 00
Do., split yellow, 49s, per bag		3 15
Do., split yellow, 49s, per bag		3 80
Beans, fancy hand picked, 100 lb. bag per bushel		3 40
Barley, pot, 98s, per bag		**3 15**
Do., pot, 49s per bag		**1 60**
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 35
Do., pearl, 24s, per bag		1 15
Cornmeal, 98s, per bag		2 30
Do., 49s, per bag		1 20
Do., 24s per bag		0 63
Do, 10-lbs. per bag		2 90

SPANISH RAISINS IN DEMAND

Winnipeg.

DRIED FRUITS.—There is a good demand for new Spanish table raisins and boxes of 20 one pound packages are quoted at $6 to $8.50 according to quality. Turkish figs will not arrive in time for the Christmas trade. Old stock of Turkish cooking figs are practically absorbed and the trade is now offering Greek and Portuguese figs at 7¾c. to 9c. per lb. There is a wide variation in quality and merchants would do well when buying these lines to take this into consideration. Transportation difficulties are holding up many lines of California dried fruits from arriving on the market in time and some brands of raisins are reported in short supply while the larger sizes of prunes have been scarce continually since early fall. Apricots have advanced 2c. per lb. Peaches maintain their recent advance. Indications from primary markets are that raisins and prunes are firm and in fact the entire fruit line is on a firm basis.

DRIED FRUITS—	
Evaporated apples, per lb.	0 16¼
Currants, 90 lb., per lb.	0 20
Do., 8 oz. pkgs., 6 doz. case, pkg.	0 15½
Dates, Hallowee, bulk, lb.	0 11
Do., pkgs., 3 doz. case, lb.	0 09
Loganberries, 8 oz., 4 doz. case, pk.	0 26
Peaches, standard, per lb.	0 19
Do., choice, per lb.	0 21
Do., fancy, per lb.	0 24
Do., Cal., in cartons, per carton	1 20
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 20
Prunes—	
30-40s, 25s, per lb.	0 21
40-50s, 25s, per lb.	0 16
50-60s, 25s, per lb.	0 15
70-80s, 25s, per lb.	0 14
80-90s, 25s, per lb.	0 13½
In 5-lb. cartons, carton	0 70 0 80
Raisins—Seeded—	
Cal. pkg., 16 oz. fancy, per pkg.	0 17
Do., pkg., 12 oz., fancy, per pkg.	0 12½
Do., 16 oz., choice, per pkg.	0 15
Do., 12 oz., choice, per pkg.	0 12¼
Cal., 5 lb cartons, per carton	0 83
Do., bulk, 25-lb. boxes, per lb.	0 14½
Raisins—Seedless—	
Cal., pkg., 11 oz. per pkg.	0 12
Do., bulk, 25-lb. boxes, per lb.	0 15
Do., bulk, 5-lb. cartons, per carton	0 84
Do., Cal. Muscatels, 5 lb. carton, per carton	1 05
Apricots—	
Do., standard, 10s, per lb.	0 32
Do., 25s, per lb.	0 30
Do., Choice 10s, per lb	0 38
Do., 25s, per lb.	0 36
Do., Fancy, 10s, per lb.	0 43

NO CHANGE IN JAMS

Winnipeg.

JAMS.—Wholesalers and retailers report that jam sales are limited and spot stocks are light. Manufacturers state that their supply on hand is light and if this is the case a break can hardly be expected as the heavy consumer demand is yet to come.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80

FLOUR QUOTED HIGHER

Winnipeg.

FLOUR.—An advance is announced in the price of flour. The wheat market is ruling firm. 98 lb. sacks of flour are quoted at $3.40 with two 49 lb sacks at $3.45 and four 24 lb. sacks at $3.52½.

FLOUR—	
98 lb. sacks	3 40
Two 49 lb. sacks	3 45
Four 24 lb. sacks	3 52½

SEASONABLE SALE OF NUTS

Winnipeg.

NUTS.—There is a seasonable demand for all lines of nuts. Prices this year are much lower than they have been for some time and as the quality is extra fine, sales are stimulated. Jobbers' stocks are only normal and the usual shortage will likely develop before the actual Christmas buying season begins. Valencia shelled almonds are quoted at 44c. per lb. Tarragona almonds are quoted at 19c. per lb. Fancy French walnuts at 59c.; filberts at 14½c. and large Brazils in bags at 16½c. to 17½c. per lb.

NUTS, SHELLED—	
Almonds, per lb.	0 44
Spanish Peanuts, No. 1, lb.	0 13½
Pecans, per lb.	1 00
Walnuts, per lb.	0 60
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	**0 20**
Walnuts, per lb.	**0 23**
Almonds, per lb.	**0 25**
Brazils, per lb.	**0 18**
Pecans, per lb.	**0 25**
Filberts, per lb.	**0 22**

ADVANCE IN SUGAR

As we go to press a despatch from Winnipeg states that sugar advanced. The price for standard granulated now being $9 per cwt.

FIRM TONE TO RICE

Winnipeg.

RICE.—Southern and Oriental rices continue to rule firm at primary points. Locally rice is in fair demand with no change in quotations.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	**0 08¼**
Do., 50-lb. sacks, lb.	**0 08¾**
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 06¼
Sago, sack lots, 130 to 150 lbs. per lb.	0 09
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 8½

SUGAR MOVES UPWARD

SUGAR.—The market for raw sugar continues with a firm undertone and an advance of 10c. per cwt. is recorded on local quotations, making sugar basis $8.85 f. o. b. Winnipeg. There is a fair demand for granulated and a heavier demand for dark yellow and icing sugars.

SUGAR—	
Extra gran., bags, 100 lbs.	8 85
Do., gunnies 5-10 lbs.	9 25
Do., cartons, 20-5 lbs.	9 45
Do., gunnies, 10-10 lbs.	9 35
Yellow, No. 1 Lt., bags, 100 lbs.	9 45
Do., golden, bags, 100 lbs.	9 35
Powdered sugar, bbls.,	9 25
Do., boxes, 50 lbs.	9 45
Do., boxes, 25 lbs.	9 70
Icing, barrels	9 35
Do., boxes, 50 lbs.	9 55
Do., boxes, 25 lbs.	9 45
Soft lumps, boxes, 100 lbs.	9 45
Do., boxes, 50 lbs.	9 95
Do., cases, 20 cartons	10 65
Do., cases, 40½ lbs.	11 45
Small lump boxes, 100 lbs.	10 55
Do., boxes, 50 lbs.	10 55
Do., cartons, 50 2-lb.	9 85
Do., boxes, 25 lbs.	9 65
Herd lump boxes, 10 lbs.	9 45
Do., boxes, 50 lbs.	9 95

SYRUPS HOLD FIRM

Winnipeg.

SYRUPS.—This market is steady and strong. The situation in corn and cane syrups is firm, although no changes are

announced in prices. New crop molasses, just arriving on the market, shows all grades on a somewhat higher basis and indications are that quotations will still go higher.

CANE SYRUP—

No. 2s, 2 doz. case	5 20
No. 5s, 1 doz. case	6 00
No. 10s, ½ doz. case	5 55
No. 20s, ¼ doz. case	5 40
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-ib. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	**3 75**
Cases, 5-lb. tins yellow, 1 doz. in case	**4 20**
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 96
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	19 70
Pure, 5s, per case of 1 doz.	18 00
Pure, 10s, per case of ½ doz.	16 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	**8 00**
Do., 2s, tins, per case of 1 doz.	**8 00**
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	**7 00**
2 lb. tins, 2 doz. case	**9 25**
10 lb. tins, ½ doz. case	**7 75**
MOLASSES BLACKSTRAP—	
1½s, tins, 4 doz. case	4 10
2s, tins, 3 doz. case	3 75

SPICES CONTINUE FIRM

Winnipeg.

SPICES.—The spice market is active and prices are well maintained. Spot stocks in the U. S. are light and many lines arriving are held up by freight congestions. Stocks locally are reported light.

WHOLE SPICE—		
Allspice, Jamaica, best quality, lb.	0 09½	0 10½
Cassia, Batavia, per lb.	0 38	0 45
Do., China, per lb.	0 12	0 14
Chillies, per lb.	0 60	0 65
Do., No. 1, per lb.	....	0 55
Cinnamon, Ceylon, per lb.	0 30	0 45
Cloves, Zanzibar, per lb.	0 58	0 62
Ginger, washed, Jamaica, No. 1	0 55	0 60
Do., Jamaica, No. 2	....	0 50
Do., Japan or African, lb.	0 16	0 18
Mace, extra bright penang, lb.	0 55	0 65
Nutmegs, ex. large brown 70 lb. per lb.	0 35	0 45
Do., med. brown, 110 to lb. per lb.		0 25
Do., carton of six, per doz.	....	0 75
Pepper, black, Singapore, ex. lb.	0 18	0 20
Do., White, do., per lb.	0 21	0 24
Pickling, ¼ lb. pkg. per doz.	$ 65	0 75
Do., bulk, No. 1 per lb.	....	0 20
GROUND SPICE		
Allspice, bulk, per lb.		0 14
Do., 2 oz. cannister		0 60
Do., 3 oz. cannister		0 75
Cassia, No. 1 bulk, per lb.		0 23½
Do., No. 1, 2 oz. cannister		0 70
Do., No. 1, 3 oz. cannister		0 90
Cinnamon, bulk, per lb.		0 29
Do., 2 oz. cannister		0 80
Do., 3 oz. cannister		1 10
Cloves, bulk, per lb.	0 63	0 65
Do., 2 oz. tins		1 50
Do., 3 oz. tins		2 10
Cayenne, No. 1 bulk, per lb.		0 28½
Do., No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 05
Ginger, No. 1 bulk, per lb		0 24½
Do., No. 1, 2 oz. cannister		0 75
Mace No. 1, bulk, per lb.		0 72
Do., No. 1, 2 oz. canister		1 50
Do., No. 1, 3 oz. cannister		2 10
Nutmegs, No. 1 bulk, per lb.		0 72
Do., No. 1, 2 oz., cannister		0 80
Do., No. 1, 3 oz. cannister		1 00
Pastry, Spice, No. 1 bulk, per lb.		0 29
Do., No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 10
White pepper, No. 1 bulk, per lb.		0 25
Black pepper, No. 1, bulk, per lb.		0 18½
White pepper, No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 00

TEA IN STRONG POSITION

Winnipeg.

TEA.—Reports from primary markets state that prices are advancing on all grades of tea, especially on the low and medium grades. Local dealers state that prices are below the present cost of replacement, and higher prices will prevail.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 40	0 42
Do., second quality	0 38	0 40
Pekoe, first quality	0 45	0 48
Do., second quality	0 43	0 45
Broken Pekoe, first quality	0 45	0 50
Broken orange Pekoe, 1st quality	0 50	0 60
Japan, first quality	0 40	0 60
JAVAS—		
Pekoe Souchongs	0 40	0 42

JAP ORANGES ARRIVE

Winnipeg.

FRUITS.—The first shipment of Jap oranges has arrived on the market. In 25 bundle lots the price is $1.90. Spanish Malaga grapes are in good demand and prices continue high, kegs being quoted at $15 to $17. There is a good demand for all lines of apples and prices show no change.

FRUITS—		
Wagners, per case		2 00
Do. per crate	1 50	1 60
MacIntosh Reds, per case	2 00	2 25
Do., per crate	1 90	2 00
King Pippin, per barrel		6 00
Cranberry Pippin, per barrel		6 00
Emperors, per case		3 50
Do., Emperor, per keg		7 50
Pears, per case	3 50	4 50
Oranges, per case	7 50	8 00
Lemons, per case		14 00
Grapefruit, per cas e		7 50
Bananas, per lb.		0 10
Cranberries, per box		9 00

VEGETABLES ARE STEADY

Winnipeg.

VEGETABLES.—There is practically no change in green vegetables. Valencia onions are quoted at $6 per case and B. C. at $2.50 per sack. California tomatoes in lugs are quoted at $4.50. Sweet potatoes are in good demand at $5 per barrel. California cauliflower is quoted at $3.50 per crate.

VEGETABLES—	
Cauliflower, per crate	3 50
Cabbage, per cwt.	1 00
Beets, per cwt.	1 00
Turnips, per cwt.	1 00
Carrots, per cwt.	1 00
Parsnips, per cwt.	1 50
Onions, per sack	2 00
Squash, per lb.	0 03
Pumpkin, per lb.	0 03
Vegetable marrow, per lb.	0 03
Leaf lettuce, per doz.	0 30
Head lettuce, per case	6 00

Trade Inquiries

Canadian manufacturers and packers interested in the export trade of any of the following will be sent names of the foreign enquirers on request. Send the number of the enquiry to Canadian Grocer, 153 University Ave., Toronto, or to the Department of Trade and Commerce, Ottawa, mentioning our paper.

478. **Canned Salmon, etc.**—A firm in La Rochelle, France, wish to be put in touch with Canadian packers of canned salmon, canned sea trout and other canned fish.

479. **Canned Salmon.**—Canadian salmon canners are invited to communicate with a commission agent in Rotterdam who desires to represent a good exporter of red and pink canned salmon.

480. **Canned Lobster.**—A Swedish import firm desire to be put in connection with a first-class Canadian packer of tinned lobster.

491. **Canned Fruits and Jams.**—An organization lately formed in Yokohama by several large wholesale food product importers for the purpose of distributing their goods, would be glad to receive from Canadian manufacturers samples of canned fruits and jams, together with their best export prices. This organization is in a good position to distribute such products throughout Japan.

493. **Evaporated and Dried Apples.**—A Dutch firm wish to enter into relations with a first-class Canadian packer of evaporated and dried apples.

660. **Cheese, Bacon.**—An importing house in Leicester, England, wish to hear from Canadian exporters of cheese and bacon.

661. **Cheese, Bacon and Hams.**—A firm in Leicester, England, desire quotations on cheese, bacon and hams.

662. **Codfish.**—A selling agent in Kingston, Jamaica, desires a Canadian connection for dried codfish in tierces of about 400 pounds. Would prefer a Halifax connection.

663. **Eggs.**—A firm in Leicester, England, desire to hear from Canadian exporters of eggs.

664. **Eggs.**—A Swansea importer desires to open direct communication with Montreal egg exporter, owing to the fact that there are now steamers with direct service between Canada and Swansea.

665. **Turkeys.**—A firm of importers in Birmingham, England, desires up to 2,000 turkeys before the end of November. Birds should be fattened.

666. **Turkeys.**—A firm of commission merchants in Birmingham desire up to 20,000 turkeys before the end of November. Birds should be fattened.

667. **Sugar of Milk.**—A reliable importer of Shanghai wishes to receive quotations on sugar of milk, together with samples.

668. **Seeds.**—A well-known and responsible importer of seeds in Buenos Aires requires quotations for Canadian forage seeds such as rye grass, timothy, rape, etc. Prices c.i.f. Buenos Aires. Correspondence preferred in Spanish.

556. **Syrup.**—Cane and corn syrups are of interest to a Dutch firm of commission agents.

554. **Canned Lobster.**—Commission agents in Rotterdam want to hear from Canadian exporters of lobster.

MARKETS BY WIRE

Alberta Markets
FROM CALGARY, BY WIRE

Calgary, Alta., Nov. 28.—Sugar advanced twice during the week, making a total advance of 25c. and bringing the price to $9.34 for standard granulated. Flour advanced to $6.90 per barrel. Broom prices are higher. New Manchurian shelled walnuts have arrived and offered at 38c. for quarters and 48c. per lb. for halves. Some lines of toilet soaps are reduced in price. A shipment of new season's Spanish table raisins arrived in the city to-day. Split peas are easier in price.

Tomatoes, 2½s	3 35	3 50
Sugar, pure cane gran., cwt.	....	9 34
Cheese, No. 1 Ont., large	....	0 26
Butter, Creamery, lb.	0 37	0 41
Do., dairy, lb.	0 21	0 25
Lard, pure, 3s	....	11 70
Eggs, storage, case	7 25	11 00
Beans, Kotenashi, per cwt.	....	5 50
Rolled oats 80s	....	3 00
Flour, bbl.	....	6 90
Rice, Siam	5 90	6 50
Japan, No. 1	7 15	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
Evaporated apples, 25s, lb.	....	0 16
Dates, Hallowee, lb.	....	0 11½
Do., Dromedary, case	....	6 65
Currants, cleaned, lb.	0 19	0 21

British Columbia Markets
FROM VANCOUVER BY WIRE

Vancouver, B. C., Nov. 28.—Sugar registered two advances of 15c. each, making standard granulated $8.40 per cwt. Okanagan onions are selling at $35 per ton. Head lettuce is down to $5.50 per crate. Green stuff is arriving plentifully from Seattle, and meeting with a good demand. Japanese oranges are unchanged at $1.25 per bundle. California walnuts are quoted at 30c. per lb. for No. 1s and 25c. for No. 2s. Business is reported as fair.

New Brunswick Markets
FROM ST. JOHN, BY WIRE

St. John, N. B., Nov. 28.—Oranges are slightly lower at $5 to $8 per case while bananas are higher at 11c. to 12c. per lb. Onions are quoted at 2c. per lb. Lard and shortening show little change, the former being quoted at 18½c. and the latter at 15½c. per lb. in pails; tubs are ½c. per lb. lower than pails. Margarine is quoted lower at 22c. per lb.

Eggs	....	0 38
Rice, Siam, per cwt.	....	6 60
Tapioca, per 100 lbs.	....	9 50
Sugar, gran., cwt.	....	8 00
Do., No. 1, yellow	....	7 35
Molasses, gal.	....	0 65
Tomatoes, cans, doz.	....	1 70
Raisins, Valencia layers	0 24	0 30
Currants, cleaned	....	0 22
Prunes, 90-100, 25-lb. boxes	....	0 13
Lemon peel	....	0 30
Orange peel	....	0 31
Citron peel	....	0 60
Walnuts	....	0 23
Almonds	....	0 22
Brazils	....	0 20
Peanuts	....	0 13
Filberts	....	0 16
Cocoanuts, bag	....	6 00
Potatoes, per barrel	....	2 00
Onions, 100 lbs.	....	2 00
Pork, clear bbls.	....	34 00
Oranges, per case	5 00	8 00
Bananas, per lb.	0 11	0 12
Lemons, case	....	7 00
Grapefruit, case	6 00	7 00
Pigs' feet, per 20-lb. pail	....	2 25
Hams, shoulder, per lb.	....	0 22
Bacon, side per lb.	....	0 33
Bacon roll, per lb.	....	0 62
Lard, pure, in pails, lb	....	0 18½
Lard, pure, in tubs, lb.	....	0 17
Oleomargarine, lb.	....	0 22
Shortening, in pails, lb.	....	0 15½
Shortening, in tubs, lb.	....	0 14½
Butter, creamery, prints, lb.	....	0 42
Eggs, fresh, per doz.	....	0 48
Do., No. 1, per doz.	....	0 42
Butter, creamery, solids, lb.	....	0 39
Cornmeal, gran., bags	....	3 00
Rolled oats, bag	....	3 60

Nova Scotia Markets
FROM HALIFAX BY WIRE

Halifax, N. S., Nov. 28.—Clear pork shows an increase, now quoted at $33 per barrel while hams are slightly weaker. Fresh eggs are selling at 60c. and storage at 40c. per doz. General grocery lines show little change as compared with last week.

Oranges, case	4 00	7 50
Lemons, case	....	10 00
Hams, 25 to 35 lbs.	....	0 28
Do., 12 to 18 lbs.	....	0 26
Do., 18 to 25 lbs.	....	0 25½
Cheese	....	0 26
Eggs, fresh, doz.	....	0 60
Do., storage, doz.	....	0 40
Raspberries, Ont., 2s, doz.	....	4 40
Peaches, standard 2s, doz.	....	2 75
Corn, 2s, doz.	....	1 50
Peas, 2s, doz.	....	1 75
Potatoes, 90 lb. bag	....	1 25
Flour, Hard wheat, per bbl.	....	8 80
Do., Blended, per bbl.	....	7 80
Onions, Canadian, 100 lbs.	....	2 25
Grapefruit, Porto Rico	....	7 50
Do., Jamaica	....	5 50
Cornmeal, bags	....	2 10
Rolled oats, per bag	....	3 75
Rice Siam, per 100 lbs.	....	8 50
Tapioca, 100 lbs.	....	7 50
Sugar, standard, gran.	....	8 00
Do., No. 1 yellow	....	7 35
Do., 12 to 18 lbs.	....	0 22
Breakfast Bacon	....	0 34
Roll Bacon	....	0 22
American clear pork, bbl.	....	33 00
Butter, creamery prints	....	0 42
Do., do., solids	....	0 38
Do., dairy prints	....	0 35



Showing the interior of the store of J. McCorvie & Son at Chatham, Ont. The attractive arrangement, it will be seen, is carried out with the idea of displaying merchandise to the best possible advantage.

Equipment of a kind to facilitate service has been installed in this store. Patented bins, Mr. McCorvie declares, keep bulk goods in a clean, sanitary condition and are easily accessible at all times.



Holdings of Poultry and Beef Show Marked Increase on November 1

Butter in Cold Storage is Practically the Same as in October—Cheese and Eggs Show Falling Off

OTTAWA, Nov. 28 (Special).—A marked increase in the quantity of poultry in cold storage at the beginning of November as compared with the corresponding date in October is noted in the preliminary report of food commodities in cold storage and in process of cure, etc., on November 1. The total amount of poultry on hand Nov. 1 was 1,208,793 pounds, as against 695,602 pounds in October. The stocks in the latter month included: broilers, 174,771 pounds; chickens, 308,085 pounds; fowl, 236,553 pounds; ducks, 53,183 pounds; geese, 66,683 pounds; turkeys, 97,465 pounds; unclassified, 272,053 pounds.

Beef Holdings Larger

There was also a considerable advance in the quantity of beef in storage at the beginning of November. The total amount on hand was, 23,469,867 pounds, as compared with 16,440,332 pounds in the previous month. The quantity of fresh frozen beef was 15,120,128 pounds, as against 10,070 811 pounds in October. The difference in the amount of unfrozen fresh beef was not so great. The amount on hand in November was 6,454,015 pounds, compared with 5,019,899 pounds in October.

Butter holdings were practically the same as in October. There were 24,131,064 pounds of creamery and 336,928 pounds of dairy, as against 23,939 389 pounds of creamery and 404,079 pounds of dairy in October. Oleomargarine stocks were 252,727 pounds the beginning of November, compared with 133,212 pounds the previous month.

Cheese in storage amounted to 9.713,687 pounds, this being a falling off of 8,784,471 pounds from October. The eggs in cold storage amounted to 10.077,462 dozen, compared with 14,750,164 dozen in October. There was also a decrease in the quantity of frozen eggs. the holdings of this class being 987,502 dozen as against 1,483,457 dozen the previous month.

Pork Holdings 19,036,072 Lbs.

Pork holdings totaled 19.036,072 pounds and included: Fresh frozen, 2,040,237 pounds; fresh, unfrozen, 2,490,621 pounds; cured, dry salted, 1,539,170 pounds; cured, sweet pickled, 3,219,353 pounds; in process of cure, 9,746,691 pounds. These figures were practically the same as those for October.

The lard in storage amounted to 1,619,425 pounds, an increase of 26,000 pounds over the previous month.

Mutton and lamb holdings jumped from 1,276,960 pounds in October to 4,414,568 pounds, the beginning of November. The quantities in storage the first of the latter month were, frozen, 3,941,819 pounds; unfrozen, 472,719 pounds.

There was an advance of approximately a million pounds in the fish holdings, the total for November being, 20,744,234 pounds, which included, 17,998,482 pounds in cold storage and 2,745,752 pounds other than cold storage.

Other commodities in cold storage the beginning of November were: Condensed milk, 1,301,166 pounds; evaporated milk, 4 290,028 pounds; whole milk powder, 297,166 pounds; skim milk powder, 931,165 pounds; barrels of apples, 47,338; boxes of apples, 96 538.

Sells a Thousand Turkeys During Christmas Season

Vancouver (Special).—Sam Pritchard, grocer on Davie Street, Vancouver, told Canadian Grocer that he has found poultry a splendid line.

"I have found that regular trade can be very easily developed among the customers who deal with me regularly for their groceries. I get several dozen chickens each week, which are usually sold before they come to me.

"For my Christmas trade I have ordered a thousand turkeys, having previously taken orders in advance for most of them," said Mr. Pritchard.

Mr. Pritchard has a whole section of shelving—in fact the most valuable part of his shelves—reserved for pickles, jams, marmalades, etc.

The Retail Merchants' Bureau of the Board of Trade, Owen Sound, is planning to hold a banquet early this month. A committee has been selected to arrange for the same.



The above illustrates how S. Pritchard, Vancouver, B.C., displays poultry. This firm sells on the average of a thousand turkeys during the Christmas season many of which are sold by soliciting orders well in advance.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Nov. 29.—There is very little change in the produce and provision market. Hog prices are holding steady with an improved demand and in consequence a steady feeling is noted in smoked meats. The feature of the market is the strength of butter on account of an improved export and domestic demand. While prices are so far unchanged an advance is impending. Cheese is steady with some weaknesses in the later makes although this is not directly shown in the wholesale market. New laid eggs are advanced and a stronger market throughout is evident on account of an increased demand. Strictly new laid eggs are almost unobtainable. Lard and shortening are firm with an improved demand. The supply of fresh fish was for a few days limited by the storms on the Atlantic coast but it has been re-established and prices are steady except for a half cent advance on haddock. There is no change in cooked meats.

CHEESE PRICES STEADY

Montreal.

CHEESE.—Wholesale cheese prices are unchanged but there is an easier feeling on the later makes of cheese. The demand is fair and the feeling is that the present prices on cheese will hold.

CHEESE—

Old colored, twins	0 25
Old white	0 25
Stilton, per lb.	0 30
Quebec	0 25
Stilton, per lb.	0 30
Fancy old cheese	0 28
Late cheese	0 23

BUTTER MARKET IMPROVED

Montreal.

BUTTER.—A much improved condition is noted in the butter market. As is usual a demand for Canadian butter comes from the United States at this season. The demand for the domestic trade is also improved and a much stronger market is apparent. An advance in the price is more than likely before the end of the week.

BUTTER—

Creamery prints, finest	0 38	0 39
Creamery solids	0 37	0 38
Dairy Solids		0 30
Dairy prints		0 32

SMOKED MEATS UNCHANGED

Montreal.

SMOKED MEATS.—The smoked meat market is firmly supported by a steady market for live hogs. The demand is good considering the season and supplies on hand are ample to meet requirements. The trade is looking for some improvement in the demand for the Christmas week.

BACON—

Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls	0 26	0 30
Picnic smoked hams		0 19
Wiltshire	0 30	0 32

MEDIUM SMOKED HAMS—

Weight, 8-12 long cut	0 26	0 27
Do., 12-14	0 25	0 26
Do., 26-25	0 24	0 25

FRESH PORK STEADY

Montreal.

FRESH MEATS.—The hog market locally has ruled steady after the advance of a week ago and on account of the more seasonable weather the demand for fresh killed hogs has shown an improvement. Select light weight bacon hogs are quoted at from $11.75 to $12 a cwt., weighed off cars and dressed hogs are selling at $16.50 and $17 per cwt. The demand for fresh meat has shown some improvement all around. Beef prices show no change.

FRESH MEATS—

Hogs, Selected, weighed off cars)	11 75	12 00
Fresh killed	16 50	17 00
Legs of pork, foot on)	0 18½	0 19
Loins (trimmed)		0 27
Trimmed shoulders	0 16½	
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front Quarters	0 04½ 0 06	0 06 0 08
Loins	0 18	0 21
Chucks	0 06	0 08

EGGS ADVANCE 5 CENTS

Montreal.

EGGS.—Despite the advancing price on eggs the demand is greater. What are known as new laid eggs are advanced to 55c, an increase of 5c, while strictly new laid eggs are unobtainable in any quantity. Cold storage eggs are strong but as yet unchanged.

EGGS—

New Laid	0 70	0 75
Fall Fresh	0 54	0 55
Selects		0 40
No. 1		0 36
Storage		0 28

SHORTENING UNCHANGED

Montreal.

SHORTENING.—Like the lard market a steady tone is noted in shortening with an improved demand.

SHORTENING—

Tierces, per lb.		0 13
Tubs, per lb.		0 13½
Pails, per lb.		0 14
Prints	0 15½	0 16

LARD PRICES STEADY

Montreal.

LARD.—A steady feeling is noted in the lard market with a somewhat improved demand. Hog prices are holding sufficiently steady to warrant confidence in the stability of lard.

LARD—

Tierces, 350 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
1 lb. bricks	0 19	0 20

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS.—There is no new feature in the market for cooked meats. The demand at this season is limited and market prices are steady.

COOKED MEATS—

Hams, cooked	0 40
Sandwich	0 47
Square hams	0 42
Smoked shoulders	0 22
Bologna	0 10 0 21
Corned Beef 1's, per doz.	3 25
Per doz. 2's	5 75

FISH DEMAND IMPROVED

Montreal.

FISH.—The colder weather has brought an improved demand for fish as well as an increase in the number of retailers handling fish. The unusually mild weather in the past month hurt the demand but the change has come. Prices are about steady except for an advance of one half cent on haddock. The bad storms on the Atlantic of last week for a time tied up the supply of fresh fish but it has been righted and the market is steady again.

FRESH FISH—

Herring	0 06
Market cod, fresh	0 05½
Steak cod	0 08
Haddock	0 06½
Halibut, chicken	0 20
Do., medium	0 24
Lake Trout	0 16
Flounders	0 09
Mackerl	0 12
Cohoe salmon	0 22
Gaspe Salmon	0 25
Dressed Pike	0 12

FROZEN FISH—

Halibut		0 20
Chicken halibut		0 16
Qualla Salmon	0 10	0 11
Dressed B. C. Salmon	0 20	0 21
Gaspe Salmon		0 25

SALTED FISH—

Labrador Herring, per barrel	10 50
Labrador Salt Salmon, per barrel	20 00
White Nape Green cod, large	7 50
White Nape Green cod, medium	6 50
White Nape Green cod, small	6 00

OYSTERS—

Standards, No. 1, can	2 40
No. 3, can	7 15

POULTRY MARKET FIRMER

Montreal.

POULTRY.—Although there is no definite change in the poultry market there is a stronger feeling since supplies are not as plentiful and in a wholesale way there is a better demand. Dealers are buying now for the Christmas demand and poultry raisers are holding their supplies for the Christmas demand lend-

a stronger tone throughout. Turkeys in particular show the upward tendency.

ROASTING CHICKENS—

		Per lb.
3 to 3½ lbs., per lb.	0 27	0 28
4 per lb.	0 30	0 32
4½ up per lb.	0 33	0 34

FOWL—

3 to 3½ pounds, per lb.	0 22
3½ to 4 per lb.	0 25
4½ up	0 28
Broilers, per lb.	0 32
Turkeys, per lb.	0 44 0 45
Geese, per lb.	0 25 0 26

ONTARIO MARKETS

TORONTO, Nov. 29.—There are few price changes in the produce markets this week. The firmness which characterized the butter and cheese markets for the past few weeks is not so noticeable and a quietness prevails. Live hogs are lower, but lard, shortening, smoked and cured meats, and other hog products, are steady and unchanged. Poultry is firmer under light receipts. The season for fresh caught lake fish is rapidly drawing to a close but a good supply of frozen fish is coming forward.

BUTTER MARKET QUIET

Toronto.

BUTTER.—The firmness which has prevailed in the butter market for the past several weeks does not seem to be quite so pronounced this week. In fact, dealers report the market quiet, which is accounted for by the lack of demand at the moment for export. Stocks of creamery butter in the Dominion on Nov. 1 amounted to 3,291,513 lbs. over that of the corresponding date last year.

BUTTER—

Creamery prints, No. 1	0 41	0 42
Creamery prints, No. 2	0 36	0 39

CHEESE LESS ACTIVE

Toronto.

CHEESE.—The activity and strength which has characterized the cheese market during the past few weeks is not so pronounced this week, and like butter, the reason is attributed to the quietness in the export market. Stocks, however, are not large. According to the government report, stocks for all Canada on Nov. 1 showed a decrease of 12,834,379 lbs., as compared with same date last year.

CHEESE—

Large, new	0 25	....
Do., Old.	0 26	0 27
Stilton, new	0 26	0 27

Twins, 1c higher than large cheese and triplets 1½c higher than large.

NO CHANGE IN COOKED MEATS

Toronto.

COOKED MEATS.—The movement in cooked meats continues in fair volume and the market situation remains steady and unchanged.

COOKED MEATS—

Boiled ham, lb.	....	0 38
Do., square pressed	....	0 40
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.		0 60
Jellied pork tongue	....	0 33

Above prices subject to daily fluctuations of the market.

SHORTENING STEADY

Toronto.

SHORTENING.—Quotations are unchanged at 16c to 16½c for one-pound prints and 13¼c to 13¾c per lb. on the tierce basis.

SHORTENING—

1-lb. prints	0 16	0 16½
Tierces, 400 lbs.	0 13¼	0 13¾

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE STEADY

Toronto.

MARGARINE.—There is a good steady demand for margarine with quotations steady and unchanged.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

EGGS HOLD FIRM

Toronto

EGGS.—The market shows practically no change as compared with a week ago. Strictly new-laids continue in limited quantity and few dealers are quoting them. Storage eggs are moving quite freely and although there are no changes in quotations, the situation remains strong.

EGGS—

No. 1s	0 37	0 38
Selects	0 42	0 43
Selects in cartons	0 46	0 48

LIVE HOGS LOWER

Toronto.

FRESH MEATS.—Live hogs made a further drop of 50c per cwt., bringing the fed and watered basis to $10.75. Lambs are slightly higher, while cattle and calves show little change. Dressed hogs by the carcass are $1 down, but cuts are unchanged.

FRESH MEATS—

Hogs—		
Live, fed and watered, cwt.	....	10 75
Live, f.o.b.	....	9 75
Live, off cars	....	10 00
Dressed, light, per cwt.	18 00	20 00
Do., heavy, per cwt.	15 00	17 00
Fresh Pork—		
Legs of pork, up to 35 lbs.	....	0 20
Loins	....	0 23
Fresh hams, lb.	....	0 21
Tenderloins, lb.	....	0 50
Picnics, lb.	....	0 15½
Montreal shoulders	....	0 20
Boston butts, lb.	....	0 21
New York shoulders	....	0 17
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 10	0 16
Ribs, lb.	0 14	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 26
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	0 13	0 15
Sheep, whole, lb.	0 08	0 15
Do., medium	0 09	0 10

SHORTAGE IN BACKS

Toronto.

PROVISIONS.—Other than to an inclination for a slight shortage on back bacon, this market is without feature this week. In the case of backs, some packers are having some difficulty in filling orders, claiming that the reason for it is due to the big demand at this season for fresh loins of pork. The demand for smoked and cured meats is active and quotations are steady and unchanged.

PROVISIONS—

Hams—		
Small 6 to 12 lbs.	0 24	0 27
Medium, 12 to 20 lbs.	0 24	0 26
Large, 20 to 35 lbs. lb.	....	0 20
Heavy, 35 lbs., and upward	....	0 18
Backs—		
Boneless, per lb.	0 45	0 47
Rolled, per lb.	0 53	0 55
Peameal	0 41	0 42
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 34
Do., special trim		0 36
Cottage rolls in casing		0 35
Cottage rolls	0 25	0 30
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.		0 28
Do., three-quarter cut		0 30
Do., middle		0 31
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 15-30 lbs.	....	0 23
Fat backs, 10-12 lbs.		0 20

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Mess pork	37 00
Short cut backs, 200 lbs.	41 00
Pickled Rolls—	
Lightweight	41 00
Heavy	37 00

Above prices subject to daily fluctuations of the market.

SEASON FOR FRESH LAKE FISH CLOSING

Toronto.

FISH.—The season for fresh-caught lake fish is rapidly coming to a close. White fish and trout will likely be off the market during the next week. Quotations on these two lines are also advanced to 16c per lb., an increase of 2c per lb. Fresh-caught halibut is off the market, but there is plenty of frozen fish arriving.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Haddock, lb.	0 08	0 09
Flounders, lb.	....	0 10
Whitefish, lb.	....	0 16
Trout, lb.	....	0 16
Pike, lb.	0 05	0 07
Perch, lb.	0 08	0 10
Salmon, Red Spring	....	0 23
Herring, large, lb.	....	0 08
Fall Salmon, B. C., lb.	....	0 12½
Salmon Cohoe, lb.	....	0 18
FROZEN FISH—		
Halibut, Medium	....	0 19
Do., chicken	....	0 18
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	....	0 11
Do., Qualla	0 09	....
OYSTERS—		
No. 1, pkg.		3 40
No. 3, pkg.		9 90
No. 5, pkg.		16 00
Glass Jars, per doz.		4 50
Shell oysters, per bbl. 1,000		17 50
Sea Herring	....	0 07
White Fish	0 12	0 14
SMOKED AND SALT FISH—		
Fillets, lb.	0 14	0 16
Kippers, box	....	2 75
Hadies, lb.	....	0 12
Ciscoes, lb.	....	0 18
Digby Chicks, bdle.	....	1 15

LARD UNCHANGED

Toronto.

LARD.—The market for lard held steady during the week. The demand continues active with quotations unchanged.

LARD—

1-lb. prints	0 18½	0 19
Tierces, 400 lbs.	0 16½	0 16¾

Tubs are ½c higher than tierces and pails one cent higher than tierces.

POULTRY MARKET FIRM

Toronto.

POULTRY.—The poultry market has a firmer tone than for several weeks past. Some stuff is going into storage but supplies are not coming along in as large quantities as some dealers would like. Prices are unchanged but the market generally has a much stronger feeling.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 30	0 40
Chickens, spring, over 2 lbs.	0 14	0 18
Chickens, 4 lbs., and over	0 20	0 24
Roosters	0 10	0 15
Fowl, 4 to 5 lbs.	0 16	0 20
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 08	0 14
Guinea hens, pair	1 25	1 50
Prices to retail trade—		
Turkeys, dressed		0 45
Chickens, spring	0 30	0 30
Ducklings		0 35
Fowl, 4 to 6 lbs.		**0 30**

MANITOBA MARKETS

WINNIPEG, Nov. 29.—Produce and provision dealers state there is very little change in business conditions. The butter market is quiet and a decline is noted. Cheese maintains a firm tone under a quiet demand. Eggs show no change. Lard and shortening are ruling steady. Cooked meats are in limited demand and prices show no change. Ham and bacon are in fair demand with quotations ruling steady. Poultry is for the most part steady and fish shows a much better demand. Live hogs show a slight decline. The cattle market is active and prices have a firmer tone. Sheep and lambs maintain a steady tone.

BUTTER MARKET QUIET

Winnipeg.

BUTTER.—The butter market is quiet and a decline of 2c. per lb. is recorded on best creamery. There is a good inquiry at the present time. Creamery prints No. 1 are quoted at 40c.

FIRM TONE TO CHEESE

Winnipeg.

CHEESE.—The cheese market maintains a firm tone and although the demand locally is quiet prices are well maintained. Large cheese is quoted at 26c. with twins at 26½c. and triplets 27c.

CHEESE—	
Stilton cheese, large, lb	0 29½
Ont., large, lb.	0 26
Ont., twins, lb.	0 26½
Ont., triplets, lb.	0 27

NO CHANGE IN EGGS

Winnipeg.

EGGS.—The egg market continues strong with no change in quotations. Select eggs in cartons are from 37c. to 42c. per doz. with No. 1 candled eggs at 32c. Sales are reported satisfactory.

LARD MARKET STEADY

Winnipeg.

LARD.—The lard market is ruling steady with an improvement shown in the demand. Quotations show no change. Shortening prices remain unchanged but in sympathy with the lard market a firm tone is evident and sales showing an improvement.

LARD—	
Pure Lards, No. 1 Quality, per lb (in tierces, 400 lbs.)	0 18
Do., wooden pails, 20-lb. pails	4 00
Shortening, tierces of 400 lbs.	**0 15½**
Do., per pail, 20 lbs.	3 50

GOOD DEMAND FOR POULTRY

Winnipeg.

POULTRY.—Wholesalers report that the demand for poultry is steadily increasing, Broilers are quoted at 26c. per lbs. with chickens ranging from 24c. to 30c. and fowl at 20c. to 23c. Turkeys are showing an upward tendency with present quotations ranging from 35c. to 42c. per lb.

POULTRY—		
Broilers, ½ to 2 lbs., per lb.		0 26
Chickens, 2½ to 3½ lbs., per lb.	0 24	0 26
Do., 3½ lbs., and up, per lb.		0 30
Fowl, per lb.	0 20	0 23
Roosters, per lb.		0 16
Turkeys, young, per lb.	0 35	0 42

COOKED MEATS QUIET

Winnipeg.

COOKED MEATS.—There is no change in quotations on cooked meats and with the limited demand prices seem to be on a steady basis.

COOKED MEATS—	
Hams, best quality, skinned, 8-14 lbs.	0 43
Do., 13-1 lbs.	0 41
Roast ham, lb.	0 43
Roast shoulders, lb.	0 33
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 34
Head cheese in 6 lb. tins, lb.	0 18

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS.—This market is ruling steady. Dealers report that they have sufficient supplies on hand to meet merchants' demands. Bacon of good quality is quoted at 42c. while hams are quoted at 26c.

SMOKED MEATS—	
8 to 16 lbs., per lb	0 26
16 to 20 lbs. per lb.	0 26
Boneless, 8-14 lbs., per lb.	**0 30**
Skinned, 18 to 22 lbs., per lb.	0 30
Bacon, to 10 lbs, per lb.	0 44
Cottage rolls, boneless	0 22
Bellies, 6 to 10 lb., per lb.	0 33

SLIGHT DECLINE IN HOGS

Winnipeg.

FRESH MEATS.—There is a slight decline in quotations on hogs. Select bacon hogs are quoted at $10.17 and thick smooth at $9.25. Trading on the cattle market is fairly active and prices have a firmer tone. Good steers range from $4.50 to $5.25 and heifers from $3.25 to $4. The calf market is also showing a stronger tendency. The sheep and lamb market maintains a fairly steady tone with the bulk of good lambs selling at $9.50 to $10 and good mutton sheep from $4.50 to $6.

FRESH MEATS—	
Select bacon	10 18
Thick smooth	9 25
Heavies	8 25
Extra Heavies	7 25
Shop hogs	8 25
Lights and feeders	8 25
Roughs and	5 25
Sows, No. 1	7 25
Sows, No. 2	6 25
Stags	3 00 . 4 00
Fresh Pork—	
Legs of pork, lb.	0 15 0 17
Spare ribs	0 16
Loins of pork, lb.	0 22 0 24
Shoulders	0 10 0 12
Fresh beef—from steers and heifers—	
Hind quarters	0 08½ 0 15
Front quarters	0 03½ 0 07
Whole carcass, good grade, lb.	0 06 0 10
Lambs—	
Choice	0 25

FISH IN GOOD DEMAND

Winnipeg.

FISH.—There is a good inquiry for practically all lines of fish. Fresh frozen halibut in cases of 200 lbs. is quoted at 17c. with salmon in the same quantity at 15½c. per lb. Labrador herring is in fair demand and 100 pound barrels are quoted at $6.25. Oysters are selling freely with prices showing no change.

FISH—	
Black cod, lb.	**0 12**
Brills	**0 08**
Halibut, cases 300 lbs., chicken	0 17
Halibut, broken cases, chicken	0 18
Salmon, Cohoe, in full boxes, 300 lbs.	**0 18½**
Salmon, Cohoe, in broken cases	**0 16**
Salmon, Red Spring, in full boxes	0 20
Soles	0 08
Whitefish, dressed, case lots	**0 11**
Whitefish, dressed, broken cases	**0 11½**
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 25
Kippers, East, Nat., 40 count, per count	3 00
Fillets, 15-lb. boxes, per lb.	0 14
Salt Fish—	
Labrador Herring, 100 lb. bbls., per	
Do., 20 lbs., pails, pail	2 25

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C. HOMER BARNHILL,
General Merchant.
Debert, N.S., Nov. 9, 1922.

WANT GROCERIES INCLUDED IN LIST OF GOODS EXEMPTED

Winnipeg, Nov. 28.—Representatives of the Retail Stores' Association appeared before the city council recently and demanded a show down regarding the closing by-law. They will urge that groceries be included in the goods exempted, and, in the alternative, that enforcement of the by-law be suspended till representations made to the provincial legislature have been dealt with.



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TO SHOW your customers how good **Lipton's** Tea is and to help you in selling it, we have commenced a coupon system that will wean many of your customers away from buying poor grade, cheap teas from the peddler at the door.

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If so, why not place a small advertisement on our Want Ad. Page? —(You will find it at the back of this issue.)

One insertion may get just what you need or desire.

Send in your advertisement to-day, if not worded to your own liking we will be glad to fix it up for you.

Cash remittance to cover cost **must** accompany all advertisements.

The rate is **only** 3 cents per word for the first insertion, 2 cents per word for each subsequent insertion. If you would like **Canadian Grocer** to forward the replies to you extra charge 5 cents per insertion is made for a box number.

Write:-
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Canadian Grocer
153 University Ave.,
Toronto

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Commenting upon the advancement made in better merchandising, an influential newspaper editor recently said:

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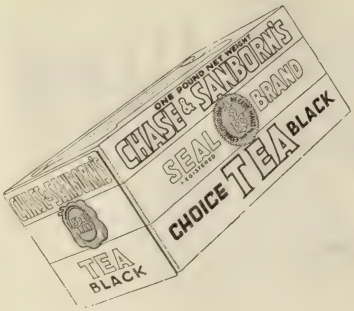
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Try

this idea and Watch Your Sales Grow

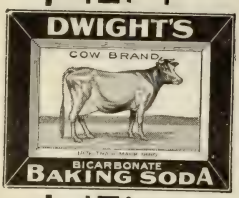
Largest Sale of Sardines on the Canadian Market

Order a Good Supply from Your Wholesaler

CONNORS BROS. LIMITED

Black's Harbour, N.B.

Western Representative : CHAS. DUNCAN & SON, Winnipeg



THE LEADING Seller ON THE MARKET

In grandmother's day the thrifty housewife preferred Cow Brand Baking Soda because its **greatest strength** made it more economical and more efficient. To-day this old established favorite is still the strongest and best and its sales records indicate that most women know it.

CHURCH & DWIGHT, LTD., Montreal



SIFTO SALT

Continuous advertising and superfine quality have made Sifto Salt so great a favourite with housewives that it

"Sells as freely as it runs"

Century Salt

Conveniently put up in bags for home, farm and dairy, use is equally in demand, and

Settles the Salt Question for your store.



DOMINION SALT CO. LIMITED
Sarnia - - Ont.
117

French Castile Soap

"La Grappe D'Or" 72%
in Cakes, Bars and Squares

Finest Virgin French Olive Oil

in Bottles and Tins

Genuine Bar le Duc Jelly

Red and White Currant
Mayeur & Vauquelin
Individual and full size pots

Anchovies in Oil and in Brine

Hors D'Oeuvres, Capers, Mustard, Etc.

Prices on application.

HENRI JONAS & CO.,
Montreal.

7 Direct Lines Out of Stratford

Make It the Quickest Shipping Centre

We carry full lines of Staple Groceries, Foreign and Domestic Fruits in Season.

"Buy your fruits where you buy your groceries and your groceries where you buy your fruits"—***saving double freight and double cartage.***

Phones—Office 297 and 298, Residence 310, Shipping Room 256, Night Call 897.

James Lloyd & Son **Box No. 266** **Stratford, Ont.**



NOTHING SO POPULAR

For Christmas 1922

AS SAXONIA BRAND FRUITS

Maraschino and Glace Cherries, Candied Peels Packed in Cartons, Glace Mixed Fruits.

For the Finest Quality of Fancy Preserved Fruits and Ginger for the Xmas Trade Ask for Saxonia Brand.

Saxonia Brand Fruits

If you want the very best Candied, Glace, Crystalized and Drained Citron, Lemon and Orange Peels, Pineapple, Ginger, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc., ask for Saxonia Brand. Every wholesaler has them in stock.

Saxonia Fruit Preserving Co., Limited

First Ave. and Ernest St. - - Montreal, Que.

Sole Agents for Canada, **The John T. McBride Co., Limited**, 189 St. James St., Montreal.

"As I am thinking of going into the grocery business again, I would like to subscribe for Canadian Grocer at once."

So writes a merchant who is locating in the Niagara Peninsula.

Every aggressive grocer is a **SELECTOR** of merchandise for his customers.

He buys to please them, to create good-will and to retain their confidence.

He wants full information about every manufacturer's products so that he may **SELECT** with care. Give him this information in his business paper—

CANADIAN GROCER

CONCENTRATE

You can supply all your customers' needs with the Biscuit in the Striped Package—the standard of the West.

Those who know it always buy it—new customers are being acquired daily by our extensive advertising, and directed to your store.

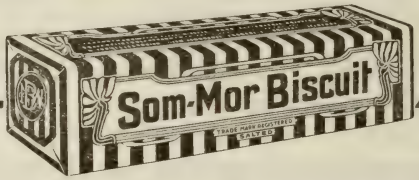
Consumer acceptance—and satisfaction—is assured, and the quick turnover and good profit make the Biscuit in the Striped Package worth your while to concentrate on.

NORTH-WEST BISCUIT COMPANY, LIMITED

EDMONTON, ALTA.

Winnipeg Regina Saskatoon Moose Jaw Calgary Nelson Vancouver Victoria

Som-Mor
Graham Wafer
Fairy Soda



Social Tea
Ginger Snaps
Royal Arrowroot

CANNON'S GELATINES

Have you tested the product of the new plant?
They are justly acclaimed

THE WORLD'S PREMIER GELATINE

Samples gladly sent on request.

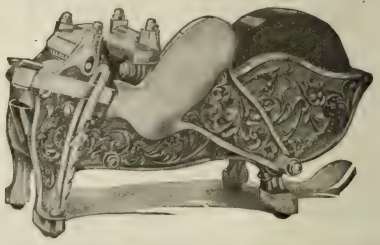
CANNON CANADIAN CO. LTD.

Toronto Montreal

National Package Sealer

And Gummed Tape

SAVES TIME AND MONEY



ARE YOU TYING UP YOUR PROFITS? . . . . . .

This national package sealer will enable you to wrap up your parcels more neatly in half the time and will cut 75% off your wrapping cost.

National Sealers are easy and simple to operate.

Let us tell you how they will save you money and speed up service.

CANADIAN NASHUA PAPER CO. LTD.

PETERBORO, ONT.

Your Customers Want

EDDY'S

There is no mistaking the fact that the Canadian public prefer Eddy's to any other Matches.

Their preference is well demonstrated by the fact that for the past ten months shipments of Eddy's Matches have exceeded all previous records in the history of the Company.

Eddy's continue to lead because they are the Best Matches in the World and CANADIAN CLEAN THROUGH.

Let your wholesaler know you want EDDY'S —everytime.

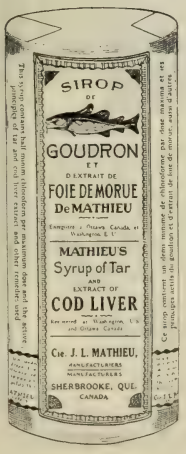
E. B. Eddy Co., Limited, Hull, Canada

Branches at MONTREAL, TORONTO, HALIFAX and LONDON, Ont.

AGENTS:

Schofield Paper Co., Limited, St. John, N.B.
Jos. Emond, Quebec.
J. Lumley, Ottawa.
J. E. McEathron, Brockville.
T. H. Stewart, Kingston.
Alfred Powis & Son, Hamilton.
Tees & Persse, Limited, Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon.
Tees & Persse of Alberta, Limited, Calgary and Edmonton,
Mitchell Bros., Victoria and Vancouver.

Mathieu's



SYRUP OF TAR

and

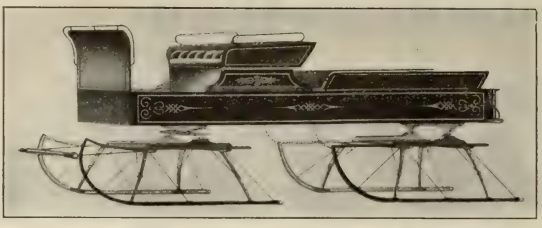
EXTRACT OF COD LIVER

The Old, Reliable Remedy for

Coughs, Colds, Bronchitis

Big Seller Showing a Nice Profit!
NOW is the Time to Display It! Order From Your Wholesaler!

J. L. MATHIEU CO., Sherbrooke, Que.



STYLE NO. 243.

ISN'T IT TIME to replace your Dilapidated old Delivery Sleigh? Your Delivery Equipment is your most active advertising medium—does it attract customers to your store or keep them away. People like to have a nice, bright, attractive vehicle stop in front of their houses. It will certainly pay to get a new sleigh.

We have Delivery Sleighs from $75.00 up. Write us at once—Prompt deliveries can be made.

CARRIAGE FACTORIES LIMITED

ORILLIA - - ONTARIO

SHOW CASES



Most Effective Display System

The more attractive your store, the more goods you will sell. Kleer Vue All Glass Display Cases sit right on your present counters, display your goods in the most attractive way right in front of the customer's eyes—yet protect them absolutely from petty thefts.

Kleer Vue Display Systems are made of high quality plate glass. Give your store a strikingly modern appearance which creates sales. Our representative will explain, without obligation, the latest types of showcases and silent salesmen to you.

Kleer Vue
PATENTED

All Glass Display Cases

Toronto Plate Glass Importing Co., Ltd.
Modern Show Cases and Display Systems of Every Description.
91 Don Roadway, Toronto, Ont.

"We do it Regularly"

"We make it a practice to call our customers regularly every so often by long Distance and it certainly is a good way to increase business"—writes a large wholesale grocer.

Use Long Distance!

Every Bell Telephone is a THE BELL TELEPHONE COMPANY OF CANADA LONG DISTANCE TELEPHONE *Long Distance Station*

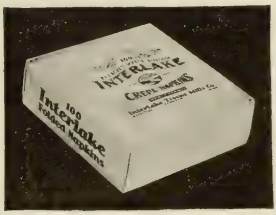


Cane's Pencils, extensively advertised, are as good as represented to be both as pencils and as profitable sellers. The counter or window display box illustrated here is in colors and particularly adapted for attractive advertising purposes.

Every Wholesale Grocer in Canada stocks these standard lines. Order through Your Wholesaler.

Wm. Cane & Sons Co., Ltd.
Newmarket, Ontario

Folded— Packaged— Ready for Use



Interlake Crepe Table Napkins are the kind folks prefer. They're put up in packages—folded, ready for use—100 in each package. So convenient and so sanitary! And they are soft, bleached crepe.

Can you supply Interlake Crepe Napkins? Or is your share of this business going to your competitor?

Well—it's not too late to mend, you know. Order a shipment of Interlake packaged table napkins at once and have an attractive display of them soon as possible.

Made in Canada by

Interlake Tissue Mills Co. Limited
Merritton, Canada

Head Office: 54 University Avenue, Toronto, Canada.
Sales Branch: McGill Building, Montreal, Canada.

Manufacturers of Tissues, Towels, Toilet Paper, Decorative Crepes, and other paper specialties.

Prompt Shipments

XMAS FRUITS

Now booking orders for Navel Oranges, Grapes, Figs, Nuts, Dates, Holly, Holly Wreaths, Grape Fruit, California Celery, Head Lettuce, Cranberries, New Nuts of all kinds. Everything the best, and will be shipped promptly.

Largest assortment to choose from.

White & Company

LIMITED

Specialists in good things for Xmas.

Church and Front Sts.

TORONTO

Phone: Main 6243

Georgian Bay District Apples

We have still a moderate quantity of all grades of best winter varieties for sale at lowest prices.

Correspondence Solicited

LEMON BROS.

OWEN SOUND, ONT.

For Xmas

NEW CROP GOODS JUST ARRIVED:

Fancy Malaga Table Raisins in cartons of 1 lb.
Fancy loose Valencia Raisins in boxes of 28 lbs.
Italian Fresh Chestnuts
Italian No. 1 Walnuts
Chili No. 2 Small Walnuts
Italian Dried Figs in 2 lb. baskets
Soft Shell Tarragona Almonds
Italian Filberts
Torrone (Italian Nougat Candy) in beautiful illustrated tins and cartons

Write for prices NOW

IMPORTERS

Amoroso & Malagodi Co., Limited

248 ST. PAUL ST. W., MONTREAL

ACME PELLETS

In 5lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes



In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

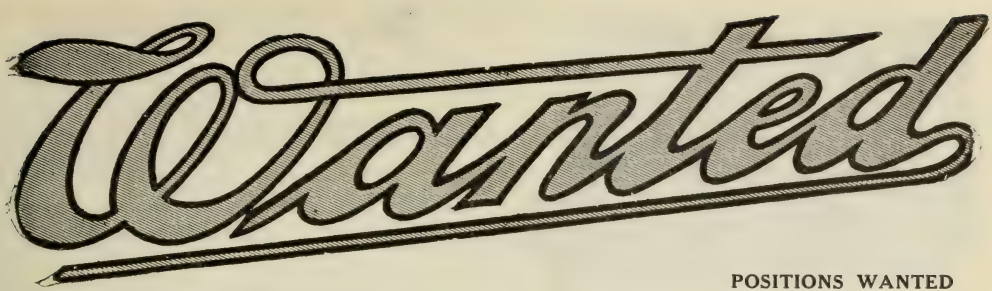
Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY

MONTREAL

—WE SELL THE WHOLESALE TRADE ONLY—



Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

FOR SALE

ADDRESSING MACHINE FOR SALE — WE have a complete Belknap Addressing Equipment for sale. This equipment is still in use in our Subscription Department and is in excellent working order. We will sell it at attractive prices and would advise manufacturers or merchants having a mailing list to let us tell you how it will save you money. We will give a guarantee as to the proper working condition of this equipment. The MacLean Publishing Co., Ltd., 143 University Ave., Toronto, Ont.

GROCERY—THIS IS WITHOUT QUESTION one of the best equipped grocery stores in Western Ontario. It has shown in the past a $75,000. yearly turnover. A live wire establishing another line, in connection, can increase the turnover 50 per cent. I have good reasons to dispose of both. the business and the building. It will take approximately $12,000, to handle this proposition, and the balance can be arranged. Don't waste your time unless you have the required amount, and the pep to handle this business. For further particulars, apply to box 284. Canadian Grocer, 153 University Avenue, Toronto, Ontario.

FOR SALE—ONE BARR ACCOUNT REGISter, cabinet size. Holds 300 Accounts, $200. Cash. Box 29. Fort Frances, Ont.

FOR SALE

FOR SALE—CLOVER HONEY. SELLING 1922 clover honey in 5 and 10 lb. pails. 2,040 pounds, (34 crates) 13c. a pound. 1,020 lbs., 13½c. lb. 480 lbs., 14½c. lb., 120 lbs., (2 crates) 16c. Freight is same for 2 crates as for 1 crate. 2½ lb. pails ½c. extra. Also Amber and Buckwheat Honey. Sample 25 cents. Satisfaction guaranteed. Apply 272, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—PRICE TICKETS, LETTERED—$1.50 a hundred; blanks, 75c.; Christmas samples, 25c. M. Moorby, Newmarket, Ont.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, Sumach St., Toronto.

When writing to advertisers kindly mention this paper.

POSITIONS WANTED

TO THE PROVISION TRADE—I GUARANTEE my formulas for manufacturing sausage, head cheese, pressed corned beef, pressed tongue, etc., 18 delicatessen money-makers; also formula for curing hams 26 to 31 days; bacon 15 to 20 days; no sour meats, no overhauling. This system is a mild cure of the highest standard in quality producing a high-grade product. Mail your address for information. E. B. Mayhew, Box 917, Worcester, Mass., U.S.A.

TO GROCERY, PROVISION AND CONFECtionery Manufacturers and Importers: Are you satisfied with your sales in the wealthy and prosperous city of Victoria, B.C.? We are well acquainted with Departmental Store and Wholesale Grocery buyers, and call on them daily. Hamsterly Farm Products, Limited, Manufacturers' Agents, 1615 Douglas St., Victoria, B. C., A. H. Pease, manager.

Agency Wanted

for Quebec City and District calling on Grocers, Confectioners, Restaurants, and Butchers. Wholesale and Retail. Apply Box 290, Canadian Grocer, 153 University Ave., Toronto, Ontario.

Opportunities are Offered Every Week On This Page.

Are you making use of them?

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to 153 University Ave., Toronto.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Cheque / Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.



Increasing Sales $4,600 a Year

This Wayne Honest Measure Pump has sold more than 31,000 gallons of gasoline for its owner in eighteen months. At, say conservatively, 22c a gallon, this is almost $7,000 in sales from one line of merchandise alone --- about $4,600 a year.

A Wayne Honest Measure Pump in front of your store will add a good volume of gasoline sales to your yearly total. And gasoline is a line of merchandise which has a very high turnover and which every grocer can handle profitably.

Many grocers sell gasoline now, but only a very few take advantage of the trade possibilities in selling it at the curb. All your regular retail gasoline business can be handled at the curb, of course, where the fire danger is greatly reduced and where unpleasant odors are kept outside your store.

And, in addition, you can change your handling of gasoline from an "accommodation" proposition to a real profit make because you can sell to the automobile trade which passes your door.

A Wayne Pump will be your choice, of course. The one shown here has been entirely satisfactory. "It's a good pump. There's no better," says its operator, But then all Wayne owners say the same thing.

Write for Bulletin 276-CG and let us tell you how you can profitably increase your annual volume of business. No obligation, of course.



CUT 276,
Five-Gallon Pump.

Canadian Tank & Pump Company, Ltd.

123 Adelaide St., W. Toronto, Ont.

Members of the Canadian Manufacturers' Association

REG U S
Wayne
TRADE MARK

HONEST MEASURE PUMPS

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BUYERS' MARKET GUIDE
Latest Editorial Market News



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60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng. Agents
W. Y. COLCLOUGH, 259 Kingswood Road, Toronto, Ontario. Phone Beach 2170.
J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

R. H. TOMALIN
94 St. Lawrence Market
TORONTO, ONTARIO
—DEALER IN—
Butter, Eggs and Poultry.
We will buy or sell. Write us for prices.

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

LARGE HAULS OF HERRINGS ON PACIFIC COAST

According to a recent report there have been some very large catches of herring made off the coast of British Columbia. In fact, one firm says that they themselves have caught as much as 200 tons of herring in one day which would probably mean 1,500,000 fish. Their total catch during the last season, which begins about the middle of February, was in the neighborhood of 50,000 tons, about 400,000,000 fish.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

SUTTON AND CLARKE
Limited
Wholesale Grocers, Toronto
offer
TOMATOES
STANDARD 2½s
$1.05 Doz. F.O.B. Factory
Phone Orders and Enquiries to
Main 1763 — Adelaide 4937
Watch This Space Each Week for Specials.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street.

C. A. MANN & COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

Ship us your
Eggs and Poultry
We Pay Highest Market Prices
Kavanagh Provision Co., Ltd.
372 Bleury St., Montreal

Good papers furnish A.B.C. reports to their advertisers. Canadian Grocer is a member of the Audit Bureau of Circulation.

THE McCASKEY

A COMBINATION which While Giving Complete Adding Machine Service—Constitutes

A CASH REGISTER

Equal to Any Four or Eight Drawer Cash Register

Adding Machine

By use of Duplicate Tape on Adding Machine a Cash Receipt can be given to Customer, the Duplicate remaining on Rewind Pin as record.

A TWO YEARS' GUARANTEE

with each Machine



ADDING MACHINE— CASH DRAWER— CASH REGISTER—

CHOICE OF THREE KEYBOARD ARRANGEMENTS

One or two rows of 9 symbol keys will give complete Department and Clerk control.

Cash Drawer

Operated by Adding Machine Lever—Bell Ringing when Opened.

A CASH SYSTEM for all lines of business. Without equal in price and service. It adds, Subtracts and Multiplies. Sold on Liberal Monthly Payment Terms.

Another Addition to the Already Famous "McCaskey" Line of Specialties in Account Systems.

McCASKEY SYSTEMS LIMITED

GALT - - ONTARIO

Account & Cash Systems--Adding Machines
Sales Pads--Counter Check Books.
Triplicate and Duplicate styles sales books of all kinds.



A Wholesaler Writes:

". . . In the first place we find that SUNSET has been a most satisfactory line to handle, for the reason that SUNSET DYES are well known, and give perfect satisfaction to the Consumer. This makes repeat orders for us!"

GO WITH THE CURRENT

Sunset is the dye that your customers want. That's why it is so easy to sell. Sunset pleases every woman who tries it. That makes the **repeat** business.

To save the time of your clerks and make your profits the easiest way—SELL SUNSET.

IT'S THE 'COME BACK' THAT COUNTS

SUNSET SOAP DYES

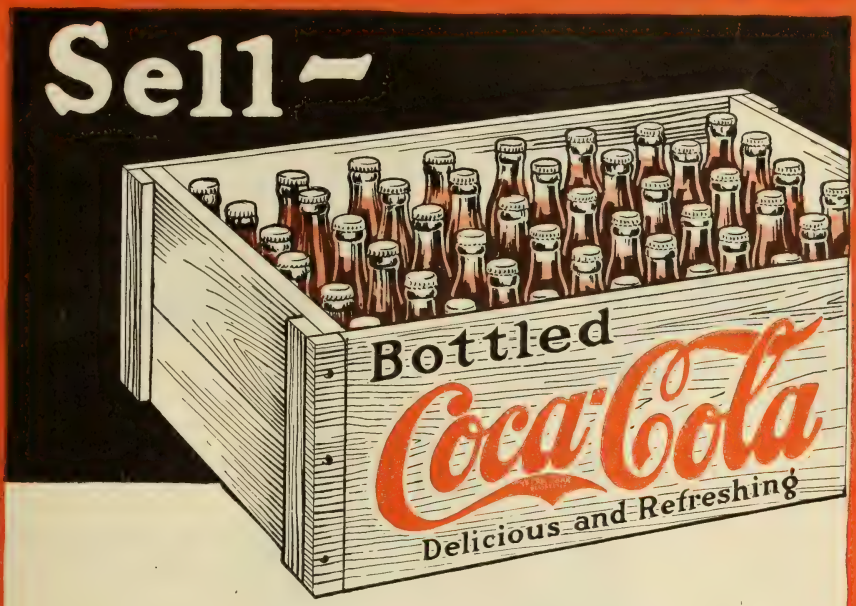
ONE Real Dye For ALL Fabrics

Send postcard for full information.

Sales Representatives
HAROLD F. RITCHIE & CO., Ltd.
10 McCaul St., Toronto, Can.

Manufactured by
NORTH AMERICAN DYE CORPORATION., Ltd.
Toronto, Canada

Sell—



Get your share of the profits from the growing demand

Thirst gives bottled Coca-Cola a market everywhere.

People want it by the bottle in your store. They want it by the case for their homes.

Our quick and regular deliveries enable you to do a volume of business on a small investment. The volume multiplies your profits.



Made in Canada
THE COCA-COLA COMPANY
Winnipeg — Toronto — Montreal

Sell by the case
for the home



The Christmas Rush

Every customer is in a hurry. You can offend them by keeping them waiting for service.

Your scale equipment is the heart and centre of your store service. If you have the right number of scales, properly placed, you will be ready for the rush hour trade, you won't turn away customers and your store will get a reputation for quick service that will mean many dollars to you.

International Dayton Scales

give you the correct weight to the fraction of an ounce—and the correct price to a cent—the instant goods are placed on the scale. Give each clerk his own scale—it makes him feel good and he does better and faster work. Now that our prices are so low you can well afford to do this.

Send for illustrated circular and prices. All our products are sold on easy payments or a discount for cash.

International Business Machines Co., Limited

FRANK E. MUTTON, Vice-President and General Manager.

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THE DAYTON IS MADE IN CANADA

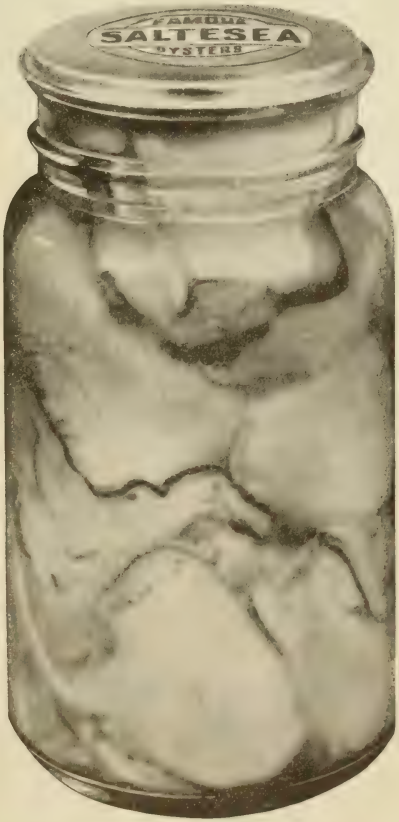
CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

The Largest Circulation of any Trade Paper in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., DECEMBER 8, 1922 No. 49



BEST QUALITY BEST SERVICE BEST PRICE

Your customers demand each one of these.
You can satisfy their demand with "SALTESEA" Brand
Packed FRESH every day.

OCEANIC OYSTER CO. LIMITED MONTREAL

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations,
Copy of Report will be sent on request to anyone interested.



The dealer smiles!

He stocks Dominion Matches!
They are safe in his store
and his customers like them.
Strong Sticks—non-poisonous—
heads tight on—Full count.
Ask your wholesaler.

THE DOMINION MATCH CO., LIMITED, DESERONTO, ONT.

DOMINION MATCHES

facts!

Grape pressing in October opened the 1923 season for Grape Juice. We have been busy pressing a large tonnage of Choicest Grapes,—preparing Marsh's for the new season.

The Juice from October pressing will be available for distribution early in the new year.

The Marsh Grape Juice Co. is the only manufacturer in Canada of Grape Juice, who sold their entire 1922 production. Our empty storage cellars permitting us to take full advantage of the splendid Grape Crop, and assuring our distributors that Marsh's for the new season will be all the juice of new pressing.

Marsh's for 1922 has been widely distributed. Our product has easily proven to be the best seller in Grape Juice. It pleased the consumer, —both Jobbers and Retailers have been well satisfied and convinced that, *"There is another Grape Juice."*

1923 PRICES.—Buyers are well advised, who withhold placing orders for Grape Juice until they know of the Marsh selling plan for the 1923 season. Prices to be announced in the immediate future.

THE MARSH GRAPE JUICE CO.

Niagara Falls, Ont.

MACDONALD'S



The Tobacco with a heart

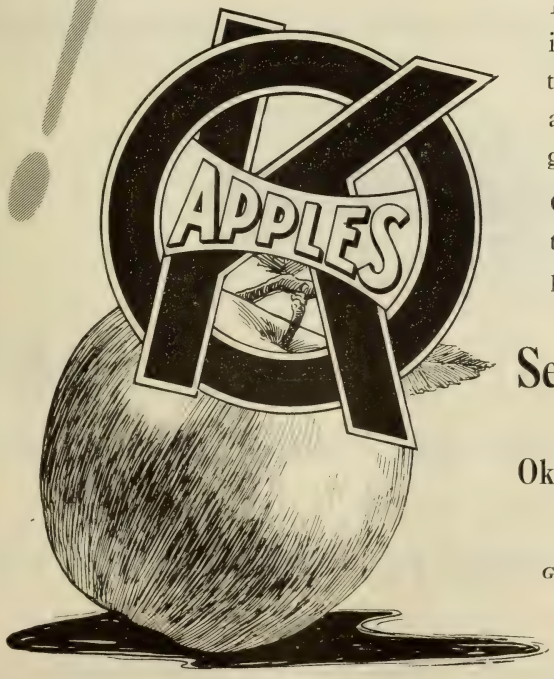
NORMALLY the Macdonald lines will increase in volume from year to year, with attendant benefit to the dealers who stock them.

Added to the normal increase which has been building up from year to year since 1858, is a tremendous **created** demand due to the largest volume of newspaper advertising ever applied to a tobacco line in Canada.

The idea—get your share of this great volume of **developed** business.

profits

Real business—



The good clean quick-selling kind of business—that's the kind you like—and that is the kind you'll get by selling O.K. apples.

Our advertising is going to make this brand a real profitable seller for you.

See your Jobber!

Okanagan United Growers
LIMITED
Vernon, B. C.

Growers of the famous "O.K." Apples and "O.U.G." Soft Fruits.

AYLMER BRAND

Jams, Jellies and Marmalade Have the Call As Christmas Approaches

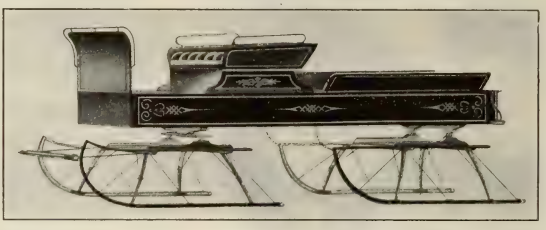
This year's pack of Aylmer Brand Jams, Jellies and Marmalade is unusually fine. It has been put up with the care that assures the quality for which all Aylmer Brand products are noted.

Strawberry, raspberry, peach, plum, pineapple and other varieties.

Ask your jobber about the four pound, sealed tins. They open with a key and the air tight feature keeps the contents perfectly. This is a good size to handle and the sale means a nice profit. Other standard sizes as well.

DOMINION CANNERS, LIMITED

HAMILTON - CANADA



STYLE NO. 243.

ISN'T IT TIME to replace your Dilapidated old Delivery Sleigh? Your Delivery Equipment is your most active advertising medium—does it attract customers to your store or keep them away? People like to have a nice, bright, attractive vehicle stop in front of their houses. It will certainly pay to get a new sleigh.

We have Delivery Sleighs from $75.00 up. Write us at once—Prompt deliveries can be made.

CARRIAGE FACTORIES LIMITED

ORILLIA - - ONTARIO



CODES:
A.B.C. 4th, 5th and 6th Editions
Armsby 1911, Western Union and Bentleys

Cable Address-All Branches "DONBAIN"

How About Your Distribution?

You may need the comprehensive service that is based on a complete knowledge of the Canadian trade, the confidence of the buyers, and financial responsibility—and made effective by the concentrated effort of a large and sound sales organization, backed by exceptional warehouse accommodation and shipping facilities, and **interested** attention to your account.

That is the service we give our principals—that is why we handle the "star" accounts—and that is why, if you want efficient distribution in Canada, YOURS should be a BAIN account.

DONALD H. BAIN CO.

"THE NATIONAL BROKERS"

WINNIPEG, MAN.

Branches: FORT WILLIAM, REGINA, SASKATOON, EDMONTON, CALGARY, VANCOUVER, MONTREAL

Also Saracen's Head, Snowhill, LONDON, E. C. 1, England.

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Centrally located. Railway Siding.

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Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
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LIMITED
Manufacturers' Agents and Importers
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GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West, TORONTO.

Toy Balloons
1 cent retail.
Other sizes also.
We sell jobbers only.
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75 Jarvis St., Toronto

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods
116 St. Nicholas Bldg.
Montreal
OFFICES:
Vancouver Winnipeg St. John Toronto

The Advertisers would like to know where you saw their advertisements — tell them.

Eureka Refrigerators —Give Better Results

That's why Mr. P. J. Stacey, of Chatham, Ontario, put Eureka Refrigeration Equipment in his whole store

LISTEN!



"I bought a large Eureka Butcher's Refrigerator some time ago from you, which gave me perfect satisfaction. I soon found though that it wasn't large enough, so I decided to put in an ice machine and equip my store with first class equipment.

"I decided that the Eureka Refrigerator Co., could 'deliver the goods,' because of the satisfaction I got from the first refrigerator. So I gave them the order for another large cork insulated Refrigerator together with my order for 20 ft. of Mechanical Cold Storage Counters. My confidence was not misplaced, for both the new equipments are working fine. I can keep my meats in A1 shape in my refrigerators and can display them in the best way to increase sales, in my new Counters.

"The service that the Eureka Refrigerator Company gave me when installing this order was of the highest credit to them. I'm more than satisfied."

This is what one of the leading butchers in Chatham thinks of his Eureka Refrigeration Equipment—and we're able to do the same for you! Let us prove it to you.

Write for free illustrated literature.

Eureka Refrigerator Co., Ltd.
Head Office and Factory: Owen Sound, Ontario

You can make many friends for your store if you will sell the following

STICKNEY & POOR'S SPICES

Black Pepper Red Pepper White Pepper
Cassia Cinnamon
Ginger Mace Cloves
Mixed Spices Nutmeg



Attractive Packages—Full Weight
Honest Goods at an Honest Price

Your Co-operating Servant
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

Have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

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Manufacturers' Agents
and
Commission Brokers
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Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER



250 publications - dailies - weeklies and Farm Journals, advertise Gold Standard Tea. The Codville Co. Ltd.

7

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Please write to our Editor at any time regarding any matter upon which you wish information.

The Editor,
CANADIAN GROCER,
153 University Ave.,
Toronto, Ont.

When Writing Advertisers Please Mention CANADIAN GROCER

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EASTERN CANADA

TELEPHONE MAIN 7143.
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GROCERY BROKERS
Importateurs & Exportateurs Pois et Feves
Importers & Exporters Peas and Beans
Produits Alimentaires Food Products
17 ST. PAUL EAST MONTREAL.

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL

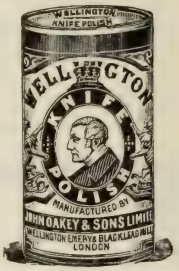
Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
GROCERY BROKERS
Manufacturers' Agents
11 St. Sacrament St., Montreal.

TIPPET & CO, LIMITED.
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581.

This Space is Yours for $2.20 on Yearly Order

When Answering Advertisements Mention Canadian Grocer

SHIP YOUR
POULTRY, EGGS *and* DAIRY BUTTER
To P. POULIN & CO., Limited
Bonsecours Market Montreal
HIGHEST PRICES PAID
NO COMMISSION CHARGED
Prompt returns made.
WRITE FOR PRICES.



OAKEY'S
"Wellington" KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
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For Subscribers

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

INFORMATION WANTED

Date .....

Please give me information on the following:—Name .....

Address .....

.....

.....

.....



-fill the Christmas *Sock* with orange profits this year

Sunkist California Navels
Will Help You Fill the Sock —Now and Later

THE fruit is of exceptional quality,—firm, sound, sweet and juicy. And, like all good California oranges, easiest to peel, slice or segment. Early indications promise ample supply of large and medium sizes — 126's, 150's, and 176's.

These are ideal sizes for early season and Christmas demand. Customers prefer large-sized fruit for Holiday use.

Crop and market conditions are such that we confidently predict an excellent Holiday orange business for the trade this year.

The amount of orange business you do at Christmas depends very much on how you handle oranges now. Nothing is quite so colorful and attractive in a window as a display of bright California oranges. For Christmas week nothing is more appropriate.

And the store that attracts new orange buyers is drawing trade on other lines.

Try this plan this year. See for yourself. Get a stock of bright, cheery California oranges right out in front now where they tempt buyers. And watch your orange profits mount.

Get These Window Displays

We have some splendid window display material just waiting to go to work for you. Lithographed in several strong colors it makes a fine background for the oranges themselves. Just fill out the coupon and send it at once so you will be ready for business-getting Christmas displays.

CALIFORNIA FRUIT GROWERS EXCHANGE
Dealer Service Department
Los Angeles, California

California Fruit Growers Exchange,
Los Angeles, California.

Send me the following material for my Christmas windows. (Check the items you want.)

☐ Sunkist String ☐ Sunkist Card Set
☐ Sunkist Cloth Banner

NAME.....
STREET.....
CITY..... PROV.....

Are you a

JONES *or a* BROWN?

Jones never carries the latest goods in stock. He's always short of some line of goods. He's always offering substitutes, something "just as good!"

Brown is a typical up-to-date business grocer. He always carries good lines that are well advertised. His customers are pleased customers, and Brown is taking away a lot of Jones' old trade.

Which are You?

Are you a Jones or a Brown? If you don't handle Keepsweet Cream and Keepsweet Milk you are a Jones! If you do handle Keepsweet products you are a Brown, wide-awake, up-to-date, modern and successful.

Keepsweet Cream and Keepsweet Milk are numbered among the best selling propositions ever introduced. They are advertised in a strong, striking manner in Canada's most effective publications. You will get repeat orders for Keepsweet because the quality is as advertised—a full rich cream—nothing added and nothing taken away. Place your order right away.



Dominion Milk Corporation
Limited

Head Office: TORONTO, Ontario

Branches:
Halifax, St. John, Montreal, North Bay, Port Arthur, Winnipeg, Vancouver, London, Eng.

Keepsweet Table Cream

This advertisement was one of the winners in the recent Keepsweet Contest and was written by C. T. McDonald, 127 Windsor St., Halifax.

CHRISTIE'S

FANCY CHRISTMAS SPECIALTIES

The Christmas selling season is the time when your customers are buying long profit specialties. Little luxuries of other seasons are Christmas necessities.

Fancy biscuit specialties are of the fastest and most profitable Christmas lines, especially Christie's.

Every housewife will appreciate something out of the ordinary in the way of dainty biscuits, for extra entertaining, and will on your display or suggestion be a ready buyer.

Consult This List of Christmas Opportunities—

Christie's Chocolate Elite
Christie's Chocolate Macaroons
Christie's Chocolate Mallow
Christie's Chocolate Tit-Bits
Christie's Lucerne Chocolate
Christie's Water Ice Lines
Christie's Acorns
Christie's Scotch Shortbread

This delicious assortment is waiting for your selection and profit. These lines, well-displayed, will secure many extra sales, will bring repeat business and make new friends for your store.

CHRISTIE, BROWN & CO.

LIMITED

TORONTO, CANADA

"Member Audit Bureau Circulations"
"Member Associated Business Papers"
"Member of Canadian National Newspapers and Periodicals Association"

CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXVI TORONTO, DECEMBER 8, 1922 No. 49

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Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Canadian Shipping and Marine Engineering News, The Canadian Motor and Tractor Trade Journal.

Cable Addresses: Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1886.

CANADIAN GROCER

B. T. HUSTON, Manager.
J. L. WYCKOFF, Editor.
P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.
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UNITED STATES—New York, Room 1606, St. James Bldg., 1133 Broadway; Telephone Watkins 5869; Boston, Room 734, Old South Building, Telephone Main 1024; Chicago, Room 1401 Lytton Bldg., 14 E. Jackson Street, Telephone Harrison 9133.
SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s. a year United States, $4.50 a year; other countries, $6 a year; single copies, 25 cents. Invariably in advance.

The Tea Clippers



That used to make the voyages from the Orient to the Western marts with new season's teas, have been superseded by the ocean greyhound, and the tea nowadays reaches us much more quickly.

This year the new teas in RED ROSE TEA are finer perhaps than ever they have been, and you may have even more confidence in the goodness of RED ROSE TEA.

Have you enough stock for the growing demand? If not, an order to the nearest branch will bring immediate shipment.

T. H. Estabrooks Company Limited

ST. JOHN N. B. MONTREAL TORONTO WINNIPEG CALGARY

NEW CURE SMOKED FISH

BRANCHES

Canso, N.S.
Halifax, N.S.
St. John, N.B.
Port Hawkesbury, N.S.
Montreal, P.Q.
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Grand River, P.Q.
North Sydney, N. S.

HADDIES KIPPERED HERRING
FILLETS YARMOUTH BLOATERS

Frozen Sea Herring, Halibut, Salmon,
Pickerel, Whitefish, Mackerel.

SALTED HERRING, CODFISH, SALMON.

All Varieties Now in Season

Leonard Fisheries Limited

Producers, Curers & Packers.

Head Office; Youville Square, Montreal

Popularity is the Best Guarantee of Quality and Value



"SALADA" sales are by far the largest in North America. More than 50 Million Packets are sold Annually. This Tremendous Demand will "make money for you."

Mail Orders receive 24 hour service.



NOTHING SO POPULAR

For Christmas 1922

AS SAXONIA BRAND FRUITS

Maraschino and Glace Cherries, Candied Peels Packed in Cartons, Glace Mixed Fruits.

For the Finest Quality of Fancy Preserved Fruits and Ginger for the Xmas Trade Ask for Saxonia Brand.

Saxonia Brand Fruits

If you want the very best Candied, Glace, Crystallized and Drained Citron, Lemon and Orange Peels, Pineapple, Assorted Fruits, Bigarreaux Cherries, Maraschino Cherries, etc., ask for Saxonia Brand. Every wholesaler has them in stock.

Saxonia Fruit Preserving Co., Limited

First Ave. and Ernest St. - - Montreal, Que.

Sole Agents for Canada, **The John T. McBride Co., Limited,** 189 St. James St., Montreal.

CANADIAN GROCER

Vol. XXXVI TORONTO, DECEMBER 8, 1922 No. 49

Why Does He Feature Imported Vegetables?

Montreal Retailer Brings Up Point That Requires Careful Study —Says That His Customers Are Quite Willing to Pay Extra for Quality—Opinions on the Attitude of the Wholesale Buyer, Manufacturer and Retailer

MONTREAL (Special.)—A local grocer who had a large and striking display of an imported corn in his window, was asked by a Canadian Grocer representative why he saw fit to make such a feature of these goods while the Canadian pack was given little or no attention. This was his reply: "I have a demand for a higher grade of canned corn than our Canadian packers put up. I found that grade in the United States. I bought a small order and found that it pleased my customers. Many of them now order that brand by name and will take no other. They are quite willing to pay a little more for it, and so it is my duty to meet their needs. This year I bought a large order of it and I am featuring it, knowing that by so doing I will build up my sales. If I could get that same uniform grade in Canada I would not think of going to the United States for it.

"I have tried hard to get that grade in Canada. I have offered to place a large order one year ahead with a Canadian firm if they will pack corn for me equal in quality to the imported, but I cannot get it. What I want is a good pack of sweet corn which is uniform in grade throughout; one in which I can put my confidence, selling it to my most particular customers without a doubt that it might not be up to standard. I want to be able to push its sale and stake my reputation on its quality. Frankly, I do not think there is a grade of Canadian canned corn on which I would care to risk so much. But I feel justified in putting all my confidence into this brand and making it a feature.

Believes In the Better Quality

"I am well aware that Canadian packers cannot afford to pack a line for which there is only a limited demand and that, with the much greater population to serve in the United States, the packers there can find a big demand for a high class line. I do feel, however, that if our canners examined their market carefully they would find a bigger demand than they now know of and they would also find the retail grocery trade willing to co-operate with them not only in featuring the Canadian goods but in placing their orders far enough ahead to insure that the whole pack would be taken up. In the meantime, I for one, find it necessary to go elsewhere to get the brand of canned corn for which I have found a particular demand among my customers."

The Problems that Arise

Editor's Note:—The opinions of this Montreal merchant have come up at a time when the subject of price, quality and service are uppermost in the minds of hundreds of dealers in Canada to-day. It brings up the point as to whether the insistence on a low price on the part of some wholesalers and retailers, has any bearing on the quality of goods manufactured by any of the Canadian firms.

Discussing the entire matter with a number of retailers and grocery brokers, it looks as if many merchants believe they must get goods at a price from the wholesaler that will permit them to sell on a competitive basis with the chain and self-serve stores.

Is Wholesaler to Blame?

For instance the opinion is advanced by one prominent broker that the wholesale dealer is endeavoring to buy on a price basis for his trade under the belief that the trade requires low priced goods in order to compete with the chain stores, self serve stores, etc. This, of course, does not mean that the chain and other stores are not purchasing quality goods. Naturally they buy in the best markets and to suit their particular clients.

This man affirms there are some wholesalers quite ready to purchase a pack of canned goods at the lower price no matter who the canner may be, or what the quality of the goods is, or considering the length of time the product has been packed. The canner, not caring to lose the business, would naturally try to meet a price which the wholesale grocer thinks he should be able to quote. So basing his reasoning upon these suppositions, the broker suggests that quality in such a case is not of first consideration.

Jam Quality Recalled

It is common knowledge that the condition of the Canadian jam industry during the past couple of years has not been of the best, resulting in manufacturers strongly competing with one another on a price basis. If what the above mentioned broker thinks is correct, then it may have been the attitude of the wholesale grocery buyer that caused this competition in the jam industry and tended, on the part of some producers at least, to turn out a lower quality product than they otherwise would have done.

One prominent dealer tells Canadian Grocer that undoubtedly the demand for price from the merchant who is straining every business policy to meet the chain store and self-serve store prices, has in some degree been reflected in the quality of goods that are sold. He believes strongly in the ability of the Canadian manufacturer to turn out quality goods and cited case after case where such is being done. Some of these manufacturers, he claims, did not endeavor to meet the prices of competitors and have maintained quality throughout the period of the past two or three years. On the other hand, he declares, there are certain goods of a standard that he does not think can be purchased from Canadian firms.

A retailer claims, as does the Montreal dealer, that there are a great many of his customers who will readily pay extra for the higher quality product. He cited a case of one of his best customers who some time ago rather objected to the price he was charging for a certain brand of Canadian made strawberry jam. He had been featuring this brand almost exclusively but decided to get in a line that he could sell cheaper. This particular customer took a jar of it home and brought it back next day. She showed him a hard, colored substance she had found in it which looked much like some kind of dye. This gave him his opportunity to point out the difference between the two lines and naturally this customer is again purchasing the better quality. Not only this, but he uses this instance at every opportunity to sell his other customers on the better quality brand.

This merchant does not see any advantage in a dealer urging the sale of brands of goods at a loss, or with little or no profit for the privilege of being able to sell at the same price as any competitor.

He believes he must offer to his customers something more than price, and feels that his method of competing with the chain store and other stores is to offer his trade different goods or different brands of goods, of high quality that he can personally stand behind. He is more than willing to purchase his goods from the Canadian packer or manufacturer and pay a fair price for them providing he can get the quality that is necessary to maintain the good-will and confidence of his customers in his particular store. The jam he is pushing, together with the majority of his other products, are Canadian-made and he gets behind them because he believes in their quality.

Some Selling Direct to Dealer

The views expressed by the broker above referred to, to the effect that the wholesale grocery buyer is after price and that this has a great deal to do with the quality of goods the manufacturer turns out, is worthy of very careful thought. This man advanced the opinion further that it was this attitude on the part of many wholesale buyers that was compelling a good many manufacturers of high quality goods, to go direct to the dealer.

An opinion has also been stated that it is poor policy on the part of a retailer to try to compete on a price basis with the chain and self-serve stores which are in the majority of cases in a position to buy on more favorable terms; and that the progressive dealer who is successfully meeting this competition is not doing so by imitation. On certain goods it is not possible for him to compete with the chain store at a profit on a price basis, so he concludes the only method on which he can retain his trade is to have some appeal other than price. This is often different goods, personal service, delivery service, and a more direct contact with his individual customers.

Canadian Grocer has an open mind on the entire problem and would like to secure opinions from subscribers in any branch of the trade with their analysis. We should all work along the lines that have the best interests of the trade in view.

What Merchants Are Saying in Advertisements

DELICACIES FOR THE CHRISTMAS TABLE.—The most tempting assortment of domestic and imported delicacies, which add so much to the Christmas enjoyment, will be found at Michie's. The choicest goods from all over the world are gathered here. Michie & Co. Ltd., Toronto, Ont.

GROCERY FANCIES FOR THE FESTIVE SEASON.—The festive season is the one time of the year when every housewife especially desires to present an appetizing table to her family and friends. We have made provision for eatables that will tempt the appetite. It is well worth your while to see our display.—John Nott & Son, Dunnville, Ont.

MERRY CHRISTMAS, SAY IT WITH CLIMAX GOODIES.—What could be more acceptable as a Christmas remembrance to your close friends or relatives than a selected assortment of good things to eat? We have a tempting variety to choose from.—The Climax Grocery, Fort William, Ont.

CHRISTMAS FRUITS.—The necessary ingredients for the Christmas cake and plum pudding are to be found at Yerxa's. Quality the very best and offered at prices which will appeal to you. Visit Yerxa's store. See the splendid fruit display and compare the quality to your own satisfaction.—Yerxa's, Fredericton, N. B.

ELEVEN DAYS TO CHRISTMAS.—We mention this to remind you of the very short time you have for shopping. If you have not already made your fruit cake and plum pudding, bring in your recipe and let us fill it for you. The fruits are the finest we have had in years. Such delicious peels, such fine juicy raisins and currants with the real flavor. And lots of other nice things.—Malcolmson Ltd., Chatham, Ont.

YOU LOVE A NICE BIRD and it is a pardonable liking. We have a reputation for buying the best fed and tenderest poultry. Whether you want a plump fowl or a small broiler, we can supply your needs and guarantee satisfaction. We also truss your poultry ready for the pan at your request. — Onn's, London, Ont.

NEW HALLOWII DATES. — Eat them, lots of them. They're good for you.—Jackson Bros., Guelph, Ont.

We have a few bags of potatoes left. They are sound, good size and smooth. —Ewart McEvoy, Caistor Center, Ont.

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Bring in Your Recipe For The Christmas Cake and Pudding

And we will carefully fill it for you, in fact measure and weigh up the exact quantities. We have gathered together the finest raisins, currants, peels, nuts and other things that we ever sold, so that you can be assured your cake and pudding will be the pride of yourself and your friends. Do not leave it too late. Do it now.

BELOW IS A PARTIAL LIST OF THE GOOD THINGS

Shelled Almonds, best quality, per lb. .....
Shelled Walnuts, perfect halves, per lb. .....
Seeded Raisins, ready for use, per lb. .....
Currants, they're plump, per lb. .....
Glaced Pineapple Rings, per lb. .....
Mixed Peel .....
Preserved Ginger, try it in the pudding, per lb. .....
Pastry Spice, shaker top tin, each .....
Sweet Cider, per quart .....
Sultana Raisins, per lb. .....

To insure getting a real choice turkey, we advise placing the order now. Speaking of turkeys, we might also mention we have a good supply of Italian Chestnuts for the dressing.

OUR THREE TELEPHONES ARE AT YOUR SERVICE

Jones & Company

Here is a suggestion for one of your Christmas advertisements.

Higher Sales Tax Collected at Source

Conference of Representatives of Canadian Manufacturers, Wholesalers and Retailers Discusses All Forms of Taxation—Trend of Opinion Favors a 5% Tax to Do Away With Proposed Receipt Tax and That Tax be Collected at Source

TORONTO, Dec. 6. (Special).—Committees representing the Canadian Manufacturers' Association, wholesalers' associations, and the Retail Merchants' Association of Canada met in joint conference here yesterday and to-day for the purpose of discussing problems arising out of taxation legislation now in force in this country.

Higher Tax at Source

All forms of taxation came up for discussion at this conference. The trend of opinion was in favor of an extension of the present sales tax from 4½% to five per cent., to provide for the proposed receipt tax revenue which is due to come into force on the first of January, also that the sales tax be collected at the source. As pointed out at this meeting, investigation had shown that the receipt tax would not be sufficiently productive of revenue to offset the heavy costs of its collection. Revenue from sales tax this year it is estimated will be fifty-seven millions. With an increase of half of one per cent. revenue expected from the receipt tax can be raised.

Another suggestion brought forth at the conference is one relating to the stamp tax. It was argued that a much more workable plan would be to charge two cents on all amounts up to $100 and on amounts over that figure make the tax four cents.

This conference constituted a Drafting Committee from the three branches of trade to arrive at a common policy of taxation acceptable to all. This policy will be reported back to the individual organizations, and when approved, a joint delegation will proceed to Ottawa where the suggestions agreed upon will be laid before the government.

J. R. Shaw, president of the Canadian Manufacturers' Association, was in the chair.

The Retailers' Position

The Retail Merchants' Association have for some time past advocated a sales tax at the source.

The contention was made by officials of the Association at the gathering that the sales tax should be collected at the source of supply, viz., from the manufacturer and the importer, and from as few channels as possible, so as to save annoyance and expense in the collection of the same. When the sales tax was placed on the Statute Books by the late government in 1921, it was surrounded with a great many annoying difficulties, as far as the retail trade was concerned. The Act itself was poorly drafted and full of confusion and contradictions. In order to ascertain the retailers' position, it was necessary to undertake a number of lawsuits, as will be remembered by a large number of retail merchants, in order to have the courts determine the meaning of the Act. It never was the intention to endeavor to escape the payment of a fair share of taxation. The endeavor was to keep the payment of the sales tax down to the source of supply, as always advocated, so as to save the expense of the employment of a host of tax collectors.

"We have always frankly admitted that although manufacturers and importers were asked to collect the tax, in reality all the taxes they pay they pass on to the retail merchants and they in turn have to do the best they can to collect them from their customers," another official stated.

A Distinct Sales Tax

"What we have always contended for was a clear, distinct Sales Tax Act, one that could be easily understood and easily followed, and one that would not be applied to every small retail merchant in the country who sells soft drinks or makes a few home-made candies or currant bread or pastry, or other like small articles for sale, and which forced them to take out a manufacturers' license and be called manufacturers, but who were not to be allowed to be taxed in the same manner as manufacturers. Our contention is that when legislators make laws, they should be consistent and clear, and, as far as our Association is concerned, we intend to see that all legislation that is passed which affects the retail trade is made as intelligible as possible, and if it is not we intend to call the attention of our members and the public to it, and hold it up to the public view."

4½ Per Cent. From Wholesaler

Representations made by some manufacturers present and from some wholesalers suggest that the Sales Tax may not be absorbed by any section of the trade, that the Sales Tax from the manufacturer to wholesaler on goods bought for resale be eliminated, that the Sales Tax from wholesaler to retailer be 4½%, and that the Sales Tax from manufacturer to retailer be 4½%.

Wholesale Grocers Oppose

The position of the Canadian Wholesale Grocers' Association on this question of sales tax collection was outlined by representatives present. This association is not dissatisfied with the present operation of the tax, but should any change be made, would favor it being collected entirely at the source. The wholesale grocers are opposed to a sales tax of 4½ per cent. from the wholesaler to the retailer.

KANADDA BISCUIT CO. MOVES ITS HEAD OFFICE

Arrangements have been completed whereby the head office of the Kanadda Biscuit Company is being moved to Brantford, Ont. The company have sold their Hamilton property and the offices will be in the Temple Building, Dalhousie Street, Brantford until necessary alterations are made in the Homedale factory

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LOCKED IN REFRIGERATOR FOR SEVERAL HOURS

Guelph, Dec. 5.—Kenneth Walker, a Guelph young man, son of G. W. Walker, had a thrilling experience one Sunday night recently, when he was locked in a refrigerator at the Hugh Walker & Sons plant here. The young man visited the warehouse of the company early Sunday evening to inspect the flow of ammonia to the refrigerator. It was necessary to turn off the flow, and Mr. Walker went inside the refrigerator to see that everything was alright. As he entered, the door snapped closed behind him and he was locked in where the temperature was ten above zero. With a board he found in the refrigerator Mr. Walker managed, after several hours' labor, to break off a piece of the door lock, and at three o'clock on Sunday morning he liberated himself, but he was half frozen when he staggered out.

CEYLON'S COCOANUT CROP IS SHORT

There has been a very serious shortage of rainfall in the cocoanut-growing districts of Ceylon for the past two months, says Consul Marshall M. Vance, Columbo, in a report to the U. S. Department of Commerce. It is predicted that due to the drought there will be a 15 to 20 per cent. decrease in outturn of cocoanuts during the balance of 1922 and the first six months of 1923. Nuts are now dropping before they are fully matured.

"Receipt Tax Will Handicap Trade"

Says Secretary Dominion Board R.M.A.—Penalty for Person Who Divides Amount Paid With Intent to Evade Tax—What Constitutes a Receipt—Exemptions—Will Hamper Trade

"THIS ACT will give the retail trade of Canada, as well as other interests, a staggering blow when it comes into operation. It will disrupt every cash and credit sales slip and cash register system that is now in existence throughout Canada, and it will add more expense in a great many cases, to the office staff of retail merchants than the amount that will be paid to the government by them in stamps."

The foregoing observations, together with others of like nature, are made in a memorandum on the question of the operation of the tax on receipts which comes into effect the first of January, 1923, which has just been issued by E. M. Trowern, secretary of the Dominion Board, Retail Merchants' Association of Canada.

Special mention is made of the fact that a penalty is provided for the person who separates or divides the amount paid, with intent to evade the tax.

Retailers Should be United

Every retail merchant in Canada is urged to take a deep personal interest in this matter. The Dominion Board feels that the measure should be defeated if possible, and therefore calls upon all merchants to work together and act together under one common direction.

The memorandum follows:

What the Act Requires

According to the Special War Revenue Act which was passed at the last session of the Dominion Parliament, and which will come into operation on January 1st, 1923, upon all receipts of ten dollars ($10.00) and upwards there must be affixed thereto an adhesive stamp of two cents (2c), or, unless there is impressed thereon by means of a die, a stamp of the value of two cents (2c), which is to be cancelled by the person by whom the receipt is given before he delivers it out of his hands. Cancellation shall be effected by the person who cancels the stamp, **writing or impressing his name or initials on or across the stamp, together with the true date of such writing or impressing.**

What a Receipt Means

A receipt means any note, memorandum or writing whereby any money amounting to ten dollars or upwards, or any bill of exchange or promissory note for money amounting to ten dollars or upwards, is acknowledged or expressed to have been received or repaid, or whereby any debt or demand, or any part of a debt or demand, of the amount of ten dollars or upwards is acknowledged to have been settled, satisfied or discharged, or which signifies or imports any such acknowledgment, **and whether the same is, or is not, signed with the name of any person.**

Exemptions

The receipts which are exempted under the Act are as follows:

(a) A receipt for any money deposited in any bank to be accounted for to the person to whose credit the money is deposited.

(b) A receipt or document in the nature of a receipt which is taxable under any other section of this Act.

(c) An acknowledgment by a bank of the receipt of a bill of exchange or promissory note for the purpose of being presented for acceptance or payment.

(d) A receipt for or upon the payment of money paid for any purpose to or by His Majesty for or out of the Consolidated Revenue Fund of Canada or for or out of the Consolidated or General Revenue Fund of any Province of Canada.

(e) A receipt endorsed or otherwise written upon or contained in any instrument liable to stamp duty, and duly stamped, acknowledging the receipt of the consideration money therein expressed.

All Legislation Should be Made Clear

"Sub-section (b) of the exemption clauses is not clear," says Mr. Trowern. "We took it up with the Department but found that no rulings have been made yet. We suppose they mean that when a cheque is received in payment for an article or in payment of an account, that when stamps have been put on the cheque it is not necessary to put them on the receipt. This is another evidence of poor legislative drafting, and we contend that all legislation should be drafted in plain, simple language."

Penalty for Violation

Any person who violates any of the provisions of the above sections of the Act, or who refuses to give a receipt, duly stamped, or who, upon the receipt of a payment to the amount of ten dollars or upward, gives a receipt for a sum not amounting to ten dollars (when the actual amount received is over ten dollars) **or who separates or divides the amount paid with intent to evade the tax, shall be liable to a penalty of not exceeding one hundred dollars.**

It Will Disrupt Every Cash and Credit Sales Slip

"This Act was passed by the Government on June 27th, 1922, and it will come into operation on January 1st, 1923, if the Government, in the meantime, does not see fit to have its operations suspended, which we hope they will," says Mr. Trowern.

"This Act will give the retail trade of Canada, as well as other interests, a staggering blow when it goes into operation. Only those engaged in the retail trade have any idea of what it means to carry out the provisions of this Act. It will disrupt every cash and credit sales slip, and cash register system that is now in existence throughout Canada, and it will add more expense, in a great many cases, to the office staff of retail merchants than the amount that will be paid to the Government by them in stamps.

"Its operations will cut both ways. In the case of fruit and produce dealers, when retail merchants purchase fruit, vegetables, produce, poultry or eggs, etc., from farmers and market gardeners, it will be necessary for the farmers and market gardeners to carry at all times postage or revenue stamps with them, so that they can place them on the receipts they give to the retail merchants for the goods they sell to retail merchants when they want a receipt for the same. If the farmers and market gardeners refuse to place stamps on their receipts and to cancel the same they will be subject to a fine not exceeding one hundred dollars. Or take the case of a retail merchant who takes a receipt from his employees for salaries received, the employees must also carry a supply of stamps so as to place stamps on the receipts they give for their salaries, and cancel the same, or they will be subject to a fine.

Trade Must Not be Hampered by Governments

"There are a large number of other illustrations that could be given but the above are sufficient to show that this is another piece of annoying and badly considered legislation, that will not only annoy retail merchants but will add to the cost of doing business without giving the Government the amount they could secure by a less expensive system, as far as retail merchants are concerned. No effort, as far as we know, was made by the Government to ascertain what effect this complicated system would have on the retail trade; it has evidently been merely recommended by someone unfamiliar with retail trade conditions, and it was then thrust upon us when the budget was brought down,

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Sells 250 lbs. of Chocolates in Two Days

Scandrett Bros., London, Ont., Recently Displayed Five Pound Boxes of Chocolates in the Window With the Above Results—Devotes Entire Side of Store to Display and Says it is Worth Two Counters

Written Especially for Canadian Grocer by Amy Campbell

LONDON, Dec 5.—Perhaps one of the best locations in London, Ont., to test the results of window-displays is that of Scandrett Brothers, some half dozen shops from the busiest section of the city. The store itself is built on the very long and very narrow plan which may veritably be said nevertheless to "be equal to anything," in the splendid arrangement of goods along the entire length of one side. It is a real demonstration of what can be done in variety and interest with limited space and given lines to deal with.

The open display of goods begins at one side of the centre door, where very narrow shelves hold seasonable things that delight in the cool breath of out-of-doors, such as green baskets of brilliant tomatoes or glowing cranberries, and cases of golden "ciscoes" or haddies. Somehow there is a "walk-right-in" air about the very door, as the tables and shelves of goods along the left-side entrance invite with their glimpsed open displays.

The walls at the front are packed with square tins of various fancy biscuits and cakes and immediately below them is a narrow table very low to just meet the tilted boxes of vegetables. The table and boxes are painted a harmonizing green to foil the colors of the carrots, cabbages, spinach, celery, parsnips and lettuce and the result is most pleasing. The table supports red-lined baskets of rose and cream California grapes, brown nuts and figs and baskets of cranberries.

Displays on the Shelves

None the less interesting to patrons is the continued display of shelved walls holding all manner of canned and bottled goods along the inner walls of the store. Just below the shelves is a table of uninterrupted length well laden with varying lines of pineapple jars, full of luscious fruit, blending deliciously with the golden glasses of honey and rich fruit tones of marmalade, with pyramids of canned goods towering above the fruits in the more obscure parts of the table. But the space from the table to the floor remained to be utilized and this was quite originally filled with green stands holding bushel baskets of different grades and prices of grapefruit, oranges and lemons. This display gives a rich glow of color to the interior of the store and is a centre of interest for all eyes. All goods in the entire display are price-ticketed.

"This is a poem," one says to J. B. Scandrett in the early morning of a shopping visit on market day, "but won't it be all pulled to pieces by to-night?"

"Of course it will," he admits pleasantly and generously, "and that's the way we'll want it to be."

"The prosperous signs of a busy day," one gathers and continues the objectional possibilities by asking, "Don't you find that people often spoil the goods by looking them over with their hands as well as their eyes?"

"Very, very seldom," Mr. Scandrett answers. "Customers delight in choosing their own goods and it is not very often they forget that others in turn come after them and make a choice. Indeed we have had almost no trouble in that respect."

"But does it pay to devote the entire

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Showing one side of Scandrett Bros.' store in London, Ont. Here is a sample of the attractive interior displays that bring results.

"New Clauses Equally Objectionable"

Secretary of the Canadian Wholesale Grocers' Association Says Amended Bill in Anti-Combine Legislation Turns the Attorney-General's Department Into a Detective Bureau Giving the Attorney-General the Double Function of Detective and Judge

TORONTO, Dec. 4.—As referred to in last week's issue of Canadian Grocer, the anti-combine legislation of the Ontario government, introduced in a bill at the close of the last session, has been subject to considerable change, the chief change of importance being that of providing the attorney-general with power to take civil as well as criminal action for an injunction to restrain the carrying out of agreements which may not be in the public interest. Justice Orde, in his findings a few months ago, in the case against the Canadian Wholesale Grocers' Association, declared that the attorney-general had no such powers. The new bill will provide them. The opposition of manufacturers and wholesalers against the suggested anti-combine legislation affecting the question of fixed price agreements was so strong that the bill in its original form was withdrawn and an amended bill drafted.

How Attorney-General Can Proceed

A. W. Roebuck, K.C., who acted as committee counsel throughout the sittings, described procedure under the new bill as follows:—

"The attorney-general, on receipt of an affidavit that an agreement being not in the public interest is known to exist, will cause the parties concerned to be examined for discovery prior to any action being taken. He will have the right to file application with the High Court ex parte to examine any parties to the agreement or any person who has knowledge of the agreement and to have documents, memoranda, books, etc., produced before any civil action is taken."

In this way, according to Mr. Roebuck, the defendant will have an opportunity of giving all details of the case and if there are sufficient grounds, the offender will be warned of action to be taken unless the practice is stopped. Thus little if any publicity will be given the case because the examination for discovery is held privately with legal representatives the only ones in attendance other than the defendant.

Proves Value Of Agreements

The new bill is to be reported at the next session of the Legislature, and it is expected to provide the necessary machinery to assist the department in the measure of regulation and supervision of industrial agreements such as the attorney-general is desirous of having. The final meeting of the committee this week saw a unanimous vote to make a substitution for the original bill.

Asked concerning the reasons for the action taken, Mr. Roebuck stated that, while only those trade representatives who favored the establishment of price agreements gave evidence, the weight of their arguments was such as to prove very convincing of the value of such agreements under certain circumstances. There was a noticeable lack of any co-operative action in favor of the more drastic legislation, there being not a single resolution or favorable expression of opinion in support of anti-combine legislation made to the committee since early in the year when the body took up its duties.

Mr. Roebuck stated that there was a good deal to be said on both sides of this question. There had been much misunderstanding concerning the proposed bill and its effect. The bill, as it now stands under revision, does not meddle with existing laws, he stated. It simply gives more machinery for the enforcement of the law in the province. He holds that proof that such machinery is needed can be seen in the fact that there has only been a single criminal action along this line for the past twelve years, while there have been three civil actions which resulted in convictions.

Mr. Roebuck stated that, as a general rule, the English favor freedom of contract, but they have free trade whereas in Canada and the United States there are more restrictions and hence there is less freedom of contract throughout.

Mr. Roebuck's personal opinion is that price-fixing agreements are in restraint of trade and as such are absolutely illegal. Some other authorities differ with him on this subject. He advises

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THE LAST LAP of the Christmas Rush

If you have not yet made your Christmas Cake—Here are the materials and here is the recipe.

	lb.
Currants, Patras	
Raisins, Cal. Seeded	
Citron	
Candied Peel	
Figs	
Almonds	
Lemons	
Grape Juice	
Gran. Sugar	
Eggs	
Butter	
Sugar	
Flour	
Cinnamon, per oz.	
Nutmeg, per oz.	
Allspice, per oz.	
Mace	

Christmas Cake:—Wash and dry thoroughly one-half pound currants, cut into small pieces two and one-half pounds seeded raisins, slice very thin and cut into strips one-half pound of citron and one-half pound candied peel, chop finely one pound of figs and one pound almonds. Add to the prepared fruit two tablespoons lemon juice and one-third cup grape juice. Cream two cups butter, add two cups sugar gradually and beat thoroughly. Separate the yolks and whites of twelve eggs. Beat the yolks until thick and lemon colored and the whites until stiff and dry, add the yolks to the butter and sugar mixture. Mix and sift four cups flour, two teaspoons cinnamon, three-quarters teaspoon each, nutmeg, allspice and mace. Reserve one-third cup with which to dredge the fruit and add the rest to the sugar and butter mixture. Add the floured fruit and mix well, then fold in the stiffly beaten egg whites. Pour into deep buttered pans, cover the top with oiled paper and steam three hours, then bake one and one-half hours in a slow oven.

What about some oysters for stuffing the turkey?

In bulk, per pt. .....

In glass jars, each .....

Turkeys, young, per lb. .....

Fowl, young, per lb. .....

Chickens, 3½ lb. up, per lb. .....

JONES & COMPANY

A suggestion for advertising Christmas cake ingredients.

"RECEIPT TAX WILL HANDICAP TRADE"

(Continued from page 18)

in the most autocratic manner, to take effect on January 1st, 1923. In our opinion, it should be suspended, and as we are an active part of the electorate of the Dominion, every retail merchant should do all within his power to let the legislators of our Dominion Parliament understand that, as loyal citizens, we want to help to pay every cent of our war debt, but we must not be hampered and annoyed in our daily business transactions, and be subjected to paying heavy fines. In other words, Governments must be told to keep their hands off business, and allow it to flow as freely and as rapidly as possible through the natural channels of trade.

All Unnecessary Expenses Should be Avoided

"Before we are asked to pay we should be consulted as to what effect any proposed system would have on our business, as the more unnecessary expenses that are put upon us the more the public will be called upon to pay in the end. Every retail merchant knows that when postage stamps are placed on receipts or cheques, or any other documents, for the purpose of paying our war debts, that it is an unbusinesslike system, as we have been led to believe that postage stamps and Inland Revenue war stamps are for entirely different purposes, and if they cannot be kept separate—and it appears that they cannot—this fact alone should be sufficient to condemn that method of the collection of revenue. The present system of placing stamps on cheques, drafts, notes and bills of exchange is bad enough, and, in our opinion, should be abolished without adding the further annoyance by adopting the same system on receipts.

"This legislation, if it goes into effect on January 1st next, will affect all classes alike—farmers, manufacturers, wholesalers, retailers, bankers, the laboring classes and all municipalities and corporations. We are well aware that the Government wants money to pay our war debts but we want it raised in the least annoying manner, and we consider that when we are made partners with the Government in order to collect it, we should be consulted as to how we think the money should be raised, without disturbing our commercial operations."

"NEW CLAUSES EQUALLY OBJECTIONABLE"

(Continued from page 21)

Canadian Grocer that the question will come in for some future consideration in the very near future and a definite stand taken on it.

According to A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, the wholesale grocers find the clauses that have been substituted for the ones declaring all re-sale price arrangements illegal, equally objectionable. "The Supreme Court," Mr. Pyke stated, "either before or after action brought as hereinafter provided may make an order on the ex parte application of the attorney-general, entitling him to examine under oath the persons so named and to have production of all books, documents, records, memoranda, letters or other writings relating thereto in accordance with the consolidated rules of practice of the Supreme Court of Ontario governing discovery.

"This looks as if the proposed bill will turn the attorney-general's department into a detective bureau and also endow it with the power of a court proceedings, giving the attorney-general the double function of detective and judge with the right within himself to decide and then formally ask the Supreme Court to give its approval."

POTATOES SELL AT LOW FIGURE

The price of potatoes fell to 18c a bushel at producing centres throughout northern Michigan, says the Journal of Commerce, New York, this being the lowest figure paid by buyers in years, owing to overproduction in Michigan, Wisconsin and Minnesota and to the inability to obtain freight cars. Warehouses at Gaylord, Mich., are filled to overflowing with potatoes and many buyers are not in a position to accept more stock.

The New Anti-Combines Bill

BILL No. 207, An Act for the Better Prevention of Certain Commercial Agreements, which was given its first reading in the Ontario Legislature on April 6 last and which was to have come into force on the first day of July, 1922, has been completely altered. As a matter of fact, according to information received, nine of its eleven sections have fallen by the wayside, all that remains of the original bill being:

"No. 207 1922

BILL

"An Act for The Better Prevention of Certain Commercial Agreements.

"1. This Act may be cited as The Commercial Agreements Act, 1922.

"2. In this Act:

" 'Agreement' shall include contract, arrangement, understanding, combination and conspiracy whether written, verbal or tacit."

Now, the alternative sections making up the balance of the new bill are as follows:

"3. Upon the Attorney General filing an affidavit of any person setting forth,

(a) that an agreement such as is described in section 4 is in existence;

(b) that the deponent verily believes that such agreement is unlawful;

(c) that certain persons, naming them, are parties to, or have knowledge of such agreement or circumstances connected therewith.

"The Supreme Court either before or after action brought as hereinafter provided may make order on the ex parte application of the Attorney General, entitling him to examine under oath the persons so named and to have production of all books, documents, records, memoranda, letters or other writings relating thereto in accordance with the consolidated Rules of Practice of the Supreme Court governing discovery.

"4. An action may be brought by the Attorney General of Ontario in the Supreme Court for a declaration that an agreement.—

(a) constitutes a conspiracy in restraint of trade as being an agreement between two or more persons to do or procure to be done an unlawful act in restraint of trade; or

(b) is an agreement to unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce; or

(c) is an agreement to restrain or injure trade or commerce in relation to any such article or commodity; or

(d) is an agreement to unduly limit or restrain the manufacture or production of any such article or commodity or to unreasonably enhance the price thereof; or

(e) is an agreement to unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any article or commodity, and that such agreement is unlawful and void and for an injunction, mandatory order or other relief.

"5. If the Court finds that such agreement comes within any of the clauses from (a) to (e) of section 4 it shall declare such agreement illegal and void to all intents and purposes and the Court may make such order with respect to past and future dealings, rights or obligations of the parties to such agreement as may be deemed just and expedient having in view the course of business between the parties, the degree of good faith manifested by them in entering into, acting under, or carrying out such agreement and the protection of the public interest, and may make such further order as the circumstances require to prevent the carrying out of such agreement or any similar agreement.

6. This act shall come into force and take effect on the first day of June, 1923.

Buying a Store and What Should be Paid

Subscriber is Contemplating Purchasing a New Store in a Better Location, But Thinks the Overhead is Too High for the Sales—Lack of Information Makes for Incomplete Analysis

By HENRY JOHNSON, Jr.

THIS correspondence explains itself:

Dear Sir:—I am an interested reader of your articles in Canadian Grocer. Having sold my store here lately, I am in the market for another. There being a strike here and I was not satisfied with my location, I sold. Now I have in view another store in which I think the overhead is too high for the sales. The location is a corner. There are six or seven other stores in town and this one carries meat and groceries. Would you care to advise me? Overhead charges are as follows:

Rent, monthly, $50.00.

Clerk hire, weekly, $18 and 10 per cent. discount on goods.

Trucks, $12 weekly.

Heat, $350 yearly.

Light, $4 monthly.

Insurance, $60 yearly.

Interest on fixture investment, $70 yearly.

Price of store, stock and fixtures, $3,500. Fixtures estimated at $1,700, rest stock and good will. I offered to buy at fixture estimate and pay market value for stock but was refused.

My answer:

The best I can give you is an incomplete analysis and tentative suggestions because of want of full information. The suggestions are given only to save time in further correspondence and as a basis for your calculations.

The value of any going business depends not so much on the capital invested as on its earning capacity. In the case of a grocery and meat business, that can only be judged in a general way on the basis of sales made; and you do not tell me how much business is being done in the store you have under consideration.

I have analyzed the figures you have given. The yearly total is $2,748. This takes no account of the extremely uncertain quantity of the 10 per cent. discount allowed to clerks. Incidentally let me say that is something I never would allow anybody. First, it is always too uncertain and indefinite; second, ten per cent. on such staples as groceries and meats is a ruinous percentage. It is always best to pay your help in money and have them pay you in money. More than that: It is perfectly proper to stipulate clearly when you engage help that they must buy their supplies from you. He must be an indifferent helper at best who will work for a man and not buy his supplies from his employer.

Do Not Sidestep Expense Items!

To get back to the $2,748. To that must be added interest at 7 per cent. to cover the extra $700 in fixtures. This because you have $1,700 listed for fixtures and the interest already provided for, $70, will cover $1,000 investment only. This is $50 more. Next, assume that it will take $5,000 to run that business, including everything, you must allow 7 per cent. on the total of $5,000. That is $350 a year. Take out the $120 already allowed for and you will have $230 additional to charge up for interest. Next, there is depreciation on fixtures of 10 per cent. on internal equipment and 20 per cent. on external, such as trucks, etc. That charge, therefore, will not be less than $200 a year. You will have to live, so you must have a salary, and I assume you will feel that you are worth at least $125 a month, or $1,500 a year. Now, our total is $4,728. We must still make provision for paper, twine and other packaging and for the upkeep and repair of truck, so let us put in $272 more. This is not that I consider the figure adequate, because I think the figure will run over that amount in actual practice, but because thus we make up the round, even figure of $5,000 total expenses.

Where, then, do we land? Figuring that expenses can run 16-2/3% in your locality on that kind of business, you would have to sell at least $30,000 worth of goods to make your investment promising. I think that such expense ratio is ample to allow in your locality for that kind of business. Groceries alone should not carry more than 14 or 14¼ per cent. in your neighborhood, but meats will run higher. So an average of 16-2/3 per cent. may be considered safely conservative.

You will see, therefore, that the business must do at least $30,000 and it would be better to do $35,000 to make the investment attractive.

After you have read this, you might write me further. Tell me anything you like not already covered. Have you run a credit or cash business and which do you expect to run hereafter—and why? How much does delivery amount to? More of that same kind of stuff. Then I can be of more detailed help to you.

But He Is Still Silent

But my friend has written no more, so again I am up in the air. Maybe he felt my stuff was bunk. Maybe I kept him out of a bad deal. Perhaps he bought in the light of my suggestions and has been busy making my figures fit ever since—who knows: or, as the Mexican sayeth: "Quien Sabe?"

And another comes along rather likewise, sends me his trial balance for May and asks a lot of questions. Moreover, he promises; "Sometime, if you wish it, I'll give you a short sketch of our business; our 'ups and downs' have been many." He sends figures which seem to me to need most careful checking, so I write him:

I must have further details before I can answer intelligently. A hasty analysis of your statement seems to show expenses of 20½ per cent. This is based on sales of nearly $22,000 and total expenses of $4584.30. In making this analysis, I have omitted your figure of $1,120 for storage, also for freight and drayage. Won't you tell me some more about your business? How did you start? With how much money? When? What have been your sales each year? What are detailed expenses as they stand now? Explain the item of storage.

Well, there is no more from him.

But light shines in dark places, just the same! For here comes a man with no "shrinking violet stuff" about making sure that his name is omitted, and writes some mighty illuminating observations. For instance:

Your book on margins and "How to Retail Fruit Efficiently," is very helpful. I, however, would like to make a qualification embracing what I call the law of speed and bulk. It is this: If I can move two tons of oranges as rapidly as one ton of cheaper merchandise and the space rental and money invested are the same, I do not think it is quite fair to oranges to place the profits on the same percentage basis. The actual cost of moving a given quantity of matter should be considered.

Right you are. Absolutely right! That is why such carefully detailed analysis of average conditions which surround the retailing of citrus fruits is made in the book referred to. It does not cost the same percentage to handle every commodity. No question that $40. worth of sugar can be moved through any store

for less cost than $4 worth of pineapple middles in glass. No doubt $50 worth of prunes can be handled at much less percentage than $5 worth of caviar.

The booklet, "Profits in Prunes," will give you other angles of this analytical study of the variations that properly creep into merchandising. And there can be no question of "fairness" about it. The law governing these things is that of economics—a natural law which, like gravitation, works into everything with the strictest impartiality. That law cannot be sidestepped. No man may avoid it. There is no question of fairness, nor of "believing" or failing to concede "belief" in it. It simply is there: and it works inexorably.

"We Believe" Does Not Belong in Economics

Yet here is something I find in a recent grocery paper, and, as it happens to be aimed at something I have worked out in detail—and as my conclusions have shown figures—it interests me:

THE TURNOVER FALLACY:—We have listened time and again to this magic word, "turnover," and we have been told that it costs 7 per cent. to sell sugar and that any percentage above this mark will give a profit, because sugar occupies an inexpensive place in floor space and because its turnover is very rapid. We have tried to convert ourselves to this theory because of the reliability of the men who champion it, but our experience does not lead us to their conclusion. They claim that as it costs only 7 per cent. to merchandise sugar, 10 per cent on the selling cost should show a profit and not a loss, but we believe that the retailer loses money on every dollar's worth of sugar sold at a less per cent. of profit than his average cost of doing business.

Now, my analysis of sugar was based on what actually took place in a well regulated store. It pictured conditions attainable in any store by a wakeful manager. It covered not merely rent and turnover. It covered those factors fully, but it also provided for light and heat, packaging, time, taxes, sales, credit, delivery, depreciation and interest; and it covered those items exactly, not by guess or estimate.

The same kind of analysis goes into my studies on oranges, prunes, apples and every other thing I am called upon to dissect. We are not done yet—not by any means. The circle is a wide one. But we are working constantly and I hope before so very long to have something on which the average grocer can put his finger and feel that he has the facts beneath his cuticle.

One thing, however, has been demonstrated far beyond the realm of anybody's "belief." That is, that no average of expense be taken as touch specific items. Two thousand men may average 5 ft. 8 in. tall and 159 pounds in weight, but when you come to deal with individuals, you find one who is 4 ft. 9 in. tall and weighs 98 pounds, and another who is 6 ft. 3 in. tall and weighs 264 pounds. Would you expect to fit each with the same size of clothing? No: yet the average would not be impaired by the variations.

We shall have advanced much when we have reached the point where this modification of the universality of the application of an average expense is clearly understood. We shall also be far ahead of our present status when we use "turnover" correctly, when we avoid such confusing terms as "selling cost"—what does that mean, anyway?—and cease to confound margin with profit.

But so long as men are thinking, we are getting somewhere, and any who question the reliability of any figures promulgated should take the course open to all of us. Analyse a bit themselves. I do not mean that they should accept the loose statement of the average storekeeper that it costs "about" so much, that a bag of sugar weighs out "just about" so many pounds and other similar things. Nobody has a patent on investigations of facts, and facts are everywhere. But we will make little progress so long as belief and facts are mixed indiscriminately and prejudice is accepted where only logical conclusions, based on facts, belong.

SELLS 250 LBS. OF CHOCOLATES

(Continued from page 19)

side of the store to the display and shelving of goods when you might be using a very busy counter in the same spot?" is asked.

"Why, that side of the store beats two counters," Mr. Scandrett declares in a most satisfied way. "We wouldn't be without it for anything. The goods there just sell themselves and the people are delighted with it because they are doing their own purchasing and choosing and we find that they don't abuse the privilege."

The arrangement of the goods and the window preparations are in the capable hands of Spence Wilson, who brings a real love of his work to the task. Recently Mr. Wilson staged a successful window of chocolate bonbons of a well-known brand. The ground was of bright red and the five-pound boxes, some of which were opened, were pyramided in neat and artistic style, with a gay touch of roses and ferns, since bonbons and flowers have been associated together in so many important ways since ever love began.

250 lbs. of Chocolates in Two Days

These bonbons were specially priced and to prove that one does not always enter the grocery store with grim needs in mind, the public "took right to" this chocolate offer and the sales were two hundred and fifty pounds in two days.

"Our customers were delighted with the bonbons," Mr. Wilson says, "and we have had many coming back for a second order."

From this we gather that the whole world is not counting calories.

The Yuletide Season Approaches Apace

About the last minute of the last day before the great festival of the year breaks, you will be suddenly reminded that "Friend so and so" has been forgotten in the mad rush to complete that eleventh hour "shopping spree" — that next year you really must start earlier.

Let us prevent this. Avoid such a situation by a visit to our store. There are just a few days left. Come in to-morrow and see the fine array of specialties that we have—just the things that make the gifts that please. Here are a few suggestions:

GIFT BASKETS OF DAINTIES

These attractively arranged baskets, heaped high with luscious fruits, Malaga grapes, oranges, grapefruit, some choice table raisins, a box of candy—real confections of quality, and all arranged to suit the most fastidious taste, as well as the individual pocketbook.

"SMOKES FOR THE MEN"

Our display of high-grade cigars and cigarettes, for the Christmas trade was never better and we suggest you look them over. Your gentlemen friends will appreciate nothing finer than a box of choice Havanas, or one of our fancy boxes of cigarettes in 50s' and 100s' We have them at all prices.

"SAY IT WITH CANDY"

Our showing of high-grade chocolates in fancy holiday boxes presents an assortment that makes the solution of the gift problem an easy one. With every box goes our guarantee of quality. We have specially selected them for Christmas and their freshness and wholesomeness is assured.

"High-Class Groceries and Specialties—Our Motto"

Phone M2424

Jones & Company

An Advertisement Suggesting Christmas Gifts

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI DECEMBER 8, 1922 No. 49

Sales Tax at the Source

AS REPORTED on another page of this issue a conference of committees representing manufacturers, wholesalers and retailers, met in Toronto this week for the purpose of discussing problems of taxation, with a view to arriving at some definite policy that would be acceptable to all. It would appear from the discussions that took place that a sales tax collected at the source is generally favored. An increase of half of one per cent. is suggested as a substitute for the receipt tax that it is proposed to bring into effect on the first of January next. It is argued that the said receipt tax will involve a heavy expenditure by way of collection, and the desired revenue can be better obtained by increasing the present sales tax from 4½ per cent. to 5 per cent. Another suggestion brought forth at this conference bears on the stamp tax as applying to cheques. Making the tax two cents on all amounts up to one hundred dollars, and four cents on amounts over that figure are suggested amendments.

From the standpoint of the retail merchant, he would welcome any change in the sales tax law, whereby the tax will be collected at the source. He has advocated this method for some time past. Placing the tax on the wholesalers' invoices has put the onus of collection on the retailer, and he maintains in a number of instances that he has not been able to charge it to his customers, and has had to pay it out of his own pocket. The elimination of the receipt tax would also meet with the approval of the retailer, as the collection of the same is bound to be cumbersome, adding another unnecessary duty on the already overburdened merchant.

Importance of Rapid Turnover

THERE is a subtle news interest in the report recently made by the Harvard University Bureau of Business Research that department store profits are too small. That the average net profit realized in the department store trade in 1921 was small, and that a readjustment of operating expenses is necessary to restore net profit to normal, according to a survey of the cost of doing business in department stores, is the summary of the report. A rapid rate of stock-turn is fully as important in department stores as in other types of business, it was found.

The bureau's summaries are based on reports from 301 firms in all parts of the country, with an aggregate volume of sales of nearly half a million dollars. The common figure for net profit among these firms during 1921, a year of business depression, was nine-tenths of 1 per cent.

The importance of a rapid rate of stock-turn was said to have been shown by the fact that those stores which in 1921 turned their stock less than 2.5 times had a common total expense figure of 28.5 per cent. of net sales, and an average net loss of 0.8 per cent., while those that turned their stock 3.5 times and over had a total expense of 27.1 per cent. and a net profit of 2.3 per cent. It is interesting to look over these figures in view of the fact that there is so much heard about department store methods and competition.

Undermining Business Progress

FIGURES which Canadian Grocer has secured in connection with governmental revenue for the seven months of the fiscal year compared with figures for the fiscal year ending March of this year reveal some very interesting facts. On the basis of revenue for the seven months, the total revenue for this year is estimated at four hundred million dollars, being an increase of eighteen million dollars over last fiscal year.

Of that total sixty-eight millions are from customs, fourteen million from post office, fifty-seven million from sales and stamp tax (an increase of sixteen million), eight and three-quarter million from business profits (a decrease of two million); fifty-one million from income tax (a decrease of thirteen million) and a decrease of five million in other sources of revenue.

It is quite evident from the foregoing that profits from business enterprise have been smaller in volume than last year. This is confirmation of the common opinion as to the trend of business at that time. It is also borne out to some extent by the decrease of thirteen million dollars revenue from income tax.

It must be kept in mind that the sales and stamp taxes, which show big increase, have only been operative since the budget was delivered in May. Most recent monthly returns show that these taxes are showing even greater proportional returns and bid fair to be productive of a very much larger revenue in future.

When the sales tax and stamp tax as now operative are showing such splendid returns and will continue to increase in volume as business expands, would it not be much better to let them carry the load, even if some small increase is necessary, than to apply an entirely new form of taxation which will involve much misunderstanding, handicap to business at a most vital point, and probably require a great deal of expensive administration in the form of checking and inspection?

Editorials in Brief

The frequent use of printers' ink will go a long way towards putting a final touch to that increased turnover so much desired, and especially during the next three weeks.

It is true that many people desire to buy goods at as low a price as possible. But after all, behind the desire to buy, lies the fact that it is the quality of the goods which clinches the sale.

The majority of merchants pride themselves on selling quality merchandise. That being the case, then why not tell the buyers about it, instead of saying so much about specials, low prices and cheapness?

Selling quality merchandise generally means more profit and a larger amount of money which the merchant can put into his "jeans" at the end of the year. On the other hand, selling cheap, low-price goods may mean the store jammed with people, but at the same time the merchant is taking a big chance of ruining himself.

Credit Rating Bureau of Erie, Pa.

Just as Manufacturers and Wholesalers Use Their Duns and Bradstreets, so the Merchants of Erie Obtain a Rating on Every Purchaser in Their Town—Newcomers Must First Have Credentials—Losses Are Nil to the Merchants

By E. DE WITT HUTT

MR. MERCHANT, if you want to buy a hundred dollars' worth of merchandise from any reputable wholesaler in this country, the first thing he does is to look up Duns or Bradstreets. He wants your rating; he wants to find out your financial standing to see if it is a safe proposition to sell merchandise to you, knowing he will get his pay for it.

Yet, when customers come to you to buy on credit what do you know of their rating, of their ability to pay? Do you know anything, or do you take any definite steps to find out about them?

Credit Rating Bureau

Erie, Pa., is a town of about 100,000 of a population. The merchants of Erie think it is good business to find out the ratings of the buying population of their town. They all do a large credit business and because they do this kind of a business they have organized a bureau. It is called the Retail Merchants' Credit Rating Bureau and, at present, there are about 100,000 ratings listed with the managers of the bureau. There are no customers in Erie who have not a rating of some kind with the manager of the bureau, and these ratings are changed from time to time as the circumstances of the customer may change. There are "C. O. D." customers, "slow rating" customers and there are "good" customers. Everybody is classified as soon as he or she becomes a potential customer in Erie.

First Steps

As soon as a newcomer enters a store in Erie and seeks credit, the machinery of the bureau is set in motion. The dealer into whose store the newcomer comes telephones the manager of the bureau and asks the rating of Mr. A. The cards are all conveniently arranged and may be looked up in a minute. The manager discovers that Mr. A. has not been entered in the files of the bureau at all. For the time being, therefore, Mr. A. must be rated as a C. O. D. customer and no merchandise is sold to him except he pays cash for it. But being a new man, the manager immediately begins to collect data with regard to Mr. A. which will enable them to give him a rating with all the merchants of Erie. He finds out where the newcomer is employed. He gets in touch with his employer and finds out from him what he can with regard to general character, where he was formerly employed and whether he regards the new man as a reliable citizen. The manager then writes away to his former place of employment and gets a line on any information available with regard to his standing in the community so far as the payment of his bills is concerned. With this information in his possession, he then gives the man a rating and this rating is for the information of all the merchants in Erie. Knowing that the system is in operation in Erie many of the newcomers bring credentials with them so that their credit may be immediately established.

Slow Rating

The slow rating customers are the ones that are watched carefully by the bureau and the merchants. There are circumstances which may change a man from a good account to that of slow rating. The files of the bureau may show Mr. B. as a good account. Mr. B. decides to build a house, or to buy an automobile or a piano or some other commodity which runs into a good deal of money. Merchants who have Mr. B. on their books begin to notice that he is not meeting his payments as per agreement, that is, he is either slow in meeting the amounts or he is cutting down on the amount which he agreed to pay. The matter is looked into and the cause of the change is discovered. From that moment, this man is rated as "slow rating" and the same freedom in granting him unlimited credit is partially withdrawn. It is more than likely that the merchant will say to Mr. B., after taking all the circumstances into account, "If you will agree to pay me a certain amount the first of each month, you can have further credit; if not you will have to pay cash for anything more that you buy."

In conversation with F. S. Bond, one of the leading merchants in Erie, he stated that the bureau was a splendid thing for the merchants. "It is the best credit bureau in the United States," said Mr. Bond to the writer. "Our losses in credit charges are absolutely nil. The idea back of this bureau is that if a customer is good to pay and it is profitable for us to open an account for him we certainly want to do it. If we adhered strictly to the rules and regulations governing the bureau we would never lose a cent and any losses that are sustained by merchants are due to the elasticity granted by the individual merchants rather than to any faultiness in the system. 'Dead beats,' for instance, we have no loss whatever from these. We are listed with every merchant and we place the collection of many of the accounts in the hands of the manager of the bureau and he makes more than his salary on the percentage we give him for such collections."

The merchants of Erie work together for mutual benefit in a very cordial manner. One thing they did recently indicates this, a thing that would usually be done by a Board of Trade or Commerce. A very large building in Erie, capable of employing 8,000 men, has been closed and held by the government since the end of the war. During the war it was used for government purposes and with the signing of the armistice, there was no further use for it. Offers have been made to the government for it but no action was taken. In the meantime a valuable property capable of employing many men was idle. The merchants organized a deputation, went to the government about it and secured the release of the building. It will mean employment to a number of idle men in Erie.

More Figs Are Now Coming to Canada

Montreal, Dec. 5. (Special).—Contrary to expectations, more figs are coming from Smyrna. At first it was reported that only fifteen per cent. of the crop could be saved but a few weeks ago Canadian Grocer published a statement that about thirty-five per cent. of the crop would be salvaged. Even local importers were surprised when they learned that a bigger supply of figs was available. When the disaster took place fig prices immediately went up on account of the shortage but since then an easier feeling has been noted.

Last week 17,000 lbs. of figs arrived in New York and are now being distributed. This shipment consists of both layer and pulled figs and the quality is reported to be good. After the settlement of affairs in the East the packers quickly went to work to salvage as much of the crop as possible. Some of it was over ripe but altogether thirty-five or forty per cent. of the total crop has been made ready for the market. For some time shipments were delayed on account of the financial condition of the country but the banks have now taken over the crop and they are supervising the marketing. Lower prices on figs may be expected as a result.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

J. McGrath and Son, Edward Street, near the corner of Exmouth Street, St. John, N. B., have removed farther up the street to a new store that is at least thrice as large as their former store. Previous to coming to Prince Edward Street, this firm conducted a grocery and meat store on City Road in St. John.

Edward Walsh, who for many years has maintained a grocery store at Prince Edward and Clarence Streets, St. John, N. B., has discontinued his retail business, and will henceforth confine his attention to his wholesale and commission grocery business on the same site, but in the rear of the store. The store has been converted into a meat market in which groceries will also be sold. Mr. Walsh's son, C. Walsh, and the latter's uncle, Jas. McDonald, will conduct the new store.

Quebec

John R. Cressy of the John R. Cressy Co. Ltd., Toronto, was in Montreal last week on a business trip.

Henri Jonas, president of the Henri Jonas Co., Montreal, has returned after a short holiday at Mount Clemens, Michigan.

W. J. Lafave & Sons have secured the Canadian agency for Austin, Nichols & Co., of New York, manufacturing wholesale grocers.

The Country Co-Operative Grocery Co. have opened their new store this week at 66 Westminster Ave., Montreal West, under the cash and carry plan.

J. H. Williams has moved his business to his new grocery store at the corner of Milner and Westminster Aves., Montreal West. This store has been designed by Mr. Williams himself and comprises a number of new features for system in the grocery business. The store has three large display windows, an oak beamed ceiling and is lighted by the indirect lighting system.

Ontario

A. W. Green has opened a new grocery store in Kingsville.

A Business Men's Association has been organized in the village of Erin.

The grocers of the Border Cities are planning an organization in the general interests of the trade. A committee is now working on the same.

E. H. Smith, Cedar Springs, has sold to Roy Clouse.

Mr. H. C. Coulter has re-opened in the grocery business at 909 Princess Street, Kingston.

The grocery store of J. C. McCrady, Lyn, was recently entered and a quantity of groceries stolen.

A grocer in Western Ontario was recently fined fifty dollars and costs for selling lemon extract contrary to the regulations.

W. J. Evans, St. Marys, has disposed of his grocery business to A. J. Irvine. Mr. Irvine was postmaster at Melfort, Sask., for a number of years before coming to St. Marys.

New Manager for Toronto of the E. B. Eddy Co.

Arthur H. Pafford, formerly a member of Armstrong and Pafford, wholesale grocers, Toronto, has been appointed manager for Toronto of the E. B. Eddy Company, Hull, Que. Mr. Pafford succeeds Ben Logie, and assumes his new duties on the first of January.

New Goods

A New Can Syrup

The Westburn Sugar Refineries of Greenock, Scotland, have recently placed their can syrup on the Canadian market. S. H. Ewing and Sons, Montreal,



have been given the selling rights for Canada. The syrup is a light amber in color. It is packed in sealed one and two pound tins, one hundred and twelve pounds to the case. An illustration of the tins appears herewith.

Want Equalized Rates the Basis of Sugar Selling

Montreal, Dec. 1. (Special).—A conference of representatives from the Canadian Wholesale Grocers' Association, with representatives from Canadian sugar refiners, was held here this week. Those present from the Wholesale Grocers' Association were: Armund Chaput, L. Chaput Fils & Cie; J. Ethier, Laporte Martin Limitee; Zeph Hebert, Hudon Hebert & Cie; S. J. Carter, S. J. Carter & Co.; C. Gendreau, Hudon & Orsali Limitee, (all of Montreal); E. Lafrance, Lafrance & Sylvestre, St. Hyacinthe, Que.; F. T. Smye, Balfour Smye & Co.; S. W. Somerville, Bristol Somerville & Co.; G. R. Lloyd, Macpherson-Glassco & Co., (Hamilton); A. B. MacLean, A. B. MacLean Sons & Co., Welland; W. J. Smith, T. B. Escott & Co. Ltd., London; Alvar Simpson, The Simpson Co., Guelph; A. G. Olive, Geo. Foster & Sons, Brantford; H. T. Bate, H. N. Bate & Sons; A. Allard, Provost & Allard; A. J. Major, S. J. Major Ltd., (Ottawa); J. C. Markle, T. Kenny & Co. Ltd., Sarnia; Arch. Foster, National Grocers Ltd, North Bay; W. P. Eby, Eby-Blain Ltd.; T. H. Kinnear, Thos. Kinnear & Co.; Ross F. H. Humphrey, F. W. Humphrey Co. Ltd.; J. H. Lumbers, Jas. Lumbers Co. Ltd., (Toronto); H. C. Beatty, secretary Montreal Wholesale Grocers' Guild, and A. C. Pyke, secretary Wholesale Grocers' Association of Ontario, Toronto.

The refiners were represented by H. R. Drummond, president, and H. Thompson, secretary, of the Canadian Refineries; C. H. McLean, of the St. Lawrence Sugar Refineries; E. R. Turnbull and H. W. Fairlamb, of the Acadia Refineries, and L. J. Seidensticker, of the Atlantic Refineries.

The wholesale grocers are desirous that all sugars should be sold on the equalized rate basis, that is, at the Montreal price plus the freight to points outside of Montreal. This would permit quotations on the same basis everywhere.

The outcome of the conference was a promise on the part of the refiners to meet later and consider the proposal made by the wholesalers.

W. L. Wanamaker, Cordova Mines, has purchased a general store at Oshawa, and recently commenced business there.

Letters to the Editor

The Weight of Cheese

Editor Canadian Grocer:

The jobbers are insisting on selling cheese at factory-stamped weights. They take the advance in price when market advances, hold cheese for several months and ask the retailer to assume the shrinkage. The Department of Agriculture at Ottawa says they must give 16 ounces to the pound or plainly the retailer is entitled to get full weight. I do not think jobbers buy cheese at box-marked weight. There is as much as two to five pounds shrinkage in a 90-pound box. What I want to know is why the retailer should be loaded with this, or can it be legally done, any more than you can sell 1,800 pounds to a ton of coal?

—J. R. Kelly, Moose Jaw, Sask.

Editor's Note:—In buying cheese in quantities, the most satisfactory method is to buy it with the official weigher's certificate attached. This official weigher is appointed by the federal government upon recommendation of the board of trade in the city in which he resides. We understand, however, there are only two such officials in the Dominion, one in Montreal and one in Toronto. In Montreal it is the custom to weigh every box of cheese entering that city. But in Toronto this is not the custom and cheese is only weighed by the official at the request of the buyer or seller.

Cheese will shrink in transit and the longer it is kept naturally the greater the shrinkage. And it would therefore appear that the only way to buy cheese is to insist that it be reweighed. Of course, a claim could be made for shortage, but such disputes rarely terminate satisfactorily.

Making some enquiry among the wholesale trade in Toronto, the writer was informed in every instance that cheese was reweighed before being shipped to customers.

The reweighing of cheese has been the subject of much controversy for several years. The dealer does not wish to assume any loss through shrinkage if he can possibly avoid it, but the retailer is certainly justified in expecting at least the weight which he pays for. The retailer has the remedy in his own hands by insisting the cheese be reweighed when making the purchase and in the event of this not being done, to refuse payment.

* * *

Mailing Weekly Circular

Editor Canadian Grocer:

I think a small circular mailed weekly to a selected list of about 100, giving brief store news, perhaps on a post card, would be effective advertising. My range is too narrow for the daily press and hand bills left at the doors do not get enough attention. What do you think? Can you inform me where a small printing outfit suitable for such a purpose can be obtained? If the price is too high perhaps it would be better economy to deal with a printer.

—Old Subscriber.

Editor's Note.—In replying to your letter of the 12th. There is no doubt a weekly circular mailed to customers and prospective customers is a good idea, especially in a location where there is no local newspaper.

Post cards are alright but would hardly bring the result of a good letter. In writing such a letter it is a good plan to start it by mentioning something interesting about a new article or a seasonable line. Then follow up with some of the specials you are offering.

A small printing outfit is hardly advisable; it is rather expensive and you would also need to know something about printing. A duplicator might answer the purpose; it would cost about $50. But the better way would be to make arrangements with a local printer. By using a stated number each week you might get a special price.

* * *

Marketing of Lemons

Editor Canadian Grocer:

The United States Tariff Commission wishes to secure information regarding the marketing of California and Italian lemons in Toronto and in other Canadian cities. We shall esteem it a great favor if you will be kind enough to co-operate with us in this matter by furnishing answers to the following inquiries:

(1) Are California lemons regularly or only occasionally sold in Toronto? In other Canadian cities?

(2) In what months do California lemons appear in largest quantities? Italian lemons?

(3) Do receipts of California lemons fluctuate with seasonal changes or do they merely appear when Italian fruit is temporarily absent from the Canadian market?

(4) What comparison can you make between the selling price of California lemons and Italian lemons? (a) Messinas? (b) Verdellis? How do you explain these differences?

(5) Are either the California or the Italian lemons sold at auction?

(6) Are Italian lemons ever brought to Toronto or other Canadian cities via New York?

(7) In your price quotations on lemons, which we have examined for a number of years, we note Verdellis are quoted in the summer and fall and Messinas in the winter and spring. Will you kindly explain this change?

(8) Are the prices which you have quoted brokers' wholesale prices or auction prices?

(9) What size or weight of box is used as a basis for your quotations on Italian lemons?

The Tariff Commission will greatly appreciate your aid in this matter and we hope that such of these inquiries as you are unable to answer you will submit to members of the trade and will transmit their answers to us. An addressed envelope requiring no postage is inclosed for your convenience in answering.

United States Tariff Commission,
Washington, D. C.
By John F. Bethune,
Secretary.

Answer:—

1. California lemons are sold in Toronto and other Canadian cities the year round.

2. June, July and August are the months when lemons are the most plentiful. This applies to both California and Italian.

3. The season of the year naturally has something to do with the receipts of California lemons. For instance, in the summer months the consumption is greater, consequently receipts are larger than during other months of the year. The size of the crop is also considered a factor. When the crop is large, California lemons are more plentiful on this market, but a light crop generally means a scarcity.

4. California lemons usually sell at a higher price than either Messinas or Verdellis. The difference in price is from 50c to $1 a case depending somewhat upon the keenness of competition. One of the reasons why California lemons command a higher price is due to the attractiveness of the fruit. We understand there are times when the price to the jobber on both California and Italian lemons is the same, and the jobber will ask the retailer a higher price for the California product simply because he can get a higher price on account of the California lemon having a better appearance.

5. There are no auctions in Canada. A few years ago a regular weekly auction was held in Montreal, but for some reason it has been discontinued.

6. Seventy-five per cent. of the Italian lemons consumed in Canada come through the Port of New York.

7. Verdillis lemons are summer-cut lemons and only appear during the summer months. And while all Italian lemons are Messinas, the trade usually classify them in this manner.

8. The prices we quote are wholesale prices to the retail trade.

9. Quotations on Italian lemons are always based on a box weighing approximately 70 pounds.

(Continued on next page)

Western Canada News

The grocery store of Sam Stacey, Government avenue, East Kildonan, Winnipeg, was entered early one morning recently, and merchandise to the value of $56 was stolen.

Donald H. Bain Company, wholesale commission merchants and brokers, Winnipeg, have opened a permanent office at 19 Murray Block, Fort William, under the management of W. J. Hogan.

YOUTHS WHO ROB GROCERY STORE GET TEN YEARS

Fort William, Ont., Dec. 5.— Stewart McCurley and Geo. Adams, involved in the Sutherland grocery store robbery, were sentenced to ten-year terms with hard labor in the Manitoba penitentiary.

McCurley stated they found the revolver used in the hold-up a month ago in Winnipeg. Since that time they had read of bank robberies, and had talked of trying to get some money that way. The robbery of the grocery store was to be a preliminary test of nerve. They had intended to do the robbery on the occasion that they visited the store and purchased the candy.

Burglars Make Big Haul From General Store at Aylesbury

Saskatoon, Dec. 4.—Six hundred dollars in cash and checks, with a quantity of shoes, coats and other merchandise, the value of which was not learned, were stolen from the store of Ingwald Arme, general merchant, of Aylesbury, Sask., recently. Previous to the burglary, the office of the Canadian Elevator there was entered and tools stolen with which the inner door of the safe was forced open. The outer door of the safe, in which the money was kept, was apparently opened on the combination.

The loss was discovered when the store was opened for business on the following morning, and the Craik detachment of provincial police was at once called. Fingerprint experts from Regina were sent to Aylesbury and an exhaustive investigation is being made by the police.

Business Changes

A. McClellan has commenced business with a new store and stock at 651 St. Clair Avenue, Toronto.

N. W. Pike has started in business at 311 Roncesvalles Avenue, Toronto.

I. Jackson has opened for business at 1784 Queen St. W., Toronto.

WHAT MERCHANTS ARE SAYING

(Continued from page 16)

PURE STRAWBERRY AND RASPBERRY JAM.—New season's jam—the popular varieties in four-pound tins. A splendid spread for the children's bread. —Bradley & Sons, Niagara Falls, Ont.

THE DELICIOUS AROMA of our coffee serves as a true indication of its goodness. Its flavor and body are unsurpassed because of the scientific manner in which the beans are blended and roasted.—John's, Peterboro', Ont.

TEA-MAKING EASY.—A few hints for the proper making of a good cup of tea. Never use water that has been boiled before, the softer the water the better. Have your tea in a well-warmed pot or steeper and when your tea kettle comes to a boil pour on your tea, first pouring out a small quantity from your kettle spout. For a green tea use the weight of a five-cent piece for each cup of tea required; for black tea, use the weight of a ten-cent piece for each cup required. After your tea has drawn for five minutes in this way, pour off your liquor in another warm teapot. This will keep the tannin out of the tea you drink, or in other words the poison. Never put your tea when brewing on a hot stove, but on the table.—E. B. Smith, Smithville, Ont.

CURRANTS are very scarce on account of the disturbance in the East, but we were successful in getting some of our order. A. Many, Welland, Ont.

TEAS ARE ADVANCING. — Last week we gave you instructions how to make tea scientifically. This week we wish to give some advice about buying. By the first of 1923 teas will be at least ten cents a pound higher than they are today. Those who are in a position should lay in a few pounds at present prices. A word to the wise is sufficient. —E. B. Smith, Smithville, Ont.

LETTERS TO THE EDITOR

(Continued from page 27)

RECORDING OF EXTRACTS

Editor Canadian Grocer:

In a recent article on the recording of extracts, it stated that all flavoring extracts must be recorded. We understand that, according to the Act, extracts containing less than 2½ per cent. of alcohol are not required to be recorded as there are any number of artificial extracts containing less than that amount.

—Subscriber.

Editor's Note:—There is nothing in the Act which provides that extracts containing less than 2½ per cent. alcohol be recorded. But, on the other hand, it would appear that the merchant, to protect himself, should record every sale of extract unless the label on the bottle plainly states that the contents contain less than 2½ per cent. alcohol.

Did You Ever Stop to Think---

THAT many manufacturers, jobbers, retailers and other shippers should pay more attention to the marking of package freight.
THAT in many instances second-hand containers are purchased and used.
THAT many shippers fail to remove consignment marks on the containers they receive and re-use them.
THAT it is just as much to the shippers' interest as it is to the railroads to have shipments properly marked.
THAT double marking causes much confusion.
THAT it often causes packages to be held over for re-marking.
THAT often packages must be returned.
THAT the failure to obliterate old marks often results in the loss of an entire package.
THAT it delays effective delivery at destination.
THAT these delays often cause the loss of a customer.
THAT service as well as the goods is what is wanted.
THAT it is a good idea to scratch or paint out all original shipping marks on a container when received, so when the container is used again, all that is necessary is a new tag or stencil mark.
THAT service, price and quality is what sells merchandise.
THAT service is too often forgotten in connection with the selling of merchandise.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE sugar market holds very firm with stocks in Cuba reduced to 80,000 tons, a reduction of 28,661 tons from the previous week and as compared with 997,459 tons at the same time last year. The total meltings of raws in the United States by refiners from January 1 up to December 1, was 3,479,000 tons, an increase of 1,095,000 tons over the same period last year. Out of the former amount 808,000 tons were exported as against 373,000 tons for the same period in 1921. From this it would appear that the position in sugar is fundamentally very strong. Stocks in all Atlantic ports being only 165,000 tons, barely a week's supply at present basis of meltings. Recent sales for prompt shipment of Cubas were made on a basis of 4c c. & f. New York, which figures 5.78c duty paid and is the highest point reached this year. The grinding of the new crop Cubas has commenced and sales have been made for January shipment at 3¾c and for February at 3⅝c. c. & f. There has been a general advance in quotations on U.S. refined to $7.25 with the exception of Arbuckle, who are quoting $7.10 and the Federal who quote $7.15.

In Canadian refined sugar there is no change of note. Quotations remain on the basis of $8 Montreal, for standard granulated but it is understood that there is very little passing from first hands.

Teas continue to indicate an upward movement in both primary markets and on spot. Supplies in producing centers are rapidly cleaning up and stocks are strongly held. Coffees are also firm at primary points but the spot situation shows little indication for an immediate change. Canned vegetables and fruits hold steady with good supplies and a fairly active movement, while Norwegian Bristling sardines are in scant supply due to the poor catch this year. Shelled walnuts show some weakness for futures, but spot stocks are generally held steady. Spot currants have been pretty well cleaned up and prices are firm, but on January shipments an easier tone is evident. Bulk cereals are steady to firm while there is a possibility for some advances in case goods. Rices are quiet but tapioca and sago are in a firm position.

QUEBEC MARKETS

MONTREAL, Dec. 6.—There is very little actual change in the grocery market. The demand for staple lines has fallen off since the retail trade is turning its attention to specialty lines for Christmas in which a good business is being done. The grocery business in general is in an improved condition, having established a firmer basis of trading on most lines. Sugar is firm and will likely remain so until after the new year. Buying of sugar is limited to actual requirements and the trade is looking for an easier market when the new raws reach the refineries. There is a good demand for molasses and corn syrups and prices are firm. Strength is still the feature in teas, and a number of package teas have been sharply advanced. There is no change in coffee. The walnut market is easier for futures but for delivery for the Christmas trade prices are firm. Lower prices are expected on figs, currants and evaporated apples. A big and unexpected supply of figs has arrived in New York from Smyrna. The cereal market is firm and a little quiet until after the new year. Package lines are unchanged. Vegetables are in good demand with a firmer market on account of the more severe weather. Oranges will be easy in price for Christmas with a good supply of the different varieties.

CANNED GOODS STEADY

Montreal.

CANNED GOODS.—There is no feature of note in canned goods. The demand is steady and prices are firm. The condition of the whole market is more healthy than it was last year and stocks are moving freely. With the lower prices on canned fruits the retailers are taking more interest in the line and featuring it. Supplies of lobster are getting cleaned up and a strong market may be expected until April when the new pack will be ready.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Beets, 2s whole	....	2 40
Beets 2s sliced	....	2 40
Cabbage, Simcoe, 2½s	180	....
Corn, 2s	1 20	1 40
Corn, extra quality	....	1 40
Corn (on cob) 2½	2 40	2 75
Carrots (sliced), 2s	1 45	1 75
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	3 15	3 50
Do., (wine gals.)	3 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s standard	0 95	1 00
Do., 2s	....	1 05
Do., 2½s	1 42½	1 45
Do., gallons, standard	....	5 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 50
Canned chicken haddies, 48, lb.	....	9 00

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 50	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 50	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	13 50
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz.	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
Pineapple—		
Extra fancy sliced 2½s	....	5 25
Extra fancy sliced, 2s	....	4 15
Extra grated, 2s	....	3 40
Extra sliced 30 oz. glass	....	9 00
PEARS—		
Extra fancy 2½s	....	5 25
Extra 2s	....	4 00
Standard 2½s	....	4 85
PEACHES—		
2½s, yellow cling	....	4 50
2½s, yellow	....	4 25
Extra yellow 2s	....	3 25
Cling sliced 2s	....	3 50
Standard 2½s	....	3 75
Standard Yellow Cling, sliced	....	4 00
Strawberries, 2's	....	3 30
Greengage Plums, heavy syrup	2 20	2 90
Lombard plums, heavy syrup, 2-lb.	....	2 40

CEREAL MARKET STEADY

Montreal.

CEREALS.—There are no new developments in the cereal market. Rolled oats are steady with the probability of more strength as soon as navigation closes, which is expected within the next week or ten days. In the meantime the market is unchanged with a little falling off in the demand since the retail trade is fairly well stocked until the new year.

CEREALS—

Rolled oats, bag	3 10	3 25
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

BETTER SUPPLIES OF FIGS

Montreal.

DRIED FRUITS.—The feature of the dried fruit market is the easier feeling in currants, figs and evaporated apples. A good portion of the fig crop from the district around Smyrna has been salvaged and is now being marketed. This will ease up prices in this line early in the new year. The primary markets on currants show a reduction but local dealers do not expect that a change will be made until January.

DRIED FRUITS—

Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 15
Do., 50 lbs.	....	0 14
Peaches (fancy)	....	0 28
Do., (choice)	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed	....	0 31
Lemon	....	0 25
Orange	....	0 25
Citron	....	0 55
Raisins		
Valencias	....	0 16
Muscatels, 2 Crown, spot	....	0 14
Do., 3 Crown, spot	....	0 15
Do., 4 Crown, spot	....	0 16
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. seedless, cartons, 12 doz.	....	0 12
Do., 16 oz.	....	0 16
Cluster, 20 1-lb. pack	4 00	....
New Spanish table raisins—		
3 Crown, 22 lb. box	....	4 50
4 Crown, 22 lb. box	....	6 00
5 Crown, 22 lb. box	....	6 50
6 Crown	....	7 30
Packages, 3 Crown 20/1s	....	5 25
4 Crown, 20/1s	....	6 25
5 Crown, 20/1s	....	6 75
Currants, loose	....	0 13
Dates, Excelsior, (36 10s) pkg.	....	4 10
Dromedary, (3-10 oz.)	3 60	6 75
Loose	0 10	0 12
Figs, 4 Crown	....	0 21
5 crown	....	0 22
6 crown	....	0 23
7 crown	....	0 25
Mats, Portuguese	....	0 03
Smyrna cooking, bags	....	0 13
Prunes (25-lb. boxes)—20-30s	....	0 20
40-50s	....	0 17
60-70s	....	0 14
70-80s	....	0 13
80-90s	....	0 12
90-100s	....	0 11

COTTON TWINE UNCHANGED

Montreal.

COTTON TWINE.—There is no change in the market for cotton twine. Prices are firm at the present basis.

COTTON TWINE—

4 ply balls	0 51
3 ply balls	0 48
3 ply cones	0 47
3 ply tubes	0 47
4 ply cones	0 50
4 ply red and white	0 58
Cotton rope 3-16	0 45
¼	0 44
5-16	0 44
⅜	0 44

COFFEE MARKET STEADY

Montreal.

COFFEE.—There is no change in the coffee market. Prices are steady and are expected to remain so. The demand is good and while primary markets show flurries of strength and some slight advances the business locally is done on a steady basis without any speculation.

COFFEE—

Java	0 45	0 48
Mexican	0 35	0 40
Maracaibo	0 32	0 36
Jamaican	0 29	0 35
Santos	0 30	0 33
Rio	0 22	0 24

GOOD DEMAND FOR SYRUPS

SYRUPS.—There is a good demand for syrups of all kinds with a firm and steady market. The Canada Starch Co. reports a ¼c. advance on Lassies in barrel and keg lots. The molasses market is firm with a strong backing on account of the sugar values.

MOLASSES—

Puncheons, Island of Montreal	0 70
Barrels	0 73
Half Barrels	0 75
Puncheons, outside of Montreal	0 67
Fancy molasses in tins—	
No. 2, 2-doz. per case	7 75
No. 3, 2-doz. per case	10 75
5-lb. tins, per doz.	8 95
10-lb. tins, per case	8 60
Case goods subject to 10 per cent. discount.	

CORN SYRUPS—

Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
5-lb. tins, per case, white	4 70
5 lb. tins, per case, dark	4 20

WALNUT FUTURE EASIER

NUTS.—Local nut dealers report an easier future for walnuts. This, however, will not affect the price for the Christmas supplies and a strong market is noted, particularly for Grenoble walnuts. The quality of the bulk of walnuts now on the market is not extra and some importers have been disappointed in the shipments. The demand for nuts is now at its height and a good business is reported.

NUTS—

Almonds, Tarragona, per lb.	0 12½	0 13
Valencia shelled almonds 3 crown	0 39	0 40
Soft shell	....	0 60
Pecans, new Jumbo, per lb.	....	0 50
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled	....	0 50
Pecans, new Jumbo, per lb.	....	0 50
Filberts (Sicily) per lb.	0 10½	0 11
Walnuts, Grenoble in shell	0 30	0 33
Walnuts, Marbot	0 16	0 18
Do., new Naples	....	0 23
Do., Bordeaux, shelled	0 52	0 60
Jumbo, roasted Specials		0 18
Extra		0 14
Do., Choice		0 13½
Do., shelled, No. 1 Virginia	....	0 11¼
Peanuts (salted)—		
Fancy wholes, per lb.		0 33
Fancy wholes, 10 lb. tins		2 10
Do., 10 lb. boxes		1 80
Do., 25 lb. boxes, per lb.		0 17

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

RICE MARKET STEADY

Montreal.

RICE.—There is no change in rice prices. The demand is fair for small lots to meet immediate requirements and there is no heavy buying or speculation.

RICE—

Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 06½
Do., (pearl)	....	0 90
Do., (flake)	0 08	0 08¼
Sago	0 08	0 08½

PACKAGE TEAS ADVANCED

Montreal.

TEAS.—There have been several advances in package teas. Blue Bird, King Cole and Red Rose. The advance on King Cole is 10c. and 9c. a lb. on Blue Bird. This comes as a result of the steady advance in tea values during the past months. Values are still high and strong and even with the new crop Indian teas on the market this month there is no indication of an easing off. The tea crop is short and a strong market is assured. Other tea packers will not make any statement about the future of their prices but they do claim that package tea prices are not in line with the real level of the tea market.

TEAS—

Pekoes	0 45	0 50
Broken Pekoes	0 48	0 60
Orange Pekoes	0 52	0 90
Broken Orange Pekoes	0 55	1 00
China—		
Common	0 24	0 35
Medium	0 40	0 50
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 90

SUGAR MARKET FIRM

Montreal.

SUGAR.—The refined sugar market is firm at the basis of $8 with sales of raws in New York made at 4c. Local refiners and wholesalers express the opinion that the price will remain unchanged until the beginning of the new year when an easier market may be expected with the coming of the new crop raws to the refineries.

SUGAR—

Granulated, per cwt.	8 00
Do., barrels	8 05
Granulated, gunnies, 5-20	8 20
Do., cartons	8 40
Do., gunnies, 10-10	8 35
Do., cases, 50 2-lb. cartons	8 50

FLOUR MARKET FIRM

Montreal.

FLOUR.—Flour prices remain unchanged. The feeling is steady under a fair demand but on the whole the business is more quiet than it has been of late since most of the trade is supplied for the balance of the year.

FLOUR—

First patents, 98s	3 65	3 70
First patents, 7/14s, jute	....	0 63

SPICE MARKET UNCHANGED

Montreal.

SPICE.—There is nothing new in the spice market. Prices are steady locally with only a limited demand.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 26

Cassia compound	0 16	
Caraway seed, Dutch	0 23	0 25
Cocoanut, 20 lb. pails, per lb.		0 22½
Do., sweetened, lb., packages		0 34
Chicory, (Canadian) lb.		0 14
Cinnamon—		
Rolls		0 32
Pure, ground		0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves		0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)		0 27
Mace		0 55
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64 lb.		0 40
Do., 80 lb.		0 38
Do., 100 lb.		0 30
Do., ground, 5, 10, 25 lb.		0 35
Pepper, black	0 20	0 24
Cayenne pepper		0 38

PACKAGE CEREALS STEADY

Montreal.

PACKAGE GOODS.—Prices on package lines are steady with a fair amount of business in a wholesale way. In package cereals the demand has fallen off since most of the retailers have sufficient stocks on hand to carry them over till the new year. There is no sign of weakness in the market however.

Aluminum package, 20s	6 00
Rolled oats, large	4 80
Do., small	2 00
Oatmeal, fine cut, 20 pkgs	5 50
Puffed Rice	5 70
Puffed Wheat	4 40
Farina, case, 24s	2 55
Hominy, pearl or gran., 2 doz.	2 59
Scotch Health Bran (20 pkgs.) case	3 80
Pancake Flour, case	7 15
Pancake Flour, self-raising, do.	2 25
Wheat Food, 18-1½s	5 20
Porridge wheat, 36s, case	6 40
Do., 20s case	50
Self-raising flour, (3-lb. bags) doz.	2 05
Do., (6-lb. pkg.) doz.	4 00
Corn starch (prepared)	0 09½
Corn starch, 1 lb. pkgs.	0 08
Potato flour	0 12½
Flour, tapioca	0 15 0 16
Puffed rice pancake flour	2 90
Shredded Krumbles, 36s	4 35
Shredded wheat	4 45
Cooked Bran, 12s	2 25
Enamel Laundry Starch, 40 pkgs. case	3 00
Celluloid starch, 45 pkgs. case	3 90
Malt Breakfast Food, (36 pkgs.)	9 60
Macaroni	2 75
Spaghetti	2 75
Egg noodles, Quaker	2 25
Canadian Cheese loaf, lb.	0 33
Pimento loaf	0 35
Swiss chees loaf	0 44
Package dates, 48-10	3 60
Excelsior dates	4 10
Dromedary, small	3 60
Do., Large	6 75

ORANGES EASY FOR CHRISTMAS

Montreal.

FRUIT.—Despite the increased demand for oranges at Christmas time the prices quoted are unchanged and local importers state that the supply of Mexican and Porto Rico oranges available is responsible for keeping down the price of the California fruit. There is a good demand for all lines of fresh fruit and retail dealers are now stocking for the holiday demand. Lemons are slightly easier in price with a good supply on the market.

APPLES—		
Wealthys per barrel	5 00	6 00
Alexanders		9 00
McIntosh, No. 1	8 00	9 00
Boxed Jonathans		2 25
Pameuse	7 00	8 00
Lemons, 300s-600s, Messina		7 50
Malaga lemons, 420s		8 00
Limes, per 100		1 00
Grapes, Tokay, per case		4 50
Grapes, Emperor, per keg		6 50
Grapes, Canadian, per basket	0 40	0 45
Malaga grapes, per keg		7 10
Pears, Keiffer, bushel		2 25
Oranges, Florida	8 00	9 00
Oranges, California	9 00	10 00
Pears, per box		5 00
Porto Rico Oranges, per case		5 00
Oranges, Mexican	4 00	6 00
Bananas, per bunch	5 00	6 00

VEGETABLE MARKET STEADY

Montreal.

VEGETABLES.—There is little or no change of note in the vegetable market. The demand for hot house and imported vegetables is good and prices are unchanged except for fluctuations due to demand and supply. The colder weather will have a strengthening effect upon the vegetable market.

VEGETABLES—		
Grapefruit, Florida	5 00	6 00
Cabbages, per doz.	0 60	0 75
N. Y. State lettuce, 2 doz.	3 00	4 00
Iceberg lettuce	7 00	7 50
Celery, washed, doz.	2 00	2 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	3 50	4 00
New potatoes, local, per bag	0 90	1 00
Yellow onions, per bag		1 50
Onions, per crate, No. 2		1 90
Spinach, per bushel	3 50	4 50
Cucumbers, hot house, doz.		3 00
Tomatoes, Hot house No. 1 per lb.	0 30	0 40
No. 2 per lb.	0 25	0 30
New Turnips, per doz.	1 25	1 50
Green beans, 30 lb. hamper	7 50	8 50
Wax Beans, hamper	7 50	8 50
Sweet Potatoes, basket	1 75	2 00
Horseradish, barrel		20 00
Cranberries, barrel	16 00	18 00
Mushrooms, 3 lb. basket	3 00	3 50
Brussel Sprouts, per lb.	0 30	0 35
Green Peas, per hamper	12 00	15 00
Potatoes, per bag	1 00	1 25

ONTARIO MARKETS

TORONTO, Dec. 6.—Reflecting the strong situation in primary markets, the spot tea market continues in a strong condition with higher quotations on some grades to the retail trade. It is said that present wholesale prices on teas are still out of line with replacement costs and that further advances are likely. Bulk cereals continue firm and it has been intimated that a higher price will shortly be quoted on package rolled oats. Canned vegetables and fruits are moving in good volume with no particular feature in the market situation. Norwegian Bristling sardines are scarce while one brand of pork and beans is quoted at a lower price. Spot supplies of currants are rapidly cleaning up and quotations are firmly held although the turn of the year will likely bring easier prices. Shelled walnuts and almonds are quoted a shade lower while peanuts continue firm at the higher quotation. Honey is offered at a slightly lower price. Tapioca and sago are firm but rice is quiet. Sugar is unchanged but firm. Vegetables and fruits are plentiful. Holly has arrived on this market.

FIRM BEAN MARKET

Toronto.

BEANS.—Although quotations show no change this week as compared with last, the market still maintains a firm tone. The demand, too, is fairly active and consumption is heavier than it has been for some time. Wholesalers are quoting hand-picked Ontario beans at $3.65 per bushel and one pound pickers at $3.40 per bushel. California limas are quoted at 12½c. and Madagascar at 6¾c to 7½c. per lb.

BEANS—		
Canadian hand picked, per bus.		3 65
Do., 1 lb. pickers, bush.		3 40
Cal. Limas, per lb.		0 12½
Madagascar Limas, per lb.	0 06¾	0 07½

NO CHANGE IN CEREALS

Toronto.

CEREALS.—While there are no changes reported in quotations on cereals this week, the situation continues one of firmness. Rolled oats are still in short supply and some millers have withdrawn from the market, having none to offer. The reason for this is on account of the difficulties in transportation.

CEREALS—		
Barley, pot, 98s		3 50
Do., pearl		4 75
Cornmeal, golden, 98s	2 85	3 00
Oatmeal, 98s	3 75	4 00
Corn flour, 98s		3 00
Rye flour		3 25
Rolled oats, 90s		3 30
Rolled wheat, barrels		5 75
Do. kegs, 50 lbs.		3 30
Cracked wheat, bag		4 50
Breakfast food, 98s	4 25	4 50
Rice flour, 100 lbs.		10 00
Flaxseed, 98s		6 00
Peas, split, per bag		6 00
Graham flour, 98s		3 25
Whole Wheat Flour		3 35
Wheat Kernels		4 50
Marrowfat Blue Peas, per lb.	0 05¾	0 06½
Small Blue Peas, per lb.	0 06½	0 07

FIRM COFFEE MARKET

Toronto.

COFFEES.—There are no changes in the spot situation on coffees and quotations to the retail trade are unchanged. The situation, however, continues firm and although some advances have been registered in primary markets no immediate change is expected in wholesale quotations.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.		0 43
Gustemala, lb.	0 45	0 52
Mexican, lb.		0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.		0 35
Rio, lb.	0 23	0 25
Santos		0 35
Mocha, lb.	0 52	0 55

NORWEGIAN BRISTLING SARDINES SCARCE

Toronto.

CANNED GOODS.—There is a decided shortage on this market of Norwegian Bristling sardines. In the better known brands, some wholesalers have none to offer, while those who have any stock are limiting sales to small lots. The movement in canned vegetables continues good while sales of fruits indicate an improvement. Hawaiian sliced pineapple is in a strong position with indications for advances

in the future, according to reports from the coast. French canned mushrooms are offered at $33 per case for Hotel and $42 for Choice. California sliced peaches, 2½s are quoted at $4.45 to $4.60 per doz., and 1s, at $2.75. California apricots, 2½s are quoted at $4.75, 2s at $3.35 and 1s at $2.85 per doz. Libby's Sauer Kraut, 2½s, is quoted at $1.75 per doz. and Campbell's pork and beans is offered at a lower price of $1.55 per doz. for 2s.

CANNED GOODS—		
Shrimps	2 30	2 85
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	2 70	2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	1 45
Pinks, 1s	1 60	1 65
Pinks, ½s, doz.	....	0 95
Lobster, ½-lb. doz.	5 40	5 75
Do., ¼-lb. tins	3 00	3 10
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. tails, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	1 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, extra sifted, doz.		3 00
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.	....	1 42½
Beets, 2s. doz.	1 90	2 85
Beans, golden wax, doz.	....	1 92½
Do., Golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Do. large green	....	4 75
Canadian corn	1 25	1 45
Golden Bantam Corn, 2s Doz.	....	1 90
Tomatoes, 2½s, doz.	1 40	1 47½
Pumpkins, 2½s	....	1 45
Spinach, 2½s, doz.	....	2 90
Do., 2s	....	2 25
Pineapples, sliced, 2s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Do., Singapore, sliced 1½s,	....	2 40
Apples, gal. water pack, doz.	4 35	4 90
Do., gal. steam pack, doz.	....	6 40
Do., 2½s, doz.	....	1 65
Pears, 2s, doz.	....	2 90
Peaches 2s, doz. H. S.	....	2 25
Plums, Lombard, 2s, doz.	1 40	1 45
Do., ½s, doz.	....	0 95
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s each	0 80	0 91
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 83	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90

PACKAGE OATS LOOK HIGHER

Toronto.

PACKAGE GOODS.—There are no new features in package cereals this week but the situation continues firm, and it has been intimated that some changes in an upward direction will be made on quotations on rolled oats.

PACKAGE GOODS—		
Rolled Oats, 20s, round case	....	4 80
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 00
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 16s, reg., case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09½
Do., No. 2, lb. cartons	....	0 08
Laundry Starch	....	0 07½
Do., in 1-lb. cartons	....	0 08¼
Do., in 6-lb. wood boxes	....	0 11¾
Do., in 6-lb. tin cannisters	....	0 12
Potato flour, 1-lb.	....	0 12½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	2 30	2 70
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	2 70
F. S. Hominy, gran. case	....	3 00
Do., pearl, case	....	3 00
Scotch pearl barley case	....	2 70
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

SPOT CURRANTS CLEANING UP

Toronto.

DRIED FRUITS.—Peels are slightly firmer with some wholesalers quoting a shade higher on lemon and orange. Currants are rapidly cleaning up and in some quarters purchases of small lots have been made in New York as direct shipments are not expected to arrive here until after the first of the new year. At the present time the spot situation in currants is firm but futures are easier and when shipments arrive in January, lower prices are likely to prevail. Raisins and prunes are steady but dates are easy.

DRIED FRUITS—		
Citron caps, 12-lb. boxes, lb.	0 45	0 52
Lemon caps, 12-lb. boxes, lb.	0 26	0 28
Orange caps, 12-lb. boxes, lb.	0 27	0 28½
Mixed containing 4½ lb. lemon per lb.		0 84
Drained Peel, mixed, cut ready for use, in No. 1s cartons. 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	3 55
Currants—		
Greek Filliatras cases	....	0 19
Do., Patras	0 19½	0 20
Do.,	....	0 19
Dates—		
Excelsior, pkgs., 3 doz. in case	....	4 10
Dromedary, 3 doz. to case	....	6 96
Do., 4 doz. to case	....	3 75
Fard, per lb.	....	0 25
Hallowee dates, per lb.	....	0 08¾
Do., Sair	....	0 07½
Prunes—		
20-30s	....	0 34½
30-40s, 25s	....	0 20
40-50s, 25s	....	0 17½
50-60s, 25s	....	0 15½
60-70s, 25s	....	0 14½
Raisins—		
California Sultanas, lb.	....	0 13
Seeded, 15-oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.	....	0 14¼
Seedless, 15 oz. pkts.	....	0 14½
Do. 8 oz. pkt.	0 10	0 10½
Do., 11 oz.	....	0 11½
Thompson's seedless, 25s	....	0 14
Valencia, Spanish	....	0 18½
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Table Raisins—		
7 Crown, 20 1s, per box	....	7 65
4 Crown, box	....	5 75
5 Crown, box	....	6 15
3 Crown, 20 1s	....	4 95
Evaporated apples, standards	0 15	....
Do., Choice	0 17	0 18
Figs—		
Layer, 4 Crown, 10 lb. boxes	....	3 00
Layer, 5 Crown, 10 lb. boxes	....	3 75
Layer, 6 Crown, 6-lb. bxoes	....	4 25
Esmerelda figs, boxes, 22 lbs., per lb.		0 10½
Mat, per lb.		0 07½
Lepe, Fancy, 22 lb. box	....	0 09¾
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Peeled	....	0 21
Apricots—		
Standard	....	0 30
Choice, 25's	....	0 38½

SOME SHELLED NUTS EASIER

Toronto.

NUTS.—Shelled Bordeaux walnuts are quoted at a lower price of 51c. to 53c. per lb. while almonds are also quoted at a lower price of 36c. to 42c. per lb. Jordan almonds are also quoted a shade lower at 63c. per lb. in case lots and smaller quantities are quoted 5c. per lb. higher. Shelled peanuts are showing a scarcity and prices are somewhat higher. Shelled pecans are firmer at $1.10 per lb. Nuts in the shell are unchanged.

NUTS—		
Almonds, Tarragonas, lb.	0 19	0 20
Walnuts, Grenobles, lb.	0 26	0 28
Do., Marbot	0 21	0 26
Do., California	0 39	0 40
Filberts, lb.	0 14	0 15
Cocoanuts, Jamaica, sack	....	5 50
Do., unsweetened, strip. lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted, lb.	0 16½	0 18
Do., green	0 13½	0 14½
Brazil Nuts, large, lb.	0 14	0 14½
Pecans	....	0 30
Shelled—		
Almonds, lb.	0 36	0 42
Filberts, lb.	0 32	0 35
Walnuts, Bordeaux, lb.	0 51	0 55
Do., Manchurian, lb.	0 42	0 45
Jordan Almonds	0 63	0 68
Brazils, lb.	....	0 55
Peanuts, in bags, unroasted	0 14	0 15
Pecans, lb.	....	1 10

HONEY PRICES EASIER

Toronto.

HONEY.—Dealers are quoting a shade lower price on honey this week. The drop amounts to half cent per pound making the quotations now 12c. to 13½c. per lb., according to the size tin. The demand for honey has been good but there appears to be considerable supplies in producers' hands.

HONEY—		
5-pound tins, per lb.	.013	0 13½
10-pound tins, per lb.	0 12½	0 13
60-pound tins, per lb.	0 12	0 12½
Comb, per doz.	3 00	4 00

TAPIOCA AND SAGO FIRM

Toronto.

RICES.—The rice market continues quiet with no new developments during the week. Tapioca and sago are firm under recent advances and reports from the source indicate a clean-up of supplies.

RICE—		
Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 08
Rangoon	07	0 07½
Tapioca, per lb.	0 08½	0 09
White Sago	0 08¾	0 09¼
Do., fancy	0 09¼	0 10

SPICES STEADY TO FIRM

Toronto.

SPICES.—The market for spices shows little change as compared with last week's report. A firmness is apparent in practically all lines but quotations are steady and no change is expected in the near future.

SPICES—		
Cassia	0 22	0 25
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 25
Do., Jamaica	....	0 60
Mustard, pure	....	0 45
Patry	....	0 25
Pickling spice	0 17	0 20
Mace	0 55	0 65
Peppers, black	....	0 20
Do., white	0 22	0 30
Paprika, lb.	....	0 45
Chillies, lb.	0 55	0 58
Nutmegs, selects, 80s	....	0 40
Do., ground	....	0 30
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 25
Carraway seed	....	0 35
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2 oz. packages, doz.	....	0 90

ONE SUGAR SYRUP LOWER

Toronto.

SYRUPS.—Syrups and molasses, generally continue in a firm position. Quotations are mostly unchanged but a lower price is quoted on Lyle's syrup, No. 1 tins being quoted at $1.55 per doz. and No. 2 at $2.85 per doz. Bowes maple syrup, No. 3 bottle, is quoted higher at $8. 40 per doz.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs.. yellow, Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bbls	....	0 06½
Cases, 2-lb. tins, white, 2 doz. in case	....	4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case	....	4 50
Cases, 2-lb. tins, yellow, 2 doz. in case	....	3 75
Cases, 5-lb. tins, yellow, 1 doz. in case	....	4 20
Cases, 10-lb. tins, yellow, ½ doz.	....	4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case..	....	4 50
Do., No. 1 tins, 112s, per doz.	....	1 55
Do., No. 2 tins, 56s per doz.	....	2 85
No. 2 tins, 2-doz. case	....	4 00
No. 3 tins, 2-doz. case	....	5 20
No. 5 tins, 1-doz. case	....	4 40
No. 10 tins, ½-doz. case	....	4 05
Pails—No. 1	....	1 15
Pails—No. 2	....	1 70
West India, gal.	....	0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case	....	6 25
Pails No. 5	....	3 35
Do., bbls.	....	7 85

FIRM SUGAR MARKET

Toronto.

SUGAR.—There is no change of note in refined sugar, quotations remaining at $8.34 for standard granulated delivered Toronto. The majority of wholesalers are now quoting list basis but it is understood that little sugar is moving from first hands.

SUGAR—	
Acadia Sugar Refinery, ex. gran.	8 34
Dom. Sugar Refinery, ex. gran.	8 28
Canada Refinery, gran.	8 34
Atlantic Refinery, gran.	8 34

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. carton.

TEA PRICES ADVANCED

Toronto.

TEAS.—Wholesalers have further advanced quotations on teas this week. The advance, amounting to one to three cents per pound, was not unexpected by the trade and was due to the steadily advancing markets at primary centres and which has been commented upon quite freely under this heading during the past few months. That the upward movement in primary markets for the balance of this year's crop seems a certainty is the opinion of importers in close touch with the situation, and from a statistical standpoint this opinion is well based when it is considered that the entire production of teas for this year is many million pounds short of actual consumption and a serious shortage will likely be faced on some grades before the new crop is ready for distribution. In the spot market prices have not been keeping pace with those in primary markets and the explanation is that importers throughout this season have been endeavoring to keep a couple of months' supply on hand, and resulted in spot prices usually being several cents per pound below actual replacement costs. Recent cables from Colombo state that prices there have again advanced 1½d per lb. and taking the situation as it now stands it would appear that further advances to the retail trade are inevitable.

TEAS—		
Pekoe Souchongs	0 43	0 45
Pekoes	0 46	0 58
Broken Pekoes	0 50	0 68
Broken Orange Pekoes	0 50	0 80
Japans and Chinas—		
Early pickings, Japans	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

NO CHANGE IN FLOUR

Toronto.

FLOUR.—The tone of the market is firm but quotations are unchanged.

FLOUR—	
First Patents, in cotton bags, bbl.	7 20
Second Patents, in jute bags, bbl.	6 60

MILLFEEDS IN DEMAND

Toronto.

MILLFEEDS.—There are no changes in quotations on millfeeds but the market is strong. The demand during the past few weeks has been exceptionally heavy and although no actual shortage has resulted, millers state that supplies have kept closely cleaned up.

MILLFEEDS—	
Bran, per ton	24 25
Shorts, per ton	26 25
Choice Middlings, per ton	31 25

NAVEL ORANGES ARRIVE

Toronto.

FRUITS.—The first shipment of California navel oranges arrived during the week and are meeting with a good demand. Quotations on navels range from $6.75 to $7.50 per case. Florida oranges are offered at $5.50 per case and grapefruit at $5.50 to $6 per case. Cranberries are firm at $19.50 per barrel and $10 per half barrel. A plentiful supply of apples is on the market, but prices show no change.

FRUITS—		
Oranges, Florida, box	5 50	6 50
Do., Cal. Navels, 100s, 126s 150s		6 75
Do., Cal. Navels, 176s, 200s, 216s		7 50
Tangerines, per box	4 00	5 00
Lemons, Messinas, 300s, per box.		7 00
Bananas, per lb.		0 08½
Grapefruits	5 50	6 00
Grapes, Spanish Malaga, per keg	8 50	10 00
Do., Cal. Emperors, per lug. ea.		3 25
Apples in bbls.—		
Kings, 1s		6 00
Kings, 2s		5 50
Greenings, 1s		6 25
Greenings, 2s		5 50
Russets, 1s		6 50
Russets, 2s		5 50
Spies, 1s		7 50
Spies, 2s		6 00
Do., B. C. No. 1s per box	2 50	3 50
Pears, Cal. per box. ea		5 50
Cranberries, bbl.		19 50
Pomegranates, ½ box		3 50

HOLLY ON THE MARKET

Toronto.

HOLLY.—Fruit dealers are offering holly this week, the first shipment having arrived. Cases are quoted at $6.50.

STEADY POTATO MARKET

Toronto.

VEGETABLES.—The potato market continues fairly steady with prices on track around 65c and dealers' quotations to the retail trade from 75c to 90c per bag. Spanish onions are a shade lower at $4.50 per large case and $2.50 for half cases. Domestic onions are unchanged at $2.40 to $2.50 per bag. California iceberg lettuce is quoted at $6 per crate and hot house tomatoes at 30c to 40c per lb.

VEGETABLES—		
Potatoes, Ontario, bag	0 75	0 90
Onions, per bag, 100 lbs.	1 40	1 50
Do., Spanish, large cases	....	4 50
Do., Spanish, half cases	....	2 50
Beets, bag	....	0 65
Carrots, bag	....	0 65
Lettuce, Cal. Iceberg, per crate, 3 to 4 doz.	....	6 00
Cabbage, per doz.	0 40	0 50
Celery, case	....	4 00
Sweet potatoes, hampers, ea.	....	2 00
Do., sweet potatoes, bbl.	....	3 50
Turnips, per bag	....	0 50
Cucumbers, hothouse, doz.	....	4 00
Tomatoes, hothouse, lb.	0 30	0 40

SOAP PRICES STEADY

Toronto.

SOAPS.—The situation in soaps is ruling steady with no new features developing during the week. Quotations for both laundry and toilet soaps are unchanged with the former at $6.90 per single case for the better known brands.

MANITOBA MARKETS

WINNIPEG, Dec. 6.—Trading in grocery circles in preparation for the Christmas trade is showing an improvement but collections are reported not as good as expected. Strength continues in most commodities but price changes are not numerous. The coffee market is ruling steady and teas continue in a strong position with indications for further advances. Canned vegetables are moving in good volume at fairly steady quotations while salmon packers, in order to clean up, are offering concession on cohoes and pinks. Cereals maintain a firm tone especially on oats, barley and beans with indications for higher prices on package oats. The demand for Christmas lines of dried fruits is showing an improvement and many lines are becoming rapidly depleted. There is a strong tone to the flour market. Sugar maintains a firm tone with indications for higher prices. Fruit and vegetable dealers report business quiet. California navel oranges are quoted at $8 per case. Cucumbers are scarce and high.

COFFEE MARKET STEADY

Winnipeg.

COFFEE.—There is no change in the coffee market. Prices continue steady to firm with no indications of a change in price in the local market. Grinders continue to buy in quantities sufficient to meet their necessary requirements.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, per lb.	0 23	0 30
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb...	0 40	0 43
Mocha (types), best grade, lb....	0 51	0 53
Bourbon, best grade, per lb.....	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb	0 38	0 44

SALMON SLIGHTLY EASIER

Winnipeg.

CANNED GOODS.—There is an easier tone to some lines of canned salmon. Some packers, in order to clean up, are offering concessions which apply particularly to cohoes and pinks. Popular brands of sockeye continue firm. New arrivals of canned shrimps are in good demand at $2.20 per dozen. There is no change in the canned vegetable market. Locally there is a steady demand for corn, peas and tomatoes. The canned fruit situation shows no change and sales are reported light.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.....	....	2 20
Finnan Haddie, ½s, 8 doz. case		7 25
Herring (Can.) 1s, 4 doz. case per case	**6 50**	**8 00**
Lobsters, ¼s, 8 doz. case, doz...	3 25	3 55
Do., ½s, 4 doz. case, case....	5 35	6 00
Oysters, 1s, 4 oz. 4 doz. case, case		8 40
Do., 2s, 8 oz. 2 doz. case, case.	....	**7 50**
Pilchards, 1s, tall, 4 doz. case, per case	....	**6 25**
Do., ½s, flat, 8 doz. case, case		8 50
Salmons—		**Per case**
Sockeye, 1s, tall, 4 doz. case..	....	19 50
Do., ½s, flat, 8 doz. case....	....	20 50
Red Spring, 1s, tall, 4 doz. case	....	14 00
Do., ½s, flat, 8 doz. case.....	....	15 00
Cohoe, 1s, tall, 4 doz. case.....		11 00
Do., ½s, flat, 8 doz. case.....		12 00
Pink, 1s, tall, 4 doz. case.....		9 75
Do., ½s, flat, 8 doz. case.....		**8 00**
CANNED FRUITS (Canadian)—		**Per case**
Apples, 6 tins, in case	....	3 25
Blueberries, 2s, 2 doz. case	....	**6 75**
Cherries, 2s, 2 doz. case	....	**6 70**
Gooseberries, 2s, 2 doz. case		**7 50**
Lawtonberries, 2s, 2 doz. case ..	....	**8 00**
Peaches, 2s, 2 doz. case	6 60	7 10
Pears, 2s, 2 doz. case	6 45	**7 00**
Plums, Green Gage, H. S. 2s, 2 doz. case	....	**6 00**
Plums, Lombard, H.S. 2s, doz. case	....	**5 95**
Plums, Lombard, L. S., 2s, 2 doz. case	....	4 65
Raspberries, 2s, 2 doz. case	8 00	8 60
Strawberries, 2s, 2 doz. case ..	8 00	**8 60**
CANNED FRUIT (American)—		Per case
Apricots, 1s, 4 doz. case.....		10 60
Peaches, 2½s, 2 doz. case		**9 15**
Peaches, sliced, 1s, 4 doz. case..	....	10 85
Do., Halves, 1s, 4 doz. case .	....	10
Do., 2s, 2 doz. case	....	**6 50**
Pears, 1s, 4 doz. case	....	**13 25**
Pineapple, sliced, 2s, 2 doz. case	....	7 50
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.....	....	**4 40**
Beans, Golden Wax, 2s, 2 doz. case, per case	....	**4 70**
Beans, Refugee, 2s, 2 doz. case	....	**4 75**
Corns, 2s, 2 doz. case	3 85	4 10
Peas, standard, 2s, 2 doz. case..	3 25	4 10
Peas, Early June, 2s, 2 doz. case	4 65	**4 80**
Sweet Potatoes, 2½s, 2 doz. case		5 60
Pumpkin, 2½s, 2 doz. case.....	3 80	4 85
Sauer Kraut, 2½s, 2 doz. case..	3 80	3 90
Tomatoes, 2½s, 2 doz case.....	4 05	**4 35**

APRICOTS ADVANCE

Winnipeg.

DRIED FRUITS.—A steady volume of business is reported in dried fruits and some of the varieties are getting into small compass. Table raisins are becoming rapidly cleaned up and indications point to a shortage between now and Christmas. Sultanas, seeded and seedless are in good demand. Apricots have advanced 1c per lb. on the local market. New Hallowi dates have arrived and quotations are slightly lower at 10½c per lb. Royal Excelsior in cases of 3 doz. are quoted at $4 with Dromedary at $7 per case. Bulk fard dates in 12 lb. boxes are offered at $2.80. The market is bare of Turkish figs but some Portuguese of good quality are available in mats at 8c a lb. Currants are reported scarce locally, but with arrivals expected around the middle of January lower quotations will be in order. Prunes are scarce in some sizes and primary market prices as well as local are well maintained.

DRIED FRUITS—		
Evaporated apples, per lb.		0 16¼
Currants, 90 lb., per lb.....		0 20
Do., 8 oz. pkgs., 6 doz., case, pkg...		0 15½
Dates, Hallowee, bulk, lb.		0 10½
Do., pkgs., 3 doz. case, lb.	....	0 09
Loganberries, 8 oz., 4 doz. case, pk...		0 26
Peaches, standard, per lb.....	....	0 19
Do., choice, per lb.		0 21
Do., fancy, per lb.	....	0 24
Do., Cal., in cartons, per carton	1 00	1 20
Pears, extra choice, per lb.		0 30
Do., Cal., cartons, per carton.....		1 20
Prunes—		
30-40s, 25s, per lb.....	....	0 21
40-50s, 25s, per lb.	....	0 16
50-60s, 25s, per lb.	....	0 15
70-80s, 25s, per lb.		0 14
80-90s, 25s, per lb.....	....	0 13½
In 5-lb. cartons, carton	0 70	0 80
Raisins—Seeded—		
Cal ,pkg., 16 oz. fancy, per pkg.....		0 17
Do, pkg., 12 oz., fancy, per pkg.....		0 12½
Do., 16 oz., choice, per pkg.....		0 15
Do., 12 oz., choice, per pkg.....		0 12½
Cal., 5 lb cartons, per carton.....		0 83
Do., bulk, 25-lb. boxes, per lb.....		0 14½
Raisins—Seedless—		
Cal., pkg., 11 oz. per pkg.		0 12
Do., bulk, 25-lb. boxes, per lb.....		0 15
Do., bulk, 5-lb. cartons, per carton..		0 84
Do., Cal. Muscatels, 5 lb. carton, per carton		1 05
Apricots—		
Do., standard, 10s, per lb.....		0 33
Do., 25s, per lb.		0 31
Do., Choice, 10s, per lb.		0 39
Do., 25s, per lb.		0 37
Do., Fancy, 10s, per lb.		0 44
Apricots, fancy 25s per lb.		0 45
Aricots, 5 lb. cartons per carton.....		2 05

CEREALS RULING STRONG

Winnipeg.

CEREALS.—The entire list of cereals continues to present a strong situation. This is especially noticeable in oats, barley and beans. Package cereals are in good demand and indications are that higher prices will prevail on some lines.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct. ...	3 85	4 00
Do., 36s, case, square pkts...	....	4 00
Do., 18s, case		1 76
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case	....	2 85
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed Rice, 3 doz. case, per case.....		5 70
Cream of Wheat, 3 doz. case per case...		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag.....		2 85
Do., 40s, per bag		1 50
Do., 20s, per bag		0 83
Do., 10-8s, per bale	3 50	3 80
Oatmeal, 98s, gran. for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, split, 98s, per bag.....		6 00
Do., split yellow, 49s, per bag.....		3 15
Do., split yellow, 49s, per bag.....		3 80
Beans, fancy, hand picked, 100 lb. bag per bushel		3 40
Barley, pot, 98s, per bag		**3 15**
Do., pot, 49s per bag		**1 60**
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 35
Do,. pearl, 24s, per bag		1 15
Do., 49s, per bag		1 20
Do.. 24s, per bag		0 63
Do. 10-lbs. per bag.....		2 90
Cornmeal, 98s per bag		2 30

FLOUR MARKET STRONG

Winnipeg.

FLOUR.—In sympathy with the firm tone of the wheat market there is a strong tone to flour. 98 lb. sacks are quoted at $3.40.

FLOUR—	
98 lb. sacks	3 40
Two 49 lb. sacks	3 45
Four 24 lb. sacks	3 52½

NUTS IN DEMAND

Winnipeg.

NUTS.—All lines of nuts suitable for the Christmas trade have arrived and with reasonable prices sales are reported satisfactory. Wholesalers report that the usual shortage will no doubt prevail on shelled almonds and walnuts.

NUTS, SHELLED—	
Almonds, per lb.	0 44
Spanish Peanuts, No. 1, lb.	0 13½
Pecans, per lb.	1 00
Walnuts, per lb.	0 60
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb. ..	**0 20**
Walnuts, per lb.	**0 28**
Almonds, per lb.	**0 25**
Brazils, per lb.	**0 18**
Pecans, per lb.	**0 25**
Filberts, per lb.	**0 22**

JAM SALES LIGHT

Winnipeg.

JAM.—There is no change in the primary jam market and locally there is little improvement to be noted in sales for same.

JAMS—		
Black Currant, 4s, per tin ...	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80

RICE MARKET FIRM

Winnipeg.

RICE.—Rices are moving in good volume with quotations locally unchanged. Primary markets continue to rule firm.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.	0 08¼
Do., 50-lb. sacks, lb.	0 08¾
Siam, 100-lb. bags, lb.	0 06
Do., 50 lb. bags, lb.	0 06¼
Sago, sack lots, 130 to 150 lbs. per lb.	0 09
Sago, in less quantities, lb.	0 09¼
Tapioca, Pearl, per lb.	0 8½

STRONG TONE TO SUGAR

Winnipeg.

SUGAR.—There is a strong tone to the sugar market. Canadian refined is quoted at $9 per cwt. f.o.b. Winnipeg and indications point to higher prices. There is a good demand for icing and other lines.

SUGAR—	
Extra gran., bags, 100 lbs.	9 00
Do., gunnies, 5-20 lbs.	9 20
Do., cartons, 20-5 lbs.	9 50
Do, gunnies, 10-10 lbs.	9 30
Yellow, No. 1., Lt., bags, 100 lbs.	8 50
Do.. golden bags, 100 lbs.	8 40
Powdered sugar, bbls.	9 40
Do., boxes, 50 lbs.	9 60
Do., boxes, 25 lbs.	9 80
Icing, barrels	9 50
Do., boxes, 50 lbs.	9 70
Do., boxes, 25 lbs	9 90
Soft lumps, boxes, 100 lbs.	9 80
Do., boxes, 50 lbs.	9 90
Do., cases, 20 5-lb. cartons	10 85
Do., cases, 10 2-lb. cartons	11 50
Small lump boxes, 100 lbs.	9 70
Do., boxes, 50 lbs.	9 80
Do, cartons, 50 2-lb.	11 10
Do., boxes, 25 lbs.	10 00
Hard lump boxes, 100 lbs.	9 80
Do., boxes, 50 lbs.	9 90
Do., boxes, 25 lbs.	10 10

SYRUPS CONTINUE STEADY

Winnipeg.

SYRUPS.—Both corn and cane syrups hold steady at unchanged quotations. There is a fair amount of business reported. The molasses market continues firm.

CANE SYRUP—	
No. 2s, 2 doz. case	5 20
No. 5s, 1 doz. case	6 00
No. 10s, ½ doz. case	5 55
No. 20s, ¼ doz. case	5 40
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	**3 75**
Cases, 5-lb. tins yellow, 1 doz. in case	**4 20**
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95
MAPLE SYRUP—	
Pure, 2½gs, tins, case of 2 doz.	19 70
Pure, 5s, per case of 1 doz.	18 00
Pure, 10s, per case of ½ doz.	16 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	**3 00**
Do., 2s, tins, per case of 1 doz.	**3 00**
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	**7 00**
5 lb. tins, 2 doz. case	**9 85**
10 lb. tins, ½ doz. case	**7 75**
MOLASSES BLACKSTRAP—	
1½gs, tins, 4 doz. case	4 10
2s, tins, 3 doz. case	3 75

FIRM SPICE MARKET

Winnipeg.

SPICE.—A firm tone still prevails on practically all lines of spices, but there are no price changes locally.

WHOLE SPICE—		
Allspice, Jamaica, best quality, lb.	0 09½	0 10½
Cassia, Batavia, per lb.	**0 38**	**0 45**
Do., China, per lb.	0 12	0 14
Chillies, per lb.	0 60	0 65
Do., No. 1, per lb.		0 55
Cinnamon, Ceylon, per lb.	0 30	0 45
Cloves, Zanzibar, per lb.	0 58	0 62
Ginger, washed, Jamaica, No. 1	0 55	0 60
Do., Jamaica, No. 2		0 50
Do., Japan or African, lb.	0 16	0 18
Mace, extra bright penang, lb.	0 55	0 65
Nutmegs, ex. large brown 70 lb. per lb.	0 35	0 45
Do., med. brown, 110 to lb. per lb.		0 25
Do., carton of six, per doz.		0 75
Pepper, black, Singapore, ex. lb.	0 18	0 20
Do., White, do., per lb.	0 21	0 24
Pickling, ¼ lb. pkg. per doz.	$ 65	0 75
Do., bulk, No. 1, per lb.		0 20
GROUND SPICE		
Allspice, bulk, per lb.		0 14
Do., 2 oz. cannister		0 60
Do., 3 oz. cannister		0 75
Cassia, No. 1 bulk, per lb.		0 23½
Do., No. 1, 2 oz. cannister		0 70
Do., No. 1, 3 oz. cannister		0 90
Cinnamon, bulk, per lb.		0 29
Do., 2 oz. cannister		0 80
Do., 3 oz. cannister		1 10
Cloves, bulk, per lb.	0 63	0 65
Do., 2 oz. tins		1 50
Do., 3 oz. tins		2 10
Cayenne, No. 1 bulk, per lb.		0 28½
Do., No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 05
Ginger, No. 1 bulk, per lb		0 24½
Do., No. 1, 2 oz. cannister		0 75
Mace No. 1, bulk, per lb.		0 72
Do., No. 1, 2 oz. canister		1 50
Do., No. 1, 3 oz. cannister		2 10
Nutmegs, No. 1 bulk, per lb.		0 72
Do., No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 00
Pastry, Spice, No. 1 bulk, per lb.		0 29
Do., No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 10
White pepper, No. 1 bulk, per lb.		0 25
Black pepper, No. 1 bulk, per lb.		0 18½
White peper, No. 1, 2 oz. cannister		0 80
Do., No. 1, 3 oz. cannister		1 00

TEA MARKET STRONG

Winnipeg.

TEA.—Bulk teas are offered by the trade at higher quotations. Spot stocks are light and with new arrivals higher prices will prevail. In fact teas bought in August are now quoted at 10c per lb. higher. Wholesalers and retailers are anxiously awaiting the arrival of new crop Japan teas.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 40	0 42
Do., second quality	0 38	0 40
Pekoe, first quality	0 45	0 48
Do., second quality	0 43	0 45
Broken Pekoe, first quality	0 45	0 50
Broken orange Pekoe, 1st quality	0 50	0 60
Japan, first quality	0 40	0 60
JAVAS—		
Pekoe Souchongs	0 40	0 42

NAVEL ORANGES ARRIVE

Winnipeg.

FRUITS.—Fruit dealers report business as quiet. The first shipment of California navel oranges has arrived and are quoted at $8 per case. Jap oranges are in fair demand at $1.90 per bundle. Ontario domestic spy apples in bushel baskets are offered at $2. Shipments of cocoanuts are arriving and are selling at $1.50 per doz.

FRUITS—		
Wagners, per case		2 00
Do. per crate	1 50	1 60
Grapes, Emperors, per case		3 50
Do., Emperor, per keg		7 50
Pears, per case	3 50	4 25
Oranges, per case	7 50	8 00
Lemons, per case		14 00
Grapefruit, per case	7 00	7 50
Bananas, per lb.		0 10
Cranberries, per box		9 00

VEGETABLES STEADY

Winnipeg.

VEGETABLES. — There is little change in fresh vegetables. Valencia onions are quoted at $6 per case with Manitoba onions at $2. U. S. shallot onions are arriving and are quoted at $1.50 per doz. Cucumbers are reported scarce and the few that are on the market are quoted at $6 per doz. California tomatoes are arriving and are in fair demand at 20c per lb.

VEGETABLES—	
Cauliflower, per crate	3 50
Cabbage, per cwt	1 50
Beets, per cwt.	1 00
Turnips, per cwt.	1 00
Carrots, per cwt.	1 00
Parsnips, per cwt.	2 00
Onions, per sack	2 00
Leaf lettuce, per doz.	0 40
Leaf lettuce, per case	6 00

Trade Inquiries

Canadian manufacturers and packers interested in the export trade of any of the following will be sent names of the foreign enquirers on request. Send the number of the enquiry to Canadian Grocer, 153 University Ave., Toronto.

Foodstuffs

704. **Flour and codfish.**—A broker in Havana, Cuba, wishes to obtain Canadian connections for the purchase and sale of Canadian flour and codfish.

705. **Flour, hay, etc.**—A Havana (Cuba) importer of Canadian fish wishes to receive offers of other Canadian foodstuffs, particularly flour, hay, oats and potatoes.

706. **Flour, potatoes and condensed milk.**—A well established Canadian in business in Cuba would be pleased to have offers of Canadian foodstuffs for sale in his area. Particularly keen for offers of flour, potatoes and condensed milk.

707. **Flour and potatoes.**—A broker in Havana, Cuba, wishes to supplement his fish representation with Canadian flour and potato representation.

708. **Hard wheat flour.**—A firm in Havana, Cuba, wish to form a connection with a Canadian exporter of hard wheat flour, in a position to compete with American offerings.

709. **Hard wheat flour, potatoes, etc.**—An established foodstuffs importer in Cuba wishes Canadian offers of hard wheat flour, potatoes, hay and oats, and preserved fish.

710. **Buckwheat.**—Firms in Canada wishing to export buckwheat to Holland are asked to communicate with a firm of Dutch commission agents.

711. **Rye.**—Would Canadian exporters of rye get into touch with a firm in Rotterdam wishing representation on a commission basis?

712. **Hard wheat flour.**—An English broker in Havana wishes to secure a Canadian connection in hard wheat flour.

713. **Oats, oilcakes, linseed, wheat and rye.**—An Antwerp importer desires to represent Canadian firms principally for oats and barley, also for oilcakes, linseed, wheat and rye. Quotations must be c.i.f. Antwerp, minimum 1,000 quarters. On commission cash against documents Antwerp.

714. **Oats.**—Canadian exporters are asked to communicate with a firm in Holland desiring to sell oats on a commission basis.

715. **Maize.**—Canadian firms desiring to export maize mixed No. 2, are invited to communicate with a firm of Dutch commission agents.

716. **Barley.**—A firm of commission agents in Rotterdam would like to get into touch with Canadian exporters of feeding barley.

717. **Potatoes and codfish.**—A firm in Havana, Cuba, wish to represent Canadian firms on a brokerage or commission basis for potatoes and codfish.

718. **Potatoes.**—A firm in Havana wish to buy potatoes outright from a Canadian source that will guarantee regular supply during the shipping season up to 8,000 barrels per week. Will pay cash for such shipment in New York through their New York branch.

719. **Codfish, potatoes, etc.**—An established broker on the Havana Produce Exchange is anxious to arrange connections with Canadian exporters of codfish, potatoes and preserved vegetables, also for wrapping paper.

MARKETS BY WIRE

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Dec. 5.—Sugar continues in an upward direction under an advance of 25c during the week. Standard granulated is now quoted at $8.25 and yellow at $7.75 per cwt. American cleared pork advanced $1, making the price $34 per barrel. Rolled oats are higher at $3.90. Butter and eggs continue firm at unchanged quotations while cheese advanced one cent per pound, now quoted at 27c. Lemons are higher at $12 per case and grapefruit is quoted at $6 per case .

Oranges, case	4 00	7 50
Lemons, case	....	12 00
Hams, 25 to 35 lbs.	....	0 28
Do., 12 to 18 lbs.,	....	0 26
Do., 18 to 25 lbs.	....	0 25½
Cheese	....	0 27
Eggs, fresh, doz.	....	0 60
Do., storage, doz.	....	0 40
Raspberries, Ont., 2s, doz.	....	4 40
Peaches, standard 2s, doz.	....	2 75
Corn, 2s, doz.	....	1 50
Peas, 2s, doz.	....	1 75
Potatoes, 90 lb. bag	....	1 25
Flour, Hard wheat, per bbl.	....	8 80
Do., Blended, per bbl.	....	7 80
Onions, Canadian, 100 lbs.	....	2 25
Cornmeal, bags	....	2 10
Rolled oats, per bag	....	3 90
Rice Siam, per 100 lbs.	....	8 50
Tapioca, 100 lbs.	....	7 50
Sugar, standard gran.	....	8 25
Do., No. 1 yellow	....	7 75
Do., 12 to 18 lbs.	....	0 22
Breakfast Bacon	....	0 34
Roll Bacon	....	0 22
American clear pork, bbl.	....	34 00
Butter, creamery prints	....	0 42
Do., do., solids	....	0 38
Do., dairy prints	....	0 35

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Dec. 5.—Sugar advanced 5c making standard granulated $9.39 per cwt. Jordan almonds are offered at 60c per lb. Blueberries, 2s, are quoted at $4 to $4.75 per case. Libby's sauerkraut which has been unobtainable for some time, is expected to arrive about the middle of this month. Greek figs are on this market and are offered at 15c per lb. Sliced canned pineapple, 2½s, are likely to advance in price as the pack of this size was greatly curtailed and the 1922 crop of Hawaiian pineapple ran largely to small fruit. Canned milk very firm with higher prices anticipated.

Tomatoes, 2½s	3 35	3 50
Sugar, pure cane gran., cwt.	....	9 39
Cheese, No. 1 Ont., large	....	0 26
Butter, Creamery, lb.	0 37	0 41
Do., dairy, lb.	0 21	0 25
Lard, pure, 3s	....	11 70
Eggs, storage, case	7 25	11 00
Beans, Kotenashi, per cwt.	....	5 50
Rolled oats 80s	....	3 00
Flour, bbl.	....	6 90
Rice, Siam	5 90	6 50
Japan, No. 1	7 15	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
Evaporated apples, 25s, lb.	....	0 16
Dates, Hallowee, lb.	....	0 11½
Do., Dromedary, case	....	6 65
Currants, cleaned, lb.	0 19	0 21

The Term Ptomaine Poisoning Has Become a Cloak for Ignorance

What a Bacteriological Examination of About Two Thousand Cans of Merchantable Canned Goods Revealed—What Are Ptomaines?

A BACTERIOLOGICAL examination has been made of about two thousand cans of merchantable canned goods, says the Department of Preventive Medicine and Hygiene Medical School, Harvard University. Professor John Weinzirl, who examined the first lot of about one thousand cans, found that some of them contained spores of bacteria and occasionally the spores of molds. These studies have been continued by Dr. E. W. Cheyney, who has found substantially the same results except for a smaller percentage of cans containing visible micro-organisms. It is well known to students of bacteriology that some of these spores are exceedingly resistant to heat and very difficult to kill. Most of these spores belong to the common varieties of bacteria that need the oxygen of the air to germinate: hence the importance of a tight can and partial vacuum. It has been found that living micro-organisms most frequently occur in meat, sausage, crab and other food packed in a dry state, and less often in fruits and certain vegetables. Professor Weinzirl's results were published in the Journal of Medical Research, January, 1919.

A Cloak For Guidance

The term "ptomain" poisoning has become a cloak for ignorance. Jordan says that "ptomain" poisoning is a convenient refuge from etymological uncertainty. In fact, any acute gastro-intestinal attack resulting from a great variety of causes is apt to be called "ptomain" poisoning. Selmi, in 1873, first commenced to use the word ptomain to include the poisonous product of putrefaction which gave the reaction then looked on as characteristic of vegetable alkaloids. From the time of Selmi, when ptomains were regarded as animal alkaloids, our conception of these substances has changed markedly. The last attempt to give precision to the term was by Vaughan, who defined ptomains as intermediate cleavage products of protein decomposition. Roseau and his associates at Harvard have been searching in vain for the past year for ptomains that might cause gastro-intestinal or other symptoms. Split products of protein putrefaction are readily isolated. Some of these products have physiological activity but none of them thus far have been demonstrated to be poisonous when taken by the mouth. The so-called ptomains isolated and described by Selmi, Breiger, Schmiedeberg Faust and Vaughan were usually obtained from putrid organic matter that had decomposed past the point at which it would be used as food.

An editorial which appeared in a recent number of the Journal of the American Medical Association, entitled, "What are Ptomains?" discussed this question as follows:—

"Last winter our chemists extracted 'ptomains' from a turkey and also from some sausage which had been accused. A control experiment was made upon a fresh turkey and fresh sausage, both of which were eaten without harmful results; precisely the same 'ptomains' were isolated from the fresh turkey and the fresh sausage, proving, therefore, that the 'ptomains' are simply formed by chemical manipulations.

"We have now studied over 51 outbreaks of so-called 'ptomain' poisoning involving 1,500 persons and causing three deaths. This work has been done by Dr. W. E. Brown, Dr. R. N. Atwater, Dr. D. L. Sisco and several helpers. We have industriously looked for cases and have made a special attempt to discover the cause of all illness attributed to food. This part of our work has brought out many curious instances. One outbreak of 'ptomain' poisoning was, in fact, dysentery; another was sunstroke; another was due to saltpetre put in sugar in one of the military training camps; and a fourth was oxalic acid poisoning. Of the three deaths, two of them were due to dysentery and the third was caused by oxalic acid poisoning.

"It is very clear to us that injury, due to food, is much less frequent than is commonly supposed, and surely, less prevalent in this country than abroad. This, I think, is due to the fact that we are nearer the source of our food supply, which is more abundant, fresher and cleaner than in Europe. Furthermore, we use much more canned goods here than do the people in Europe, for it is becoming increasingly evident that canned goods are the safest foods that come to our table.

A Diagnosis Seldom Made

"In this connection it is interesting to note that in Europe the diagnosis 'ptomain' is seldom made, and the use of the word 'ptomain' in any connection is very rare and quite guarded. On the other hand, in this country the term has gained a most popular and unwarranted usage.



Finds a Cheese Cutter Has Meant a Greater Turnover of Cheese in His Store

Installation of This Particular Piece of Equipment Has Been Profitable for J. S. Boyd, Grocer at Peterborough, Ont.—Cheese, He Says, Shows a Good Profit

"THAT cheese cutter has paid for itself a dozen times," remarked J. S. Boyd, grocer, on George Street, Peterborough, Ont., the other day to a representative of Canadian Grocer.

"Do you mean that you have increased your sales of cheese since installing the cutter?" Canadian Grocer inquired.

"That is it exactly," he replied. "We are selling more cheese since we put that cutter in than we ever did before. It makes for accuracy in cutting, and this fact I think the customer appreciates. We would not be without it now. Cheese represents a line showing a good profit for the grocer, and it pays to give some attention to its turnover. A piece of equipment such as this one has certainly made for greater sales in my experience."

Good Equipment Essential

Mr. Boyd believes that if the produce department of the business is to show the best results, equipment of a kind to facilitate service is essential. With this idea in mind he has his meat slicer prominently situated in the store and within easy access from the counter, where the salespeople can quickly use it in serving customers. "We have had that slicer two years," Mr. Boyd added. "It has increased our sales of bacon and cooked ham in a very gratifying way. We have found that our customers like to have their bacon cut with a machine, much better than in the old way by hand. We sell chiefly one brand of bacon. It gives first-class satisfaction, and a reputation for carrying the best bacon that can be procured helps the sales of other lines."

Finds Sausages a Good Line

Mr. Boyd also sells a good grade of sausages and declares that the same constitute a profitable and worth-while line. Sales of sausages in this store average about 100 lbs. a week which, Mr. Boyd states, is a good amount in his district.

When the Christmas Turkey Only Cost the Consumer 75 Cents

GLANCING recently through an old copy of the St. Catharines Evening Journal dated December 21, 1869, we came across a list of market prices current at that date in St. Catharines Market. As they will probably prove of interest to our readers, we reproduce some of them below.

Those Canadians who, during the past year or two have expressed their indignation at the conduct of our neighbors across the border in presuming to charge a premium or rate of exchange on United States money, will probably be surprised to learn that, at that time, conditions were reversed, and that Canadians were then allowing only 82½ cents for the American dollar, a rate about equal to the highest charged in recent years on our own dollar. Even this was an improvement on the rate which had prevailed during the previous year, as we find on reference to an issue of the same paper for May 5, 1868, that American greenbacks were then worth only 71½ cents in Canadian money.

The most striking changes in the list given below are those for meats and poultry of various kinds. A special paragraph in another column of the paper tells us that the Christmas turkey for the year 1869 would cost consumer from 75c to $1.50—that is for each turkey, not per pound; and geese were quoted at 30c to 75c each.

Here, then, are the Christmas prices fifty-two years ago:

Mutton, per lb. per qr.	4 to 5
Coal oil, per gal. wholesale	30 to 40
Do., retail	40 to 50
Beef sirloin, per lb.	12½
Beef, rib roast	8 to 10
Beef, round	12½
Beef, chuck rib	4 to 5
Beef, wholesale	4 to 5
Beef suet	12 to 14
Hearts, each	15 to 20
Pork, pickled, per lb.	12 to 14
Do., live weight	8 to 8½
Mutton chop	8 to 10
Leg of mutton	6 to 8
Forequarter mutton	5 to 6
Haslet, each, (sheep)	5
Do., (calf)	5
Breakfast bacon, per lb.	12
Ham	15
Shoulders	12 to 14
Do., (wholesale)	12
Corned beef	6 to 8
Stewing beef	8 to 10
Tongues, smoked, each	30 to 40
Do., pickled	25 to 30
Sausage	12
Bologna	12½
Butter, best quality	22 to 25
Do., common	18 to 20
Chickens, per pair	30 to 40
Lard, per lb.	16
Eggs, hens, per doz.	25 to 30
Onions, per bushel	75 to $1
Apples, per bushel	50 to 75
Turnips, per bushel	25 to 30
Hay, per ton	$7 to 10
Wood, per cord	$4 to $6
Hides, per lb.	6 to 6½
Sheep pelts, each	40 to 70
Fall wheat, white	85 to 90
Do., red, per bushel	80 to 82
Spring wheat	80 to 82
Oats	20 to 28
Barley	No buyers
Flour	2.25 to 2.50
Carrots	25 to 37½
Cabbage, per head	1 to 5
Cauliflowers, each	2 to 3
Potatoes, per bushel	50 to 60
Beets, per bunch	3 to 5

Haslet is an old term which covered the liver, heart and kidneys of an animal. Many of these prices will show that the farmer, for much of his produce, was receiving practically as much then as now.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 6.—The produce and provision market shows improvement both in the basis of quotations and in the demand. The hog market, although unchanged in price, shows strength with an improved demand with the colder weather. There is no change in smoked meats and the demand is as good as can be expected at this season with prices firm. The demand for lard and shortening is good. Both butter and cheese show strength. The demand for Canadian butter in the United States has added strength in this market and retail merchants are buying in larger quantities. While the market for the later makes of cheese shows weakness, the demand for grass made cheese is good and prices are strong. Higher prices are quoted on fall fresh and strictly new laid eggs. The poultry market is strong with higher prices on turkeys. Supplies of poultry are not as plentiful as they were. No doubt producers are holding their offerings for the Christmas trade when higher prices are expected. The demand for turkeys in the United States is responsible to some extent for the advance in that line. Fish prices are a little easier in some lines and the colder weather has increased the demand.

STRONGER TONE TO BUTTER

Montreal.

BUTTER.—Butter prices are unchanged but there is a stronger tone to the market on account of the falling off in receipts while the demand both for domestic and export trade shows improvement. In particular there is a demand for grass butter in the United States and this drain on the Canadian storage supplies has created a stronger market locally. Buying for the retail trade is now in larger quantities in prospect of a higher price.

BUTTER—

Creamery prints, finest	0 38	0 39
Creamery solids	0 37	0 38
Dairy Solids		0 30
Dairy prints		0 32

FRESH EGGS HIGHER

Montreal.

EGGS.—The egg market remains firm with a good demand for selected storage eggs at from 40c to 45c per doz. Fall fresh eggs are quoted at 55c and new laid eggs are scarce and slightly higher in price.

EGGS—

New Laid	0 80	0 85
Fall Fresh	0 54	0 55
Selects		0 40
No. 1		0 36
Storage		0 28

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS.—There is no change in the market for cooked meats. Prices are steady with a limited demand at this season.

COOKED MEATS—

Hams, coked		0 40
Sandwich		0 47
Square hams		0 42
Bologna	0 10	0 21
Smoked shoulders		0 22
Corned Beef 1's, per doz.		3 25
Per doz. 2's		5 75

CHEESE MARKET FIRM

Montreal.

CHEESE.—While there is no change in the quotations on cheese there is a stronger feeling on grass made cheese with which the wholesale trade is stocked. On the other hand the market for the later makes of fodder cheese is easier but this has had no noticeable effect upon the domestic wholesale market.

CHEESE—

Old colored, twins		0 25
Old white		0 25
Stilton, per lb.		0 30
Quebec		0 25
Stilton, per lb.		0 30
Fancy old cheese		0 28
Late cheese		0 23

LARD MARKET STEADY

Montreal.

LARD.—The lard market is active with an improved demand for small lots and influences bearing on the market tend towards a steady future. Wholesale prices are unchanged.

LARD—

Tierces, 350 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
1 lb. bricks	0 19	0 20

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS.—There is no important change in the market for smoked meats. There is a good demand for this season of the year and a steady tone throughout.

BACON—

Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls	0 26	0 30
Picnic smoked hams		0 19
Wiltshire	0 30	0 32
MEDIUM SMOKED HAMS—		
Weight, 8-12 long cut	0 26	0 27
Do., 12-14	0 25	0 26
Do., 20-25	0 24	0 25

SHORTENING STEADY

Montreal.

SHORTENING.—The shortening market, like lard, is steady with a good demand for small lots to meet immediate requirements.

SHORTENING—

Tierces, per lb.		0 13
Tubs, per lb.		0 13½
Pails, per lb.		0 14
Prints	0 15½	0 16

HOG PRICES UNCHANGED

Montreal.

FRESH MEATS.—There is no change in hog prices. The market shows a steady tone but the trade during the past week was slower on account of unseasonable weather. The colder weather has improved the buying this week and a firmer market is noted with the promise of a good movement for the next month.

FRESH MEATS—

Hogs, Selected, weighed off cars)	11 75	12 00
Fresh killed	16 50	17 00
Legs of pork, foot on)	0 18½	0 19
Loins (trimmed)		0 27
Trimmed shoulders	0 16½	
Untrimmed	0 19	0 20
Pork sausage (pure)	0 19	0 20
Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Fore Quarters	0 04½ 0 06	0 06 0 08
Loins	0 18	0 21
Chucks	0 06	0 08

FISH DEMAND IMPROVED

Montreal.

FISH.—The more seasonable weather has improved the demand for fish and also has facilitated the handling. Market cod and haddock are slightly lower in price but there is an advance of one cent on herring. Oysters in cans are up ten cents on both sizes.

FRESH FISH—

Herring	0 07
Market cod, fresh	0 05
Steak cod	0 08
Haddock	0 06
Halibut, chicken	0 20
Do., medium	0 24
Lake Trout	0 16
Flounders	0 09
Mackerel	0 12
Cohoe salmon	0 22
Gaspe Salmon	0 25
Dressed Pike	0 12
FROZEN FISH—	
Halibut	0 20
Chicken halibut	0 18
Qualla Salmon	0 10 0 11
Dressed B. C Salmon	0 21 0 22
Gaspe Salmon	0 25
Lake Trout	0 14
White Fish	0 16
SALTED FISH—	
Labrador Herring, per barrel	10 50
Labrador Salt Salmon, per barrel	20 00
White Nape Green cod, large	7 50
White Nape Green cod, medium	6 50
White Nape Green cod, small	6 00
OYSTERS—	
Standards, No. 1, can	2 50
No. 3, can	7 25

HIGHER PRICE FOR TURKEYS

Montreal.

POULTRY.—In prospect of the Christmas trade prices on turkeys are advancing. The heavy demand for turkeys for shipment to the United States

for Thanksgiving is partly responsible for the strength but dealers are holding back supplies until the Christmas demand in prospect of higher prices. Turkeys show an advance of 3c and 4c per lb. There is also a stronger market for chickens on account of an increased demand and smaller offerings.

ROASTING CHICKENS—

		Per lb.
3 to 3½ lbs., per lb.	0 27	0 28
4 per lb.	0 30	0 32
4½ up per lb.	0 33	0 34
FOWL—		
3 to 3½ pounds, per lb.		0 22
3½ to 4 per lb.		0 25
4½ up		0 28
Broilers, per lb.	0 30	0 32
Turkeys, per lb.	0 45	0 48
Geese, per lb.	0 25	0 26

ONTARIO MARKETS

TORONTO, Dec. 6.—Although quotations throughout the produce markets show little change as compared with a week ago, they are, nevertheless, firm, and in some instances are showing higher tendencies. Butter and cheese quotations are unchanged but under some movement in an export way the tone of the markets is firm. Fairly heavy shipments of U.S. eggs are arriving daily on this market but the situation continues firm. Shortening is steady but one pound prints of lard are quoted a shade lower. Cooked and smoked meats are firm and quotations steady. Live hogs are stronger while cattle and other meats are also in a stronger position due to light receipts. Turkeys are higher and the tone of the poultry market generally is much firmer with indications for advance in prices.

BUTTER FIRM IN TONE

Toronto.

BUTTER.—The butter market is steady but firm in tone, especially on the better grades as there appears to be some inquiry for that grade for exporting to the U. S. This business has not been of large volume but one car of the best grade was shipped to Buffalo during last week. Sales to the U. S. are also reported at Montreal and some movement to the United Kingdom. Although all told the volume of business in an export way is not considered large, it is sufficient to hold the market on the present basis of prices. Quotations to the retail trade shown no change this week.

BUTTER—

Creamery prints, No. 1	0 41	0 42
Creamery prints, No. 2	0 37	0 39

GOOD MOVEMENT IN CHEESE

Toronto.

CHEESE.—No new features are reported in the market for cheese. There is a good volume of business passing and the tone of the market remains firm. Quotations are unchanged.

CHEESE—

Large, new	0 25	....
Do., Old.	0 26	0 27
Stilton, new	0 26	0 27

Twins, 1c higher than large cheese and triplets 1½c higher than large.

U. S. EGGS ARRIVING

Toronto.

EGGS.—The feature in the egg market is perhaps the large quantity of U. S. eggs which are appearing on this market. Some days shipments run to four and five cars and the reason given for these heavy shipments is that Canadian storage eggs are not in sufficient quantity to meet requirements. Generally speaking, the quality of the U. S. eggs is reported good but in some quarters complaints are heard. The tone of the market continues firm, but in new laid eggs the situation is strong with quotations nominal as receipts are still very limited. There are no changes in dealers' quotations to the retail trade.

EGGS—

No. 1s	0 37	0 38
Select	0 42	0 43
Selects in cartons	0 46	0 48

HOG MARKET STRONGER

Toronto.

FRESH MEATS.—In spite of the fact that the big packers were endeavoring to cut the price on live hogs, the market developed a stronger tone and prices advanced 25c making the fed and watered basis $11. In cattle and other meats a stronger tone was also in evidence. This is accounted for by the small shipments which arrived during the week and according to buyers was an indication that farmers were holding supplies for a higher market during the Christmas buying, and it is the opinion that the market will continue strong with higher prices ruling. In dressed meats there are practically no changes as compared with a week ago. Fresh loins of pork are quoted at 31c; fresh hams and Boston butts at 21c per lb.

FRESH MEATS—

Hogs—		
Live, fed and watered, cwt.		11 00
Live, f.o.b.		10 00
Live, off cars		10 25
Dressed, light, per cwt.	18 00	20 00
Do., heavy, per cwt.	15 00	17 00
Fresh Pork—		
Legs of pork, up to 35 lbs.		**0 20**
Loins		0 31
Fresh hams, lb.		0 21
Tenderloins, lb.		0 50
Picnics, lb.		0 15½
Montreal shoulders		0 20
Boston butts, lb.		0 21
New York shoulders		0 17
Fresh Beef—from Steers and Heifers—		
Hind quarters, lb.	0 10	0 16
Ribs, lb.	0 14	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 26
Hips, lb.	0 10	0 12
Cow beef quotations about 2 cents per lb. below above quotations.		
Calves, lb., top quality	**0 13**	**0 16**
Sheep, whole, lb.	**0 08**	**0 15**
Do., medium	0 09	0 10

COOKED MEATS UNCHANGED

Toronto.

COOKED MEATS.—The situation in cooked meats continues steady with quotations unchanged.

COOKED MEATS—

Boiled ham, lb.		0 38
Do., square pressed		0 40
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.		0 60
Jellied pork tongue		0 33

Above prices subject to daily fluctuations of the market.

SHORTENING STEADY

Toronto.

SHORTENING.—The market shows no change continuing steady with quotations unchanged.

SHORTENING—

1-lb. prints	0 16	0 16½
Tierces, 400 lbs.	0 13¼	0 13¾

Tubs are ½c higher than tierces and pails one cent Lgher than tierces.

LARD SHADE LOWER

Toronto.

LARD.—One pound prints of lard are quoted half cent lower, the range now being 18c to 18½c. On the tierce basis, quotations are unchanged.

LARD—

1-lb. prints	0 18	0 18½
Tierces, 400 lbs.	0 16½	0 16¾

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE STEADY

Toronto.

MARGARINE.—Quotations are unchanged with market conditions holding steady.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

BACON AND HAMS FIRM

Toronto.

PROVISIONS.— The situation in smoked meats is firm and there is little change noted in quotations. Boneless backs are quoted at 44c to 46c and peameal at 40c to 41c per lb.

PROVISIONS—

Hams—		
Small 6 to 12 lbs.	0 24	0 27
Medium, 12 to 20 lbs.	0 24	0 26
Large, 25 to 35 lbs. lb.	....	0 20
Heavy, 35 lbs., and upward	....	0 18
Backs—		
Boneless, per lb.	0 44	0 46
Rolled, per lb.	0 53	0 55
Peameal	0 40	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 34
Do., special trim		0 36
Cottage rolls in casing		0 35
Cottage rolls	0 25	0 30
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.		0 28
Do. three-quarter cut		0 30
Do., middle		0 31
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.		0 20
Clear bellies, 15-30 lbs.		0 23
Fat backs, 10-12 lbs.		0 20
Out of pickle prices range about 2 cents per pound below corresponding cuts above.		
Mess pork		37 00
Short cut backs, 200 lbs.		**41 00**
Pickled Rolls—		
Lightweight		41 00
Heavy		37 00

Above prices subject to daily fluctuations of the market.

FISH IN GOOD SUPPLY

Toronto.

FISH.—Supplies are arriving fairly plentiful with the exception of fresh lake varieties, due to the fact that the season is practically over. Whitefish and trout are offered at 16c per lb., while

red spring salmon is quoted at 23c per lb. In smoked fish the demand is good and prices show no change as compared with a week ago.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	0 09	0 10
Do. market, lb.	0 07	0 08
Haddock, lb.	0 08	0 09
Flounders, lb.	....	0 10
Whitefish, lb.	....	0 16
Trout, lb.	....	0 16
Pike, lb.	0 05	0 07
Perch, lb.	**0 08**	**0 10**
Salmon, Red Spring	....	0 23
Herring, large, lb.,	....	0 08
Fall Salmon, B. C., lb.	....	0 12½
Salmon Cohoe, lb.	**....**	**0 18**
FROZEN FISH—		
Halibut, Medium	....	0 19
Do., chicken	....	0 18
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	....	0 11
Do., Qualla	0 09	....
OYSTERS—		
No. 1, pkg.		3 40
No. 3, pkg.		9 90
No. 5, pkg.		16 00
Glass Jars, per doz.		4 50
Shell oysters, per bbl. 1,000		17 50
Sea Herring	....	0 07
White Fish	0 12	0 14
SMOKED AND SALT FISH—		
Fillets, lb.	**0 14**	**0 16**
Kippers, box	....	2 75
Hadies, lb.	....	0 12
Ciscoes, lb.	....	0 18
Digby Chicks, bdle.	....	1 15

STRONGER MARKET FOR TURKEYS

Toronto.

POULTRY.—Receipts of fowl increased considerably during the week with the result that dealers are now busy placing stocks into the coolers. Turkeys are none too plentiful on the market at present and as the demand is fairly large, dealers are quoting a higher price at country points and likewise quotations to the retail trade are higher. The market generally is firm and prices are likely to be higher as the Christmas season approaches.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 30	0 44
Chickens, spring, over 2 lbs.	0 14	0 18
Chickens, 4 lbs., and over	0 20	0 24
Roosters	0 10	0 15
Fowl, 4 to 5 lbs.	0 16	0 20
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 08	0 14
Guinea hens, pair	1 25	1 50
Geese	....	0 22
Prices to retail trade—		
Turkeys, dressed	....	0 50
Chickens, spring	0 30	0 30
Ducklings	.....	0 35
Fowl, 4 to 5 lbs.	.....	**0 30**
Geese	....	0 25

MANITOBA MARKETS

WINNIPEG, Nov. 6.—There is very little change in the produce and provision markets and dealers report business quiet. Butter and cheese continue to maintain a strong position. The egg market is firm with no change in quotations. Lard and shortening are ruling steady. Cooked meats are quiet while smoked ham and bacon is in fair demand at unchanged quotations. Few turkeys are arriving and prices have advanced. Fish is in fair demand. The hog market is showing a firmer tone and advances have been recorded.

NO CHANGE IN BUTTER

Winnipeg.

BUTTER.—There is no change in quotations on butter. Dealers report that they are well supplied to meet immediate requirements as buying is confined to small quantities. Best quality of creamery butter is quoted at 40c to 42c per lb. with second grades offered at 34c to 38c.

CHEESE HOLDS FIRM

Winnipeg

CHEESE.—Although there are no actual changes in quotations the cheese market continues strong, and dealers state that a further advance can be expected. Large cheese is quoted at 26c per lb. with twins at 26½c and triplets at 27c.

CHEESE—	
Stilton cheese, large, lb	0 29½
Ont., large, lb.	0 26
Ont., twins, lb.	0 26½
Ont., triplets, lb.	0 27

FIRM EGG MARKET

Winnipeg

EGGS.—The market holds firm with quotations unchanged. Strictly new-laid eggs are practically unobtainable and orders are being filled from storage stocks. Select eggs in cartons are quoted from 37c to 42c with No. 1 candled at 32c.

LARD PRICES UNCHANGED

Winnipeg

LARD.—The tone of the lard market is steady with buying limited to small lots to meet immediate requirements. In sympathy with the lard market shortening continues steady under a fair demand.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 18
Do., wooden pails, 20-lb. pails	4 00
Shortening, tierces of 400 lbs.	**0 15½**
Do., per pail, 20 lbs.	3 50

COOKED MEATS UNCHANGED

Winnipeg

COOKED MEATS.—The demand for cooked meats is light. Best quality cooked ham is quoted at 39c to 41c per lb.

COOKED MEATS—	
Hams, best quality, skinned, 8-14 lbs.	0 41
Do., 15-18 lbs.	0 39
Roast ham, lb.	0 41
Roast shoulders, lb.	0 33
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 34
Head cheese in 6 lb. tins, lb.	0 13

BACON AND HAM STEADY

Winnipeg

PROVISIONS.—There is no change in smoked meats. Prices are on a firm basis with a fair demand and reflect the steadiness in the hog market. Best quality ham is quoted at 26c per lb. with boneless at 30c. Best quality back bacon is selling at 42c with breakfast bacon at 43c.

SMOKED MEATS—	
8 to 16 lbs., per lb	0 26
16 to 20 lbs., per lb.	0 26
Boneless, 8-14 lbs., per lb.	0 30
Skinned, 18 to 22 lbs., per lb.	0 30
Bacon, to 10 lbs., per lb.	0 42
Cottage rolls, boneless	0 22
Bellies, 8 to 10 lb. per lb.	0 32

TURKEYS MOVING UPWARD

Winnipeg.

POULTRY.—Dealers report that few turkeys are arriving from the country districts and the tone of the market is showing an upward tendency. Turkeys from 6 lbs. to 12 lbs. are quoted from 35c to 42c. Quotations on chickens, ducks and geese show no change.

POULTRY—		
Broilers, ½ to 2 lbs., per lb.	....	0 26
Chickens, 2½ to 3½ lbs., per lb.	0 24	0 26
Do., 3½ lbs., and up, per lb.	....	0 30
Fowl, per lb.	0 20	0 23
Roosters, per lb.	....	0 16
Turkeys, young, per lb.	0 35	0 42

FISH STEADY

Winnipeg.

FISH.—The demand for fish is showing a slight improvement. White fish dressed, in case lots, is quoted at 11c per lb. Halibut is offered at 17c per lb. with salmon at 20c.

FISH—	
Black cod, lb.	**0 12**
Brills	0 10
Halibut, cases 300 lbs., chicken	0 17
Halibut, broken cases, chicken	0 18
Salmon, Cohoe, in full boxes, 300 lbs.	**0 15½**
Salmon, Cohoe, in broken cases	**0 16**
Salmon, Red Spring, in full boxes	0 20
Soles	0 10
Whitefish, dressed, case lots	**0 11**
Whitefish, dressed, broken cases	**0 11½**
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 25
Kippers, East, Nat., 40 count, per count	3 00
Fillets, 15-lb. boxes, per lb.	0 14
Salt Fish—	
Labrador Herring, 100 lb. bbls., per bbl.	6 25
Do., 20 lbs., pails, pail	2 25

HOG PRICES HIGHER

Winnipeg.

FRESH MEATS.—There is a firmer tone to the hog market and quotations on select bacon hogs have advanced to $10.45. Trading on the cattle market is active and available offerings are barely sufficient to meet requirements. Butcher steers are ranging from $4 to $5 while heifers are quoted from $4.25 to $4.50. The calf market is showing a slightly firmer tone. Lambs maintain a firm tone and best quality are offered at $10.

FRESH MEATS—		
Select bacon	....	10 45
Thick smooth	....	9 50
Heavies	....	8 50
Extra Heavies	....	7 50
Shop hogs	8 50	8 75
Lights and feeders	8 50	8 75
Roughs	5 50	6 50
Sows, No. 1	....	7 50
Sows, No. 2	....	6 50
Stags	....	4 00
Fresh Pork—		
Legs of pork, lb.	0 15	0 17
Spare ribs	....	0 15
Loins of pork, lb.	0 22	0 24
Shoulders	0 12	0 14
Fresh beef—from steers and heifers—		
Hind quarters	0 08½	0 15
Front quarters	0 03½	0 07
Whole carcass, good grade, lb.	0 06	0 10
Lambs—		
Choice		0 25

Winnipeg.



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The fact is recognized that less than a third of the grocers in Canada do between 70 and 80 per cent. of the retail grocery business.

And when it is realized that the subscribers to Canadian Grocer represent more than 70% of the entire grocery trade in Canada—

It is time to recognize the fact that a circulation actually concentrated among the successful, reliable, financially-able merchants in the grocery business is worthy of first consideration.

We know the subscribers to CANADIAN GROCER. Our Editorial and Circulation men cover Canada every year and get in touch with them. They are business men who are keenly interested in the development of their own community and the building up of their own business.

They are selectors of goods for their customers. They know that their good-will in the community is either impaired or enhanced, according to how they select the goods they sell to their customers. Naturally they endeavor to select quality goods.

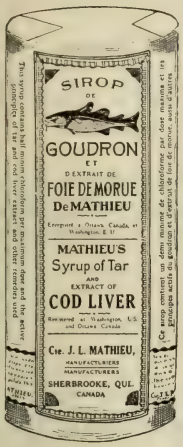
This is the type of merchant who wants full information about each manufacturer's product he puts on his shelves. The more he knows about it, the more will he display and sell it.

The continuous record of successful results obtained by advertisers in CANADIAN GROCER year after year for thirty-five years shows the extent to which subscribers value the advertising pages of each issue.

CANADIAN GROCER

143-153 University Avenue, Toronto

Published by MacLean Publishing Co., publishers of 15 trade and technical papers and magazines



Mathieu's

Syrup of Tar and Cod Liver Extract

An ounce of prevention is worth a pound of cure. Mathieu's Cough Remedy prevents and protects. Your customers depend on you to supply them with a cough remedy that is good.

RECOMMEND MATHIEU'S

Sure to please - The profits are good - Order from your wholesaler

J. L. Mathieu Co., Sherbrooke, Que.



Bee Brand Jelly Powders

Assorted Flavors

Retails at 3 pkgs. for 25c
Showing You a Nice Profit

Big Sellers on the Canadian Market

BEE JELLY PRODUCTS have been on the market for many years and have won the good will of the trade from HALIFAX to VANCOUVER.
BEE BRAND PRODUCTS will please your best customers.

Specify BEE BRAND when ordering from your wholesaler

THE BEE STARCH CO., 291 St. Paul St., Montreal

BABY'S OWN SOAP

50% PROFIT

Buy Direct From the Factory. Freight Prepaid. Minimum Quantity 2 Gross.

$38.40 less 20% and 5% - $29.18
Sell at 15c per cake - - $43.20

In Sask., Alta. and B.C. add 60c per gross and retail at 50c per box of 3 cakes.

ASK FOR PRICE LIST OF OTHER LINES

ALBERT SOAPS, Limited, 168 McCord St., MONTREAL, Que.

Specialties

BEAVER BRAND CANNED CHICKEN — New pack is now being delivered to wholesalers. Boneless ½ lb. flats and Standard pack 1 lb. talls.

BEAVER BRAND LOBSTER PASTE — An excellent article for Sandwiches. New pack now ready for delivery. Attractive package. Moderate price.

Ask your wholesaler

J. W. WINDSOR LIMITED, MONTREAL

French Crystallized Fruits

—for—

CHRISTMAS AND HOLIDAY TRADE

Crystallized and Glazed Assorted Fruits—Crystallized and Glazed Cherries in wooden boxes of 8 to 9 lbs.; also in ½ lb. and 1 lb. fancy boxes. From A. DURAND, Cascassonne, France.

HENRI JONAS & CO., Montreal
SOLE AGENTS

How To Subscribe

Those desiring to subscribe to this paper may use form below. Mail to 153 University Ave., Toronto.

CANADIAN GROCER,
MacLean Publishing Co.

Please enter my name as a subscriber to Canadian Grocer. Enclosed is Cheque / Money Order for $4 (four dollars) for 52 copies, one each week.

Name.....
(Write plainly.)

Address.....
(Write plainly.)

Other subscription rates are: Great Britain, South Africa and West Indies, 16s a year; United States, $4.50 a year; other countries $5 a year; single copies, 25c., in advance.

Now Shipping

Xmas Fruits & Vegetables

Don't delay placing orders.
Navel and Florida Oranges.
California Celery and Cauliflower
Lemons, Holly, Nuts, Dates,
etc., etc.

Phone Main 6243

WHITE & CO., LTD.

Xmas Fruits De Luxe - Toronto

Georgian Bay District Apples

We have still a moderate quantity of all grades of best winter varieties for sale at lowest prices.

Correspondence Solicited

LEMON BROS.

OWEN SOUND, ONT.

WHEEN'S CUSHION CARBOLIC SOAP.

All orders fulfilled promptly from our Toronto Warehouse.

RICHARD WHEEN & SONS, LTD., LONDON, ENGLAND.
Established 1769.

Canadian Agent:—
W. Y. COLCLOUGH,
59, Kingswood Road,
TORONTO, ONT.

Also Makers of:
Wheen's Bath Tablets
Wheen's "Luxury" Soap.
Wheen's "Peach Cream" Toilet Soap.

Mr. Merchant:



Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.
129 West 24th Street New York City

The Right Curb Pump Builds Bigger Business



Motorists will buy regularly where they can be sure of dry gasoline, which means most mileage and least carbon.

The Bowser centrifugal water separator extracts all moisture from gasoline as it is being delivered into the car.

Thus, motorists who patronize Bowser Chief Sentry pumps get better gasoline for their money, and come back to Bowser-equipped filling stations and garages over and over again.

Bowser Pumps are nationally advertised, too, so that the motoring public know that, if they patronize Bowser pumps, they will get most mileage for each gasoline dollar spent.

The new Bowser air-driven Chief Sentry is the best curb-side business builder that money can buy. For full details as to mechanical perfection, and its ability to earn the largest possible returns on pump investments, ask for Booklet C-11.

Bowser Equipment is MADE IN CANADA by

S. F. Bowser Co., Limited

Toronto, Canada

Branch Offices and Service Departments throughout Canada and in principal cities abroad.

BOWSER
ESTABLISHED 1885
ACCURATE MEASURING PUMPS

BY INVITATION MEMBER OF

BOWSER PRODUCTS

for Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.

Portable Tanks for Oil and Gasoline.

Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.

Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naphtha Clarifying Systems.
Richardson Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

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Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in

Canadian Grocer

It reaches the Buyers **It's a Business-Getter**

Rates and Information on Request



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng.
Agents
W. Y. COLCLOUGH, 259 Kingswood Road, Toronto, Ontario. Phone Beach 2170.
J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

R. H. TOMALIN
94 St. Lawrence Market
TORONTO, ONTARIO
—DEALER IN—
Butter, Eggs and Poultry.
We will buy or sell. Write us for prices.

Sherer Sanitary Grocery Counters
70,000 merchants use and praise them. Exclusive patented features and extra amount of brains built into these counters put them in a class by themselves.
They actually work for the owner 24 hours a day, 7 days a week.
Prompt and cheerful information from Dept. 57
SHERER-GILLETT COMPANY, LIMITED
Guelph - Ontario

SIGN WRITING
Do Your Own Card Writing
Write for our Catalogue which will tell you what you need. Best goods at Closest Prices.
ARTISTS' SUPPLY CO.
77 York St., Toronto
Mention this paper when writing

PACK OF CALIFORNIA OLIVES WILL BE LARGER

Olive conditions in Telare County, Cal., this year are, according to reports, much better than for several years past. This year's crop is estimated at 4,000 tons, as compared with 3,000 last year, and the pack will be double that of 1921, according to packing house men who specialize in processed olives. Because of the slump in the market last year only 25,000 cases were processed in the Porterville section, the remainder going for oil. This year packers there will put up some 50,000 cases, with much of the pack contracted for by eastern dealers before picking started. The plants at Lindsay are operating night and day to handle the crop.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

SUTTON AND CLARKE
Limited
Wholesale Grocers, Toronto
Offer
NEW PURE
Straw. or Rasp. Jam
4s tins—58c tin
F.O.B. Toronto Warehouse
Phone Orders and Enquiries to
Main 1763 — Adelaide 4937
Watch This Space Each Week for Specials.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street.

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

Ship us your
Eggs and Poultry
We Pay Highest Market Prices
Kavanagh Provision Co., Ltd.
372 Bleury St., Montreal

Are your WANTS Supplied?
Are you looking for help?
A new clerk or bookkeeper?
Business for sale or to buy?
A position or an agency?
Have you anything to sell?
Any of these wants may be taken care of by investing a few cents.
Read the Want Ad. Page

Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

FOR SALE

GROCERY THIS IS WITHOUT QUESTION one of the best equipped grocery stores in Western Ontario. It has shown in the past a $75,000. yearly turnover. A live wire establishing another line, in connection, can increase the turnover 50 per cent. I have good reasons to dispose of both, the business and the building. It will take approximately $12,000, to handle this proposition, and the balance can be arranged. Don't waste your time unless you have the required amount, and the pep to handle this business. For further particulars, apply to box 284. Canadian Grocer, 153 University Avenue, Toronto, Ontario.

FOR SALE—ONE BARR ACCOUNT REGISter, cabinet size. Holds 300 Accounts, $200. Cash. Box 29. Fort Frances, Ont.

FOR SALE—CLOVER HONEY. SELLING 1922 clover honey in 5 and 10 lb. pails. 2,040 pounds, (34 crates) 13c. a pound. 1,020 lbs., 13½c. lb. 480 lbs., 14½c. lb., 120 lbs., (2 crates) 16c. Freight is same for 2 crates as for 1 crate. 2½ lb. pails ½c. extra. Also Amber and Buckwheat Honey. Sample 25 cents. Satisfaction guaranteed. Apply 272, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—PRICE TICKETS, LETTERED—$1.50 a hundred; blanks, 75c.; Christmas samples, 25c. M. Moorby, Newmarket, Ont.

FOR SALE—FUEL OIL STORAGE TANK—10,000 Gals. Capacity. This is a new tank. We have not yet taken delivery of it, and offer it at a very attractive price. The tank will be sold within the coming week, so phone or wire if interested. Apply Box 500, Canadian Grocer, University Ave., Toronto.

POSITIONS WANTED

TO THE PROVISION TRADE—I GUARANTEE my formulas for manufacturing sausage, head cheese, pressed corned beef, pressed tongue, etc., 18 delicatessen money-makers; also formula for curing hams 26 to 31 days; bacon 15 to 20 days; no sour meats, no overhauling. This system is a mild cure of the highest standard in quality producing a high-grade product. Mail your address for information. E. B. Mayhew, Box 917. Worcester, Mass., U.S.A.

TO GROCERY, PROVISION AND CONFECtionery Manufacturers and Importers: Are you satisfied with your sales in the wealthy and prosperous city of Victoria, B.C.? We are well acquainted with Departmental Store and Wholesale Grocery buyers, and call on them daily. Hamsterly Farm Products, Limited, Manufacturers' Agents, 1615 Douglas St., Victoria, B. C., A. H. Pease, manager.

ONTARIO CLERK DESIRES POSITION IN French General Store. Am in Saskatchewan at present time. Speak both languages. Not afraid of work. Age 24. State salary. Apply Box 300, Canadian Grocer, 153 University Ave., Toronto, Ont.

POSITION WANTED—CLERK IN GENERAL store, long experience. Good References. French Canadian. Age 27. Both languages. Auz. Rome, 770 Mary Ann East, Montreal

A LONDON FIRM OF PROVISION IMPORters, with trading connections throughout England, wish to act as Agents or Consignees for exporters of Eggs, Butter and General Provisions. References provided. "Z.P. 270," Deacon's, Leadenhall St., London, England.

Good Sellers make business easy

BAKER'S

Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.



Registered Trade Mark

Made in Canada

Walter Baker & Co. Limited

Dorchester, Mass. Montreal, Can.

Established 1780

CLASSIFIED ADVERTISING

MR. MOORBY, of Newmarket, who ran a small Advertisement on price tickets, writes:—

"The last advertisement you inserted for me more than paid for itself."

Do you need a clerk? **Do you want a position?**

Do you need a salesman? **Do you want to buy a business?**

Do you need a bookkeeper? **Do you want to sell a business?**

Do you want to change your present position?

Any of these needs can be supplied if you go about it the right way. The cost is so small—only 3 cents per word for the first insertion—2 cents per word for each subsequent insertion—5 cents extra per insertion for replies to be placed under box number.

PAYABLE IN ADVANCE

CANADIAN GROCER - 143 University Ave., TORONTO.

Papers which pull real Business

Wonderful results accrue from intelligent use of the Trade and Technical Press.

Here is one example out of many :

A London manufacturer recently inserted in a trade paper a "want" advertisement for traveller to sell his product in a stated area. In addition to securing the man, he received more than thirty enquiries for his product from wholesale houses and builders' merchants. This manufacturer is now converted to the regular use of trade and technical papers.

Aeroplane (London).
Agricultural Gazette (London).
Art Trade Journal (London).
Australian Motor Car (Melbourne).
Auto-Cyclist (Sydney).
Automobile Engineer (London).
Auto-motor Journal (London).
Bakers', Confectioners' and Caterers' National Association Review (London).
Bioscope (London)
Box Makers' Journal (London).
Brewers' Gazette (London).
Brick and Pottery Trades' Journal (London).
British and Colonial Mineral Water Trade Journal (Cardiff).
British and Colonial Pharmacist (London).
British Baker (London).
British Builder (London).
British Journal of Photography (London).
Canadian Grocer (Canada).
Chemical News (London).
China Clay Trade Review (London).
Cold Storage and Produce Review (London).
Compendium (London)
Confectionery Journal (London).
Cooper's Vehicle Journal (London).
Corn Trade News (Liverpool).
Dairy and Creamery Journal (London).
Dairyman (London).
Decorator (London).
Drapers' Organiser (London).
Electric Vehicle (London).
Electrical Industries and Investments (London).
Electricity (London).
Electrics (London).
Empire Mail and Overseas Trade (London).
Engineering Production (London).
Engineering Review (London).
Engineering World (London and Manchester).
Fancy Goods Record (London).
Fertiliser and Feeding Stuffs Journal (London).
Flight and The Aircraft Engineer (London).
Footwear Organiser (London).
Freemason and Masonic Illustrated (London).
Furnishing Trades' Organizer (London).
Furniture Record and the Furnisher (London).
Games and Toys (London).
Gas and Oil Power (London).
Hardwareman and Ironmonger's Chronicle (London)
Hotel Review London).
Ice and Cold Storage (London).
India Rubber Journal (London).
Indian Industries and Power (Bombay and Calcutta).
Indian Motor News (Bombay & Calcutta).
Indian and Eastern Engineer Calcutta).
Journal of Decorative Art (Manchester).
Licensing World (London).
Locomotive & Railway Carriage and Wagon Review (London).
Managing Engineer (London).
Marine Engineer and Naval Architect (London).
Mechanical World (Manchester and London).
Milling (Liverpool).
Model Engineer and Electrician (London).
Motor Cycle and Cycle Trader (London).
Motor Export Trader London).
Motor in Australia (Sydney).
Motor Trade of Canada (Toronto).
Motor Trader and Review (London).
Motoring in South Africa (Cape Town).
Motorist and Wheelman (Perth, W.A.).
Music Trades Review (London).
National Builder (London).
N.Z. Motor Journal (Auckland. N.Z.).
Optician and Scientific Instrument Maker (London).
Organiser (London).
Outfitter (London).
Paper Box and Bag Maker (London).
Paper Container (London).
Paper Maker and British Paper Trade Journal (London).
Photographic Dealer (London).
Power Laundry (London).
Sales Management (London).
South African Motorist (Johannesburg).
South Australian Motor (Adelaide, S. Australia).
Sports Trades' Journal (London).
Stationery World and Fancy Goods Review (London).
Steering Wheel (Brisbane).
Stone Trades' Journal (London).
Sugar Journal, International (London).
Talking Machine News (London)
Textile Manufacturer (Manchester).
Textile Mercury (Manchester).
Textile Recorder (Manchester).
Toyshop & Fancy Goods Journal (London).
Waste Trade World (London).
W.A. Motorist (Perth, W.A.).
Wireless World (London).
World's Carriers and Carrying Trades' Review (London).

THE BRITISH ASSOCIATION OF TRADE & TECHNICAL JOURNALS LTD. — FOR THE BUSINESS PRESS OF THE EMPIRE

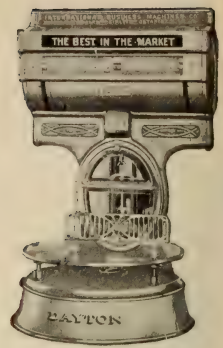
Use the trade press to create or expand your market; to procure your supplies; to get new business ideas; to get modern information as to methods and machinery. These progressive journals offer you valuable service; your enquiries on any business within their scope will be answered with pleasure.

The address of any Paper in this list may be obtained from the Secretary of the

British Association of Trade & Technical Journals, Ltd.,

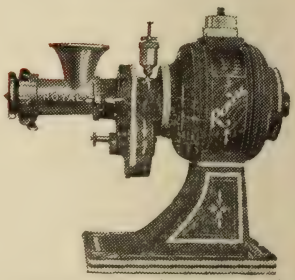
Sicilian House, Southampton Row. **London, W.C.1.** Telephone No.: Holborn 395.

You can get any Dayton machine by wire—



The Famous Dayton Cylinder Scale.

Our service to customers is keyed up to the point where we can ship the same day your order is received, for any standard machine. This means much, when the quality and value of the Dayton line is considered.



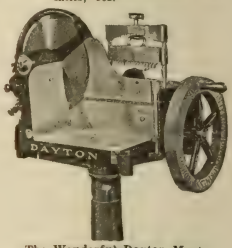
We sell the Royal line of meat cutters, coffee mills, etc.



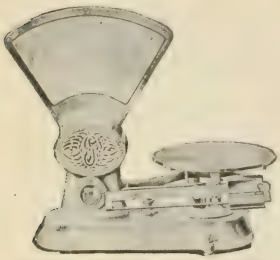
The Dayton Automatic Cheese Cutter.

Make sure of Your Christmas Trade—

Fast, accurate service is what the Christmas shopper demands. If you are trying to do without modern store equipment or if you are trying to make one machine do the work of two or three, you are handicapping your business in the race for trade.



The Wonderful Dayton Meat Slicer.



Low priced but big value Dayton Fan Scale.

The DAYTON is World-wide

Over 36 years' experience in the high-grade automatic scale business—a record approached by no other firm in the world—gives Dayton machines many exclusive and modern improvements. They are the highest quality manufactured. Sold on easy payment terms or discount for cash.

International Business Machines Co., Limited

FRANK E. MUTTON, Vice-President and General Manager.

Head Office and Factory, 300 Campbell Ave., Toronto.

Branches and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St John, N.B., and St. John's Nfld.

THE DAYTON IS MADE IN CANADA

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

The Largest Circulation of any Trade Paper in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., DECEMBER 15, 1922 No. 50

The Big "MARKET BASKET"

Our newest and best 5c package

"Better Than Candy"

(A Prize in Every Basket)

A faithful reproduction of a Market Basket, filled with the most delicious, honeyed and vanilla flavoured sugared Pop Corn, manufactured anywhere. A registered "Maple Crispette" Product, which in itself is a guarantee of "quality" and "purity."



Cut-out Show Card supplied to every retailer.

Cut-out Show Card supplied to every retailer.

This is one of the most wonderful lines ever offered to the trade. It will be shown on Bill Boards during 1923 everywhere in Canada. Supplied to the Trade by every first class wholesaler. The demand will be enormous. Orders already on hand are unprecedented. Wire your orders immediately at our expense for shipment on or before January 1st next, to insure you being able to supply the demand from Retailers.

Another new Line—Penny Balls on Elastic. Orders should be sent to us **at once**. We will make delivery in rotation of orders same day order is received.

MAPLE CRISPETTE CO., LIMITED, Montreal

FARLEY MYERS LIMITED, Winnipeg, Agents for Prairie Provinces
E. H. ROWNTREE & CO., Vancouver, " " British Columbia



This Valued Salesman

has earned a prominent position in the best of stores

THE hundred-pound Diamond Walnut sack is a familiar salesman to millions of consumers throughout the country.

It has been featured in our national advertising for years and means quality Walnuts.

Retailers everywhere display it prominently in their stores as a buying suggestion at the point of purchase. It reflects credit on the stores because of its reputation for containing quality Walnuts.

Your sales will benefit by the work of this salesman, if your customers display it and make it work for them. Urge them to feature the hundred-pound sack.

In addition to the active demand for Diamond Walnuts in the hundred-pound sacks, there is a steadily growing call for Diamond Shelled Walnuts in 8-ounce tins and 3-ounce glass jars.

Keep up your stocks of these popular year around packages. Our wholesalers, located in every market, will serve you efficiently.

Here's the Diamond Family

100 pound sacks
(Walnuts in the shell)

8 ounce tins
(Halves and Pieces)

3 ounce glass jars
(Selected Halves only)

RETAILERS—If your wholesaler does not have Diamond Walnuts he can get them for you quickly from Sainsbury Bros., Ltd., at any of their four branches.

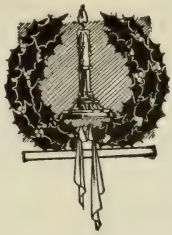
WHOLESALERS—Sainsbury Bros., Ltd., are the exclusive brokerage representatives in Canada for Diamond Walnuts. They will serve you promptly and efficiently from any of their four branches.

SAINSBURY BROS., LTD.:
116 St. Nicholas Bldg., Montreal, Que.
59 Upper Water Street, Halifax, N.S.
35 Front Street, E., Toronto, Canada.
Confederation Life Bldg., Winnipeg, Canada.

DIAMOND

DIAMOND California WALNUTS

Crackin' Good Walnuts





Be sure that your Xmas windows contain a good display of these popular lines.

Better Profits are knocking at your door.

Now is your opportunity to increase your winter profits through specializing in the well known BORDEN LINES

BORDEN'S St. Charles Milk
BORDEN'S Eagle Brand Condensed Milk
BORDEN'S Reindeer Cocoa
BORDEN'S Reindeer Coffee



Display these four leaders on your counters, draw your customers' attention to their all-round sterling merits, emphasize their economy particularly NOW because of the high cost of milk.

The Borden Co. Limited
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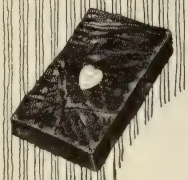
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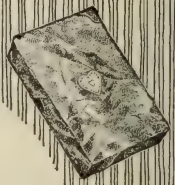


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INFORMATION WANTED

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105th Annual Meeting of Bank of Montreal

Sir Vincent Meredith, President, Takes View That on the Whole Trade Conditions More Satisfactory Than a Year Ago.

Sir Frederick Williams-Taylor, General Manager, Shows Necessity for Bringing Down Cost of Living in Canada—Reviews Features of Annual Statement.

At the annual meeting of the Bank of Montreal, Sir Vincent Meredith, Bart., the President, in his address, gave a comprehensive review of Canadian and foreign conditions, and said the outlook was for reasonably profitable operations in most lines of business.

Sir Frederick Williams-Taylor, the general manager, in dealing more particularly with domestic conditions, said that if Canada were to make the progress which they all hoped for it was imperative that taxation and the cost of living should be reduced to the level, at any rate, of that obtaining in the United States.

In referring to the Merchants Bank, Sir Vincent said:

"To the incidents connected with this transaction it is not necessary to refer, nor to the criticism it evoked, further than to say that, in my judgment, the prompt action of your directors, subsequently ratified by you, averted a situation that might otherwise have proved serious to the country at large, and secured the shareholders of that institution from losses greater than were suffered. It will interest you to know that the work of co-ordinating the staffs with a view to economies is proceeding with all possible celerity, and that the acquisition of the Merchants Bank is reasonably realizing the expectation of your Board. Under our own organization and with the economies that have been effected, the future gives promise of increased earnings."

FARMERS' BUSINESS

He expressed gratification at the fact that the government had embarked on an energetic immigration policy and continued:

"Statements have been made in the public press by uninformed people that debtors, especially in the West, are being subjected to undue pressure by the Banks, Loan Companies and other creditors. So far as this Bank is concerned, every consideration and great latitude have been given to debtors, who, through bad harvests or other mischance, have been unable to meet their obligations. This is and at all times has been the policy of the Bank, and never has that policy been more forcibly impressed upon our managers than during recent critical years.

"Banks are business, not benevolent, institutions. They are expected to pay their shareholders a reasonable return on their investment, which includes the Rest Account—the accumulation of many years—as well as the Capital of the Bank. The rate of dividend is not disproportionate to that investment and certainly has not proved so lavish as to encourage capital to seek the banking field. As a matter of fact, the distributions to shareholders in Canadian Banks is substantially less than that made by banking institutions in Great Britain or the United States."

SIR FREDERICK WILLIAMS-TAYLOR'S ADDRESS

Sir Frederick Williams-Taylor, the General Manager, in his annual address, dealt more especially with the affairs of the Bank and conditions at home in Canada. Sir Frederick emphasized particularly the need for a readjustment of living costs in the country, when he referred to the economic position of the Dominion. In this connection, Sir Frederick said:

"Canada's economic position is not satisfactory. How could it be satisfactory, with the whole financial world out of joint? As everyone is aware, our troubles have partly been the result of this universal condition; partly the result of the war. It is well, however, to bear in mind that our problems are largely of our own creation.

"Readjustment will come in time, for this is a country of virility and untold resources; yet one thing stands out signally, in my opinion, namely, that Canada cannot go ahead again as she should while taxation and the cost of living are higher in this country than they are in the United States of America.

"Canada is one of the best countries in the world to live in, to work in, to play in—in point of stability, security and comfort it is an earthly paradise as compared with Europe—but we must not stand still, and in order to progress the cost of living and taxation must be diminished; otherwise, we will fail to attract immigration; and improved conditions are largely dependent upon increased population.

"As to ways and means, they are obvious to all who reflect, and the necessity thereof is now being brought home to the heedless, by the pitiless but unerring teacher, necessity."

SOUND BANKING SYSTEM

In conclusion Sir Frederick stated that the manner in which Canadian banks generally had come through the agitating times since 1914 must be taken as evidence of the fundamental soundness of the Canadian banking system. There was reason to be thankful that no great commercial breakdown had occurred.

Senator Foster, in proposing a vote of thanks to the president, general manager and directors, said he was sure that shareholders would gladly join in a vote of thanks to the president, general manager, and directors of the bank. There were people, he said, who were under the impression that when they bought a share of bank stock in some mysterious way it found its way into the coffers of the bank, and proceeded without efforts on the part of anybody to earn as much, or more, than they could make the money earn themselves, but those who know anything of the business of the bank could appreciate that the statement that had been presented that day could only have been produced as a result of co-operation and splendid effort on the part of everybody in the institution.

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for

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CANADIAN GROCER

CANADA'S NATIONAL GROCERY PAPER

Vol. XXXVI TORONTO, DECEMBER 15, 1922 No. 50

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Publishers of Canadian Grocer, Hardware and Metal, The Financial Post, Druggists' Weekly, MacLean's Magazine, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, The Power House, The Sanitary Engineer, Canadian Foundryman, Canadian Shipping and Marine Engineering News, Canadian Automotive Trade.

Cable Addresses: Macpubco, Toronto; Atabek, London, Eng.
ESTABLISHED 1886.

CANADIAN GROCER

B. T. HUSTON, Manager.
J. L. WYCKOFF, Editor.
P. A. CRANE, News Editor.
H. A. WEBB, Associate Editor, Montreal.

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Isn't this a tea worth while selling?



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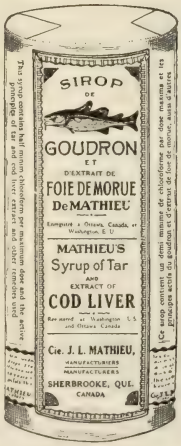
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SHERBROOKE - - - QUEBEC

CANADIAN GROCER

Vol. XXXVI TORONTO, DECEMBER 15, 1922 NO. 50

"Quality is Just as Essential in Groceteria"

E. F. Mason, Peterborough, Ont., Conducting Both Service and Cash and Carry Stores, Thinks it is Just as Important to Stock High Quality Goods in One Class of Store as in the Other—Makes Some Interesting Comparisons of the Two Ideas

MANY phases of the cash and carry grocery store or groceteria, its growth and development, its future, and its effect on the regular service store, were recently discussed by a representative of Canadian Grocer with E. F. Mason of E. F. Mason & Co., grocers at Peterborough, Ont. Mr. Mason for many years has conducted a service grocery on George Street in Peterborough. A few years ago he entered the groceteria field, opening his first store, operated on this plan, on the same street, but near the market, an ideal location from the standpoint of attracting people from the country and from all parts of the city, who make the market a regular call on Saturdays, and sometimes at midweek. Farmers particularly, have taken advantage of this store. Since then, however, he has opened three other groceterias, one in the south end of the city, another in the north end, and a groceteria department in the main store.

Has to Buy Carefully

"The retail grocer," began Mr. Mason, "is a public servant. It is his duty to distribute food stuffs to the people. He must do this as cheaply as possible, but this cannot be done without careful buying, nor with a highly specialized service. One of the things that induced me to enter the groceteria field, was the advantage that I might enjoy in buying. By way of example, for a certain canned product I have to pay the wholesaler 59c. per doz. more than I do to a broker, from whom, by purchasing a greater quantity, I get the lower quotation. In this way, one of the profits in the process of distribution is eliminated, and the consumer gets the benefit.

Will Not Supersede Service Store

"The public have taken kindly to the groceteria idea, but it will never supersede the service store. Operating a groceteria has many advantages, and again there are points in the service store that recommend themselves above all others. The unreasonable demands for delivery constituted commendable cause for adopting the cash and carry idea in my business. There are some people who want service and are entitled to it. The other class is always looking for something for nothing, and these people are the bane of the life of the service grocer. The groceteria does away with a lot of bad accounts, and the people who are worth while holding, are retained at my service store."

"Does not the groceteria idea eliminate salesmanship, and the opportunity to increase sales on the part of clerks, as is possible in the service store?" the Canadian Grocer representative asked Mr. Mason.

Too Few Salesmen

"I am afraid there are too few salesmen in grocery stores to-day," he replied. "Too many clerks are mere automatic machines handing out goods. Salesmen who understand the goods and are able to explain them to customers are very valuable. Display is the big factor in salesmanship in the groceteria. There is little in the way of introducing and suggesting new lines in a store of this kind. Everything, however, is out before the public, and a tempting array is the magnet that draws sales."

"Is as much attention paid to quality in the cash anad carry store as in the service store? Is it not a fact that the transient nature of the trade of a groceteria makes it possible to put quality second to a price consideration? The intimate interest of the grocer in his customers is lacking," commented the Canadian Grocer.

Quality is Essential

"I think quality is just as essential in the cash and carry store as in any," Mr. Mason replied. "True it is, there is not so much attention given to specialties, but as far as our stores are concerned, no inferior goods are carried. We are carrying the same quality goods in all stores, service and groceteria alike.

"The cost of doing business on the cash and carry idea is only about five-eighths of the cost of doing business in the service store. Before we adopted the new plan, there was an endless amount of detail encountered in our efforts to give the best possible service. Are the orders put up right? Are they reaching the customers on time? Has the bill been put through the office? Did it get into the right account? When are we going to get the money for it? These are some of the questions that many times during the day confront the service grocer. In the new way the consumer comes in, chooses her own goods, presents them to be wrapped, pays for them, and that is the last of the transaction.

"On the other hand the service grocer takes a more personal, friendly interest in his customers, that is denied the groceteria man. In the service store, there is a certain pleasure in buying for your customers, in showing them new lines, and interesting them in products never before tried. The attitude of the customer towards the service man is much like this: 'He is my grocer. He knows just what I get, and I can depend upon him to give me the best.' That is the sentiment that often retains business for the regular grocer, while in the groceteria, trade is retained chiefly on a price basis."

Arrangement of Merchandise

As outlined above, display is an important factor in the success of a groceteria. Mr. Mason's method in his stores is to place goods according to demand. He had arranged his merchandise in this order—1st, staples, 2nd, extra staples, 3rd, specials, and 4th, extra specials. The things people buy every day are first in the layout, then follow the lines they buy less frequently, but oftener than the specials and extra specials. This is the plan, according to Mr. Mason, that works to the best advantage, and achieves the best results.

Customer Sees Higher Prices of the Service Grocer in a New Light

Comment That a Certain Article Can be Purchased Cheaper at the Self Serve or No Delivery Store is Met With a Comparative Statement That Results in Retaining This Customer's Trade

WHEN a customer tells a merchant that his price is too high, that she can purchase the same article two, three or four cents less at a chain self-serve or other store, what comeback has that merchant?

For instance, she says she can buy potatoes at the other store at 10c a bag less than her grocer is quoting. Is there any chance for the merchant retaining this business, or must it go to the self-serve or no-delivery store?

Most people naturally buy in the lowest market, quality considered. If, therefore, potatoes are quoted 10c less by one merchant than another, the business is going to gravitate to the former unless he has something more to offer than mere price.

A Case in Point

Here is a case in point; a customer was purchasing a certain brand of meat sauce from her grocer. He quoted her 35c for the bottle.

"But," she said, "I can buy this same bottle at Blank's for 31c."

What is your answer under the circumstances. There can be possibly no difference in the quality as both are of the same brand and put up by the same firm. They are exactly the same size.

This actually occurred in a grocery store not long ago. The merchant's answer was this: "All right, madam, I'll sell you this bottle for 31c. It will, of course, be necessary for you to carry it home and to pay me cash for it just the same as you would do at the other store."

This happened to be a new point of view for that particular customer and it made her think, with the result that she is again giving practically all her business to that grocer.

Sees It In a New Light

In another case a woman stopped at this merchant's door with her limousine. Her chauffeur was driving. She wanted a bag of potatoes. The merchant quoted the price of 90c.

"Oh, but last time I bought potatoes at Blanks I only paid 80c for them and I know I can get them for that price now."

The retailer's reply was somewhat as follows: "Yes, but do you realize that your chauffeur had to go into the store and carry out those potatoes, put them in the back of your limousine, where no doubt the carpet became dirty from the sack and where you had to sit with them all the way home. Also he had to carry them from the car into the cellar.

"I can sell you a bag of potatoes on the same basis, but do you really think that it is worth 10c to have your car mussed up, and to have a sack of potatoes beside you on your way home, and to put up with the other inconveniences you had to in the case of the lower price?"

The customer eventually pointed out that she had never before looked at the matter in that particular light. It was new to her, and it undoubtedly was reasonable. She is today a steady customer of this merchant. The same dealer has discussed the service matter along practical lines with his other good customers, and although six months ago he found that business was slipping away gradually to stores offering lower prices, he says it is coming back again gradually and he is well pleased with the results from the use of his brain-power.

Retail Grocers Are Asking for Better Graded Apples

Montreal. (Special). — The retail grocery trade wants better graded and better packed Canadian apples. If this cannot be achieved by the Eastern growers, the buyers will look elsewhere for their supply. Now that the harvest season is over and the short-lived demand for barrel apples and bulk apples is finished, the grocer looks for fancy fruit attractively packed to tempt his customers, particularly for the Christmas trade.

Most Progress in the West

If this supply cannot be obtained in Eastern Canada, Eastern grocers will buy fruit grown and packed where more attention is given to marketing. The retail grocery trade is of the opinion that, from November on, boxed and carefully graded apples are the most profitable to handle. As a local grocer said to a Canadian Grocer representative: "Some of the finest grades of apples grown in the world come from the province of Quebec and yet in Montreal I cannot get a uniformly graded box of Quebec apples. The result is that when I buy ten boxes of these apples I must open every box, count the apples, and then figure out my price per dozen by the cost of the box and the number of apples it contains. Seldom do two boxes contain the same number of apples and their size varies considerably.

"I doubt if there is a more delicious apple in the world than the Fameuse grown in this province and yet I cannot find a box of them that is attractively packed or properly graded. Is it therefore any wonder that we grocers prefer to buy British Columbia apples or apples imported from the United States which are uniformly packed and properly graded?"

Good Apples Exported

The general complaint of the local grocers is that all the finest quality apples grown in this province are exported and that the volume of apples offered here are of second quality or else so carelessly packed that they do not keep. The demand for boxed apples is noticeably heavy this year although both retail and wholesale merchants agree that the cost is higher than for barrel apples. Nevertheless the grocery trade is emphatic in the demand for better grading of Canadian apples.

Must be Properly Labelled at the Beginning of Year

The regulation covering the proper definition, composition and labelling of various kinds of soft drinks which was issued by the Department of Health in March, 1921, the enforcement of which was deferred, comes into force on the first of January next. This regulation calls for the declaration on the labels of all sealed packages, giving the capacity of the package, the coloring and preservatives used. This applies also to unfermented wines and cordials. The word wine in this instance is a misnomer for the reason that wine to be a wine must be produced with fermentation from the juices of the various fruits. Therefore when such wines or cordials are made from flavoring or synthetic extracts, it is necessary to declare upon the main label the words, artificial, imitation, or substitute, in type of the same size and visibility as the name of the beverage.

The Deputy Minister of Health extended the enforcement of this regulation until January 1, 1923. Stocks of beverages on merchants' shelves on the first of January next will be expected to comply with this regulation, according to H. J. Dager, Toronto, inspector for the Department of Health, Ottawa.

ARE SAID TO HAVE VIOLATED THE WEEKLY HALF HOLIDAY ACT

Edmonton, Dec. 7.—Some twenty-nine names of stores which are alleged to have violated the weekly half-holiday act recently have been taken by the city police, says Mayor Duggan. No summons have been issued, however, in view of the attempt being made to reach a settlement of the dispute between the merchants and clerks.

The mayor states that the stores now on the list of those due to be summoned were in the centre of the city, in addition to the South Side, North Edmonton, and Calder. The police report that quite a large number of stores remained closed.

Freight Charge to Montreal From Malaga, Spain, Three Times Rate to New York

Exporter in Malaga Makes Complaint to Canadian Grocer and Investigation Shows That the Rate Charged Was an Inexcusable Mistake—Same Rate Prevails as to New York

AN exporter in Malaga, Spain, writing to Canadian Grocer, under date of September 24, on the question of Canadian freightage, says that the rate of freight on dried fruits from Malaga by direct steamers to New York is Pesetas 45, per ton of 1,000 kilos. In July last, when packers on the Spanish market were making calculations for quoting to Canada on almonds, raisins, figs and other dried fruits, he continues, the rate of freight by direct steamers to Montreal in September and October was calculated 60= per ton of 1,000, as it was calculated that a C.P.R. steamer would call, and the C.P.R. agents in Malaga quoted that rate.

"The time for shipment having arrived, no C.P.R. steamer is now advertised," the letter reads, "but the S.S. Canadian Hunter is in port, and the rate of freight has been fixed at Pesetas 130 per ton of 1,000 kilos, that is to say three times as much as direct to New York. Where shippers have sold to Montreal, they stand the loss. Where sales have been made f.o.b. Malaga, receivers stand the loss. But in any case, it places Canadian grocers at a disadvantage in competing with New York jobbers. They cannot buy as cheaply as New York jobbers can. Sales must carry the burden of this heavy rate of freight, and the disadvantage is obvious.

"Moreover the Malaga agent of the S. S. Canadian Hunter refuses to admit any routing of interior traffic from Montreal, other than by the Canadian National Railway. Therefore neither shipper nor receiver is free to route inland traffic by Grand Trunk, C. P. R. or even to leaving the routing free, for bills of lading bear a huge stamp across them, stipulating the route by which interior traffic is to move. This sort of capricious handling of merchandise can do no good to Canada nor to Canadian steamship lines. It simply provokes merchants and packers into ignoring Canadian direct steamers, and routing the traffic via U. S. A. ports."

Editor's Note.—Taking this matter up with the Canadian Pacific Steamship Co., with the Canadian Government Merchant Marine, and with the Redford Co., Canadian Grocer learned some interesting facts in connection with the above.

R. W. Gowans, general manager of the Atlantic Freight Traffic of the C. P. R., had already heard of this instance, and had discussed it with the Canadian Government Merchant Marine. He stated that in the future shippers from Mediterranean ports would have no difficulty in routing their freight as they chose.

Mr. Thompson, export freight manager of the Canadian Government Merchant Marine, Montreal, claimed that the freight charge of 130 pesetas per ton was an inexcusable mistake on the part of the agents in Malaga. The C.G.M.M. have a strict and firm policy, he pointed out, of meeting the rates of any ocean freight steamship company from Mediterranean ports to New York in their traffic from those ports to Montreal. In other words the freight rates which apply from Mediterranean ports to New York can be relied upon to be the freight rates from the same ports to Montreal. He cannot understand how the rate of 130 pesetas per ton was charged when previous to the above shipment the agents in Malaga had been instructed

(Continued on page 18)

CANADIAN FOODS ON EXHIBITION AT BRITISH INDUSTRIES FAIR

London, Dec. 13.—An exhibition of foodstuffs prepared by Canadian manufacturers will be a feature of the British Industries Fair, which will be held concurrently in London and Birmingham, early next year, says the monthly circular of the American Chamber of Commerce in London. The exhibits, which will include canned goods, breakfast foods, and dairy products, will be prepared with a view to popularizing Canadian foodstuffs in Great Britain.



An attractive and artistic window display of Christmas lines, recently put in by A. A. Fournier, Ltd., Ottawa, Ont. Fancy biscuits in full tins, figs, candies, peels, raisins, currants, flour, shortening and bottled fruits and wines are some of the articles shown.

Printer's Error in This Advertisement Leaves Butter Out of the Christmas Cake

EDITOR, Canadian Grocer:

I wonder if anyone reading the Fall Number of Canadian Grocer got into the same trouble that I did? I refer to an advertisement of Bradley's giving the grocers the suggestion that the publication of a good Christmas cake recipe had proved successful in attracting additional Christmas business. Thinking that was an original idea, I decided to mention it in our advertisement this week. This afternoon a lady customer came in and, referring to our interesting ad., said: "Did you ever hear of a cake without butter and whoever told you that that cake with two tablespoons of mace made a good cake must have been under the influence of dandelion wine, because a cake like that would poison a pup."

I give you my experience in this matter for what it is worth for, alas, I am one of those unfortunates who can't tell a good recipe from a poor one.

S. J. J.

Editor's Note:—The ad. referred to in the above letter was one of a group of three published in the issue of November 3, and were chosen from a number of others because they were good examples of Christmas advertising. Thinking that perhaps the omission of the butter from the recipe was a typographical error, we wrote Bradley & Son and the following is their reply:

Recipe in Much Demand

Editor, Canadian Grocer:

We regret exceedingly that you should have reproduced our advertisement with Christmas cake recipe in which a printer's error had occurred. We enclose our advertisement which appeared the following day after the one you reproduced had appeared.

The correct recipe is a good one—customers tell us they have used it in preference to their own, and are delighted with the quality of the cake produced. We have published this same recipe for years. Customers cut it out and send in for the exact quantities mentioned in the recipe of fruits, spices, etc.

One year we did not publish the recipe quite as early as some customers thought we should, with the resu't that we received requests for its publication.

We trust that this explanation will clear up the error and put right the merchant who wrote in. It shows how carefully the pages of Canadian Grocer are read for ideas, when an error such as this is discovered.

Yours truly,
BRADLEY & SON.

St. Catharines, Ont.

BRADLEY'S
COMING-OF-AGE
1899 — Anniversary
Year—1920

Bradley's Christmas Cake Recipe

We are much indebted to a customer who pointed out a serious omission we made in our Christmas cake recipe published in yesterday's advertisement.

By the way, the lady has used this Bradley recipe for years and recommends it highly.

We repeat the recipe today. Note the correction.

CHRISTMAS CAKE RECIPE

2 lb. raisins.
2 lb. currants
1 lb. peel.
1 lb. dates.
1 lb. yellow sugar
1-4 lb. almonds.
1 lb. flour.
2 tablespoons mace.
1 tablespoon cinnamon
2 grated nutmeg.
12 eggs.
1 pound butter

Dissolve one teaspoon soda in a little hot water and add just before putting in the fruit

Bake three hours or more

Bradley's Two Stores

204 ST. PAUL ST.
78 ST. PAUL ST.

Reproduction of an advertisement by Bradley's, St. Catharines, Ont., in which a printer's error is corrected, reference to which is made in an article in this issue under the heading "Printer's Error Leaves Butter Out of Christmas Cake."

FREIGHT CHARGE

(Continued from page 17)

that the freight rate would be 40 pesetas.

Mr. Thompson also claims that they will route any freight carried by their steamships from Montreal over any railway which the exporter may designate. However if no special routing is mentioned, it will be made over the Canadian National Railways.

Trade Inquiries

704. **Flour and codfish.**—A broker in Havana, Cuba, wishes to obtain Canadian connections for the purchase and sale of Canadian flour and codfish.

705. **Flour, hay, etc.**—A Havana (Cuba) importer of Canadian fish wishes to receive offers of other Canadian foodstuffs, particularly flour, hay, oats and potatoes.

706. **Flour, potatoes and condensed milk.**—A well-established Canadian in business in Cuba would be pleased to have offers of Canadian foodstuffs for sale in his area. Particularly keen for offers of flour, potatoes and condensed milk.

707. **Flour and potatoes.**—A broker in Havana, Cuba, wishes to supplement his fish representation with Canadian flour and potato representation.

708. **Hard wheat flour.**—A firm in Havana, Cuba, wish to form a connection with a Canadian exporter of hard wheat flour, in a position to compete with American offerings.

709. **Hard wheat flour, potatoes, etc.**—An established foodstuffs importer in Cuba wishes Canadian offers of hard wheat flour, potatoes, hay and oats, and preserved fish.

712. **Hard wheat flour.**—An English broker in Havana wishes to secure a Canadian connection in hard wheat flour.

717. **Potatoes and codfish.**—A firm in Havana, Cuba, wish to represent Canadian firms on a brokerage or commission basis for potatoes and codfish.

718. **Potatoes.**—A firm in Havana wish to buy potatoes outright from a Canadian source that will guarantee regular supply during the shipping season up to 8,000 barrels per week. Will pay cash for such shipment in New York through their New York branch.

719. **Codfish, potatoes, etc.**—An established broker on the Havana Produce Exchange is anxious to arrange connections with Canadian exporters of codfish, potatoes and preserved vegetables, also for wrapping paper.

720. **Canned salmon, lobster, jams, etc.**—A large firm of importers in Ghent, Belgium, established 1912, desire offers of canned salmon, lobster, jams, fruits and oats.

723. **Salmon.**—An Edinburgh firm desire quotations on pink and red salmon, in order to act as agents on commission basis.

724. **White granulated sugar.**—A large Danish import concern are anxious to get in touch with Canadian sugar refineries. Exporters are requested to send terms prices and all particulars.

Keeping Windows Clear of Frost

Merchants in All Parts of the Country Are Now Confronted With One of Their Worst Annoyances—Every Precaution Should Be Taken to Prevent the Freezing of One of the Most Valuable Advertising Assets the Store Has

NOW THAT the winter months are at hand grocers in all parts of the country are faced with the old trouble of window freezing. As this is one of the worst annoyances the grocers have to contend with in the winter, every precaution should be taken. Windows that are covered with frost are as bad as no windows at all and, realizing this, a number of merchants in different parts of the country have asked Canadian Grocer for pointers on the art of keeping the windows clear. Herewith are presented some tips which the grocer who is troubled with frosted windows might find useful:

The method usually advised to prevent the deposition of moisture and frost on the window-panes are the employment of double windows, or the coating of the glass with some one of the various liquids which have been recommended for the purpose. Another very efficient measure is said to be a small fan, so placed as to blow directly upon the glass.

Some years ago a correspondent of the "Scientific American" reported to that journal a number of experiments he had made to remove ice or congelation of water from window-panes. He placed the efficacy of the remedies he employed in the following order:

Remedies Tried and Tested

(1) Flames of an alcohol lamp; (2) sulphuric acid; (3) aqua ammonia; (4) glycerin; (5) nitric acid; (6) hydrochloric acid; (7) benzine; (8) hydriodic acid; (9) boric acid; (10) alcohol; (11) cobalt nitrate; (12) infusion of nutgalls; (13) tincture or solution of ferrous sulphate.

Some years ago H. F. Ruhl, of Manheim, P., read a paper before a State association in which he declared that the only really effective way to avoid window frost was to have the window properly constructed in the first place, and to use suitable methods of heating and lighting in the second. He had remodelled his window in accordance with his particular ideas. To quote a portion of Mr. Ruhl's paper:

"It is a well-known fact that where illumination is produced by kerosene, gas, or gasoline, the condensation of moisture on the glass is worse at night. This shows that illumination has something to do with the frost on the window. Heat supplied from a stove, a hot-air furnace, or a steam boiler also causes more or less condensation of moisture.

"In the writer's store the window is left open at the back, except that a mirror back is used; this is 30 inches high, is hung on a Pullman car spring sash balance, thus permitting it to be raised or lowered at will. At night, when the temperature ranges somewhat lower, the mirror back is raised, thus admitting warmed air to the bottles of the window and entirely preventing frost during the night. The store is heated with a hot-water heater. With this heat the radiating surfaces do not become so hot as with stove or steam heat and there is no doubt that hot-water heat is a strong factor in preventing frost on the window. The store is lighted with electricity, and this, because of the absence of an open flame, is without doubt another factor in preventing frost.

"'The proof of the pudding is in the eating,' and here's the proof of the store with the frost-proof windows: The writer's windows were entirely free from frost during the past winter, while the windows of the other stores in town were covered with frost for months at a time."

Results of Research

Quite a formidable list of glycerine and soap mixtures are employed for the purpose of preventing the condensation of moisture on the screens and windows of motor cars. During the war one of the Research Committees of the United States investigated the subject anew with the object of finding out the best "anti-dimming" preparation for gas-respirator eye-pieces. The official formula is as follows:

Sulphonated castor oil (85%)	100 parts
Sodium hydroxide	15 parts
Water-glass syrup	5 parts
Paraffin oil (heavy)	5 parts

The following two formulae are improvements on the above:

(1) Sodium salt of 65% sulphonated rape oil containing 35% water	100 parts
Sodium hydroxide	20 parts
Water-glass syrup	5 parts
Glycerin	3 parts
"Marine" oil	3 parts

Dried to form a solid stick when compressed.

(2) Potassium salt of 62% sulphonated cotton oil containing 38% water	100 parts
Sodium hydroxide	15 parts
Water-glass syrup	3 parts
Glycerin	3 parts
"Marine" oil	3 parts

Dried to form a solid stick when compressed.

The "marine" oil referred to is heavy paraffin oil. The surface of the glass is first polished until clean and dry, then a little of the composition applied, rubbed in with the hand, and polished off with a soft rag until the surface is clear.

Were Conditions of Storage Responsible for This Trouble?

London, England.—Ten or welve persons have died recently in England and Scotland recently from what is said to be botulism or food poisoning. The Daily Express has discovered that cans of food are being brought into the country from the war dumps in France, "reconditioned" and sold for human consumption. Dealers who have examined samples of this food declare that in many cases it was fermenting to such an extent that the tins bulged with the gases inside. In one instance a consignment bought for the feeding of cattle was afterwards sold to retail grocers at cut prices.

The head of a preserved provision house said that much of the stuff already brought over is six and eight years old, and unfit for food. There are in a dump near Paris something like 200,000 cases of tinned tomatoes. The whole dump was bought by an English firm, who sent their agents over to inspect the stock. Only 22,000 of 200,000 cases were found to be in decent condition. The firm, therefore, cancelled the contract. Tins of these tomatoes are, however, still sold, and some of them have come here. A recent case of botulism was said to have been caused by the eating of tinned tomatoes.

A consignment of many thousands of tins of salmon arrived recently invoiced as high-grade red salmon. A prominent firm obtained samples, but the stuff proved to be low-quality fish in poor condition, and they refused to purchase it. The whole consignment was then sold to be grated up and made into fish paste.

Energetic action is being taken by the minister of health, and rigorous punishment is threatened for persons who distribute tinned food unfit for consumption.

An attempt to dump large quantities of unsound canned meat from the Continent into England by disguising the

(Continued on page 21)

What is Usual Gross Profit on Sugar?

Grocer Seeks Information as to Profits on Certain Staple Commodities—Another Merchant Seeks Selling Talk for Oranges by Way of Advertising Their Vitamine Properties

By HENRY JOHNSON, Jr.

HENRY Phillips continues his queries:

Is it a fact that in Pasteurized milk the vitamines are destroyed and if oranges are given to children, the lack is supplied? If you can answer in the affirmative, please write on a separate sheet so I can put it in my orange window and have a copy made for theatre slides. How do you pronounce vitamines, anyway? I am kind of scared of the word!

I referred Mr. Phillips to the University, right at hand. Pasteurized milk is heated to 165 degrees only and that may not destroy vitamines; but the university people anywhere can tell this, I believe; and it is worth while for a grocer to know.

But there is no doubt that oranges are rich in this essential food element. So are tomatoes, canned and raw, but particularly raw. So are raw potatoes. Raw potato juice, or finely grated raw potato is a specific for scurvy. Men literally rotting away with the disease recover so rapidly as to seem miraculous—in seven days or less in many cases. Practically all fresh fruits and vegetables carry vitamines. Hence their great wholesomeness and food value.

Pronounce vy-ta-meens, I believe.

Do you notice that Mr. Phillips wants to put the information in his window and on the movie screen? He does not hide his light under a bushel. Looks like a good, live, wakeful idea to me.

From New Brunswick comes this:

Canadian Grocer:

Gentlemen:—Could you give us a fair idea of the gross profit usually obtained by grocers and general merchants on the following: Sugar, in 100 pound bags and weighed out in small lots; rolled oats and other cereals weighed out, also in packages; spices and baking supplies in packages; salt pork and beef weighed by the pound; molasses and vinegar, kerosene oil. Our competitors are in the habit of selling some few staple goods, especially sugar, at practically no profit. Sugar now costs us $8.12 delivered and they sell it for $8.20. Is it good business for us to meet their prices or let them have the sugar trade? They have an advantage, being also in the dry goods trade on which, no doubt, they make up the loss, while we have only groceries, flour and feed.

These conditions will be recognized as generally prevalent by every retail merchant, and my answer to this man was thusly:

In general, I can say that sugar in 100 pound bags should pay about 25c per bag, regardless of the market, but I have known grocers to handle it for 5c the bag. Further, one grocer I knew who followed out this plan was a busy, successful man who expressed himself as perfectly satisfied with his margin on sugar. Years ago, after a long period during which the wholesale grocers of Toronto had handled sugar without margin, they agreed to make 25c. the barrel, which was the customary unit of sale those days. Shortly afterwards, one of the most prosperous and progressive among them expressed the opinion to me that they would be better off if they made no money on sugar.

I referred my correspondent to the Harvard Bureau of Business Research, Cambridge, Massachusetts, for a list of its bulletins on the grocery trade. The entire collection, issued to date, will cost around $5 to $8, and—provided he reads them attentively—they will be worth many times the cost.

Then there is "Profits in Prunes," issued by California Prune Association, San Jose; the Orange Book, issued by California Fruit Growers' Exchange, Los Angeles; and "Apple Money is Easy Money," issued by Wenatchee District Co-operative Association, Wenatchee, Washington—all free for the asking, and all good if read carefully.

I hope to have some more specific studies on right margins for the various grocery staples put into booklet form and ready within the next few months. But let it now be noted that because a staple is sold for a price that does not return cost plus the average expense it is not necessarily unprofitable. For, if it be conceded that certain items cost more than the average to handle, it must logically follow that certain others cost less. That is true. How much less, in varying circumstances, environments, character of service rendered and other factors, must be ascertained by detailed analysis in each store.

Merchant Must Do His Own Analyzing

The best any treatise can do is give general, average conditions and draw conclusions therefrom, also on averages. Specific instance may be cited for illustration; but the use thereof depends on the reader's ability to apply the reasoning to his own business, having in mind all factors and their variations. I hope that all this may be facilitated by my book when ready.

This correspondent is a Canadian co-operative concern. As such, it interests me specially on general principles. But this is additionally interesting because, while evidently able to show a profit, the manager seems to lack ability to make a clear statement of conditions. For example, he writes:

The following is a report of our last year's work. We would like to have your opinion on it:

The first figures submitted are these: Total sales, $41,898.25; gross profit, $3,150.02; net profit, $2,431.23.

Then follow these figures:

	1874.93
Wages	82.00
Insurance	90.47
Int. & Disct.	470.46
Mangrs. Salary	1.210.00
Office help	22.00
Average stock on hand	2,500.00
Real Estate	3,645.00
Accts. Receivable	5,399.45
Cash on hand	1,300.00
Profit for year	1.141.66

Then comes this:

Total General Expense, including salaries, wages, etc...	1.949.55
Bad debts written off	170:65
Depreciation, Real. Estate	200.00
Average Gross profit	.7%
Capital Stock paid up	4 570.00
Bills Payable	5,600.00
Accounts Payable	2,836.44

We also shipped over 5,000 barrels of apples, giving a profit of $835.73.

Finally:

Total net profit on everything	1.8%
Expenses and salaries	3.3%
Net profit on merchandise, not including expenses and salaries	5.8%

Apparently Makes Money Anyway

I confess that I cannot make these figures dovetail. Maybe the rather vague use of the word "net" is partly to blame. Obviously, there can be only one really net profit; that means what is earned, net, in total or percentage, on sales. Obviously, too, there can be only one net earnings; the sum earned, stated in total or percentage, on the running investment. Yet here we have a variety of figures.

If we assume that the first three figures state a final fact, then we shall have to add the $835.73 for apples. That will yield us earnings of $3.266.96: If we figure that against capital stock of $4.570, we shall show yearly earnings of 71.48 per cent. plus, or nearly 71½ per cent. If we take the $3 266.96 and de-

duct the stated total of expenses, $1,949.55, we shall have left $1,317.41; and that would show 28.8 per cent. plus on capital. Either showing would be satisfactory, though the first should seem to be preposterously unlikely.

Again, if we take the first stated "gross profit," $3,150.02, as being inclusive of everything and from that deduct the stated total expenses, $1,949.55, we shall have $1,200.47. Figure that against the total of all investment in the business, which appears to be $12,844.45, we shall show capital earnings of 9.34 per cent. plus. Again, that would be a good showing.

I might go on showing other combinations, but we would progress no farther that way. If my friend had actual earnings, on sales, of 1.8 per cent., in 1921, he made a good showing. We may sense how good it was if we recall that many merchants in all lines went broke last year. We can go further than that and say that if he can make 1.8 per cent. regularly, year by year, he will make a good showing. Therefore, if this statement is accurate—I mean if he is actually making 1.8 per cent. net on sales now—he thereby shows that he is coping with competition and other business problems successfully.

But I should like to have further explanatory details—if what I have written indicates to my friend that he needs anything further.

How to Display Prunes, Etc.

Here is a suggestion that may be worth while:

I have read your articles in Canadian Grocer for four years and must say any man in the grocery business can get a "head full" of good things if he will take the time to read them—and then put them into practice in his business. It would be a small investment with large returns....I notice somebody asked for a suggestion for a suitable display container for prunes. Here is my system: I buy three gallon display jars with covers. This size will hold nearly a 25 pound box of prunes, 'cots or peaches. They cost about $1.75 each. Set on counter. Keep full and you will have real results.

That's a fine idea and simple to put into execution. Of course, the jars must be kept clean. I do not say "cleaned occasionally." I say kept clean. That means daily work. But that's the way to fill odd moments profitably, keep everybody from getting bored, and it's the way to make money in your business.

WERE CONDITIONS OF STORAGE RESPONSIBLE FOR THIS TROUBLE?

(Continued from page 19)

tins has been discovered by the sanitary authorities of the port of Dover.

A consignment of more than four tons of contaminated corned beef, sufficient to spread illness among a multitude, has been seized at Dover and destroyed. Markings on the tins showed that the beef had been canned in July, August and September, 1918, but the cases had been relacquered recently.

Editor's Note:—Undoubtedly the conditions under which these canned goods were stored had a great deal to do with the trouble. There is a lesson to be learned from the above which every retailer and wholesaler should give much consideration. Those having canned goods in stock should pay particular attention to the storage and see that everything is in proper shape and that no damage can result from overheating or excess moisture. In another section of this issue are suggestions on the better storing of canned goods.

HALF HOLIDAY QUESTION A LIVE ONE IN EDMONTON

Edmonton, Dec. 13.—Edmonton is in the middle of a hot battle between the retailers of the city and their clerks over the question of a compulsory weekly half holiday. The retailers won the first round in the fight when they got the council to suspend a clause in the city charter providing for the half holiday on Wednesdays or Saturdays. The clerks won the next engagement by getting an order from the supreme court quashing the action of the council. Now the merchants have replied with another legal action, in which they are asking the courts to declare the whole clause in the charter illegal and beyond the proper powers of the Alberta legislature to place in the city charter.

Choicest Christmas Goods From Many Lands

Because we planned ahead we are able to again supply you with our customary high-quality fresh food products from all over the world to grace the Christmas table. Here are a few of the leaders:

Currants From Greece—In spite of the trouble in the East, we have our usual supply for your Christmas Baking, fine quality, 3 lbs——c.

Sultana Raisins — We were fortunate in getting a limited quantity of a shipment sent out from Asia Minor before Smyrna was captured. Extra quality, 3 lbs.——c.

Almonds, Walnuts, Filberts, etc. — You need sound, fresh nuts for the Christmas baking. Stale nuts are dear at any price. Our supplies are exceptionally good this year.

Peels—Lemon, citron and orange, all of the very best. Your Christmas cake should have no other. Per lb.—c.



Seeded Raisins—We stock only 2 brands, both recognized as leaders. Our finest seeded sells at—c. per carton, or 3 for—c.

Mincemeat—Made by one of Canada's best mincemeat houses—spiced just right. The thing for the Christmas pie. Per pkg. —c.

Plum—Puddings—If you do not want to go to the trouble of making your own, we have an exceptionally fine line made by——. Per lb.——c.

Candy--An attractive box of candy makes an ideal finish to the Christmas dinner. See our display of——. Three different prices.

Malaga Grapes and Nuts in Shell—For the little folks, between meals. Also Figs, Dates, and dozens of other lines.

For the Christmas Tree--Nuts, Oranges, Crackers, Candy, Dates in packages.

The Earlier You Shop

The Better the Service

JOHN BROWN & SON

77 Main Street Telephone 272

Another suggestion you may be able to adapt for your Christmas advertisement in the local paper.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.

Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI. DECEMBER 15, 1922 No. 50

Now It's Bacon and Cheese

IS GREAT BRITAIN falling behind as a meat eating nation? Is the famous roast-beef dinner of the Englishman on the wane?

According to "Field" a publication printed in England, and a paper of exceedingly high standing, this is the case. Referring recently to the Nation's Food Exhibition held in London, it pointed out that raw beef and mutton appeared to be totally unrepresented in the vast building. Although this was largely due to the special aims and conditions of such an exhibition, "Field" maintains it has a further significance. It declares that the upper and middle classes in Great Britain have ceased to be meat eaters to an extent which would probably shock their ancestors could they return to share their repast.

The reason given for the change is partly on account of the widespread gravitation to town or indoor life, and partly to a less formal and pretentious style of entertaining; also to a large extent by the needs and consequences of the War. At a time when beef and mutton were hard to secure the Englishman learned to appreciate more the sustaining power and character of good cheese and bacon, and became skilled in the preparation of dishes from these and other easily procured products.

"Field" also made reference to Canada's grain display at this exhibition and the great wheat crop which has been harvested during the past season. It asked the question as to how many of the non-agricultural public know that on the figures given, the produce per acre of the Canadian farm in this exceptional season is barely two-thirds of the average British output?

No doubt this is due to intensive farming in the Old Country which has not reached the same stage in Canada, a comparatively new country.

Advertisements Lack Interest

GLANCING through the advertising pages of the daily and weekly newspapers, and judging by the sample of advertising copy contained therein, one is almost inclined to ask, what is the matter with the retail grocery business?

The majority of advertisements are nothing more or less than a price list and are apparently written with the object in view of conveying to the mind of the reader one of cheapness irrespective of quality. Occasionally one will run across an outstanding example, where the merchant has endeavored to make the advertisement something more than a list. He has said something interesting which cannot help but hold the readers' attention and create in them a wish at the same time to know the store and the merchant more intimately.

But the bulk of the advertisements are decidedly lacking in originality and interesting selling talk. The typography may be a little different and the size of the space vary, but after all the almost deadly sameness and the apparent mad rush to sell goods cheap can hardly escape observation. This form of publicity lowers the standard of business, and leaves the impression on the mind of the reader that the retail grocer is almost anything but a real merchant.

The ideal advertisement and the real business getter is one which tells the story of the goods in an interesting way, leading the reader on to the point where the desire to obtain some of the goods is created.

Expulsion of the Greeks

A RECENT report from Constantinople indicates that the Kemalists are preparing to deport the Greek and Armenian inhabitants on the Mediterranean and Black Sea coast lines. Recognizing the fact that the Turk is not considered, at least on this side of the world, a business man, and that practically all of the export business in Turkey has been conducted by the Armenians and the Greeks, Canadian Grocer finds a diversity of opinions as to the probable effect on importations to this country of Turkish dried fruits.

One opinion is expressed that the Turks will continue to carry on business with the world at large, and, although as a rule the Turks have not been known in international commerce, they are ably qualified to conduct business. They are considered by men who have done business with them to be strictly honorable and reliable in all their commercial transactions. Other importers are of the opinion that shipments of dried fruits from Smyrna will cease altogether, basing this statement on the fact that the Turk is not a business man and has been conducting his trade relations for many years through the agency of the Armenians, Greeks and other foreign residents of Turkey. "If the Turks let the fruit waste on the ground and do not take advantage of the export business already built up, I do not see why anyone should worry over it. If we cannot get Turkish figs and raisins, we will simply turn our efforts to other channels and buy and sell other lines which show us a profit," is the way another large importer expressed it.

The trade will watch with interest developments in the East, and the effect on importations from there.

Will Discontinue Stores

DISCUSSION at the annual meeting of the United Farmers' Co-Operative Company Ltd., this week in Toronto centred pretty much around the question of the operation of the retail stores. Losses of more than $55,000 were encountered during the year, and the branch stores were claimed to be the chief cause of the same. General manager H. B. Clemes frankly declared in favor of cleaning out the branch store business entirely. He did not think it was the function of the co-operative company to try and serve a pound of sugar, a pint of oil or a pound of nails.

The president, too, in discussing the branch stores problem also referred to the fact that U.F.O. members had not been loyal to the stores, but had succumbed as he termed it to the lower prices of competitors. He instanced the case of one club after having ordered a carload of supplies had refused the same, because the market had dropped, and they could buy them cheaper elsewhere.

The decision of this co-operative organization to discontinue its retail business is sufficient indication that retailing is not their particular field, and the heavy losses incurred are ample proof of the same.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

A grocer in New Brunswick was charged a few days ago with the illegal sale of one 35-cent bottle of vanilla extract, and was fined $225, which he appealed. He was called upon to give bail for $500 on one single sale charge and $1,000 for illegal possession of intoxicating liquor.

The wholesale grocers of Cape Breton Island have formerly withdrawn from the Wholesale Grocers' Guild of Nova Scotia and have formed a guild of their own. The Nova Scotia wholesale grocers feel that this move will hurt their branch of the guild and are sorry to see the break. It is understood that J. McConnell, wholesale grocer, will be the president of the new formed guild. O. A. Mann will be the secretary.

Quebec

C. Ritz, local sales manager of the Robin Hood Milling Co., was west this week on a business trip.

Thos. Lewis, Montreal, sales manager of the Dominion Sugar Refineries was in Toronto this week attending a meeting of the company's representatives.

E. J. Longard, chairman of the board of directors of the Acadia Sugar Refining Co., Ltd., of Halifax was in Montreal this week on the company's business.

Ontario

T. E. Paterson, of Gibson-Paterson Ltd., brokers and manufacturers' agents, Winnipeg, is in Toronto this week on a business trip.

Graham Bros., Grand Valley, who recently suffered a heavy loss by fire, have opened up temporarily in the Dillon block, but intend to rebuild the old stand.

J. A. Chevrier, grocer in Belleville, has purchased the grocery business of Arnold Boscoe of the same city. Mr. Chevrier will now operate the two stores.

The grocery store of John Penny in Belleville was entered a few nights ago and the sum of $140 was stolen as well as a good portion of a large box of chewing gum. Groceries and other merchandise in the store were untouched.

Breaking a window in Weiler's grocery at Teeswater, a young man whose identity is still unknown, entered the store and carried off a large box of biscuits. The crash of glass was instantly heard by Mr. Weiler who was sleeping upstairs, but before he could get down to the store the burglar made good his escape.

SEND IN A PHOTOGRAPH OF YOUR CHRISTMAS WINDOW DISPLAY

Canadian Grocer would like to get a number of photographs of Christmas window display for reproduction. Merchants are invited to send in a photo of their window. The best size for this purpose is eight by ten inches. The sum of $3 will be paid for each photo if the invoice is attached.

Sugar Companies Move Their Offices From Montreal

Montreal, (Special).—It is assured that early in the new year two Canadian refineries will move their offices from Montreal. Thos. Lewis, local manager of Dominion Sugar Refineries, told Canadian Grocer representative that all he could say at present is that some time in the new year they would close their Montreal office. The firm is holding a meeting at the time of going to press and nothing definite about their plans can be learned until after that meeting. Rumor has it that Mr. Lewis will take charge of the Dominion Sugar Refining Co.'s office in Hamilton.

The officials of the Acadia Sugar Refining Co., Ltd., state that early in 1923 they will close their executive office in Montreal and move it back to Halifax from whence they came two years ago. It is understood that they will maintain a sales office only in Montreal. The officials of the company state that they find it to their advantage to consolidate their executive staff at their own refineries since they are somewhat handicapped by being so far from their producing plant.

NEW PRESIDENT OF THE CITY DAIRY COMPANY

C. B. McNaught for the past five years, president of the City Dairy Company, Toronto, has resigned, and is succeeded by W. J. Northgrave, the general manager of the company S. J. Moore retains the position of vice-president and will become chairman of the Board.

Business Changes

H. Job has commenced business at 790 Broadview Ave., Toronto.

Colter and Ross have opened for business at 2001 Yonge Street, Toronto.

United States and Canada Confer on Postal Matters

Ottawa, Dec. 13.—The International Postal Conference between Canada and United States, held here recently, decided to dispense with the "advice" on all money orders between the two countries. When the regulation covering this decision is brought in effect recipients of Canadian postal money orders in United States will be able to secure their currency without the necessity of waiting until the United States' post office is advised of the issue. In this connection a new money order form will probably be prepared. No action was taken with regard to international cash on delivery service, as Canadian officials felt that this feature should be submitted to a longer test within the Dominion before being placed upon an international basis. The system has only been in operation in Canada for two months.

It was agreed that the present international weight for parcels of four pounds, six ounces, should be mutually extended to eleven pounds, the domestic postal rates of each country to apply.

In view of the fact that a heavier percentage of parcel post enters Canada from United States than is sent from this country to the republic it was agreed that Canada should share in the postage on the difference on a 50-50 basis. The difference in the value of the postage between what United States sends Canada, and what Canada sends United States will be figured out and this amount will be divided. This will mean an increased revenue for the Canadian post office department.

Special delivery service will be speeded up by the decision to permit the use of the stamps of the country in which the letter originates for this purpose. In this connection it was decided to establish a standard fee of 20 cents for special delivery letters posted in one country for delivery in the other. The United States domestic rate is 10 cents.

There is also to be closer co-operation between the postal authorities of Canada and United States in the detection of fraud. The exchange of fraud orders or reports will be one of the first steps. It was pointed out by American delegates that frequently fraud operations in United States were conducted from Canada and vice versa.

The American delegates were the guests of the Canadian government at dinner during the conference.

Action Goes Against U.F.O. for Breach of Cotton Seed Contract

Toronto, Dec. 11.—After an action in which figured promises, failures, the rise of markets and the fall of the same, Justice Middleton has given judgment in the suit between the Humphreys Godwin Company, of Memphis, plaintiffs, and the United Farmers' Co-operative Company, for $3,933, claimed as a breach of contract to buy 240 tons of cotton seed meal, in favor of the Tennessee company.

The contract was made in November, 1920, through Frederick Smith, an independent Toronto broker. J. Edward McRostie, manager of the Co-operative's grain department, alleged that when Mr. Smith had sold the seed at $50 a ton he said the market would never go lower as the cotton growers were not making money at the prices they were selling at and could not possibly afford to sell at a lower figure. He also stated that it had been promised that the plaintiffs would stand behind the Co-operative and see that they did not lose.

In December the market began to fall and the plaintiffs received a letter from the United Farmers' Co-operative Company repudiating the contract and saying that the Memphis Company had guaranteed them against loss, and had promised to turn over a lot of orders to them. On hearing this Mr. Smith communicated with the Co-operative and told them that the statements about guarantees were "unqualified falsehoods." The Co-operative immediately wrote to Memphis and complained of the tone of this letter, but the Memphis Company replied that they had better get in touch with Mr. Smith himself.

Mr. McRostie stated in the action that when he saw how the prices were falling, he wanted to get in touch with Mr. Smith but did not know where to get him. On December 4 he got a letter from the Humphreys, Godwin Company asking for shipping instructions. This he referred to A. A. Powers, president of the United Farmers' Co-operative. They agreed to accept 60 tons as a shipment in January.

Acting for the plaintiff, H. J. Scott, K. C., asked if he and Mr. Powers had discussed repudiating the contract.

"Probably we did discuss that," replied Mr. McRostie. He also admitted that perhaps the drop in the price of meal, which amounted to $7 a ton, had something to do with it.

J. J. Morrison on Stand

When called to the stand, Mr. Powers admitted that if the market had gone up there would have been no talk of misrepresentation.

J. J. Morrison, who also gave evidence, said that he, as secretary-treasurer of the company, had never agreed with Mr. Smith that it was a good time to buy cotton seed meal. He said that Mr. Smith had come to see him several times but that it was to get him to use his influence with other members of the co-operative company.

Frederick Smith said that he had various offers from companies in the city, but that he had offered the seed to the United Farmers at $50 a ton, and that Mr. Morrison had told him that it was $1 less than any offer he had received, and quoted one at $51. But in evidence Mr. Morrison denied that he had ever mentioned a $51 a ton offer.

Fire Destroys Large Supply of Sugar and Soap

Fort William, Ont., Dec. 12.—In a fire, the most spectacular that Fort William has seen since the destruction of the Canadian Pacific elevator "B," number five freight shed of the Canadian Pacific Railway was totally destroyed the other evening.

The fire started at 7 o'clock, when providentially the shed was empty of men, somewhere at the west end of the huge shed. In less than 30 minutes the waterfront was ablaze over a length of 1,000 feet, flames leaping through the skeleton timbers of the roof to a height of 100 feet.

Soap and Sugar in Storage

The structure was nothing but a mass of timbers, enclosed in corrugated iron siding, with not a fire wall in the whole 960 feet to offer the semblance of resistance to the sweep of the flames. It was two stories in height and in the upper portion was stored about 36 carloads of soap and some 45 carloads of sugar.

From the time that the fire was first discovered there was not the slightest hope of saving the building or the contents. Smoke, which made the interior of the shed black as pitch, poured through the building, and one or two persons who were on the dock had hard work to grope their way out. They had to feel along the corrugated iron sides, so as not to stumble into the river until they reached the east end of the shed and found their road clear to the subway leading from the city dock.

Letters To The Editor

THIS RETAILER GETS GLOBE CIRCULAR

Editor, Canadian Grocer:

We have been following the actions of The Toronto Globe in its mail order propaganda, and consider such work should be beneath "The Globe."

Evidently they are father to the slogan "Us for Toronto."

They also had the nerve to send the writer one of their information blanks to fill out.

The retail merchants' situation is not one to be envied, and such action as The Globe is taking is sufficient to make towns support the U. F. O.

Yours truly,
The Craig Co., Ltd.

Suggestions for Better Storage of Canned Goods

1. Avoid rough handling of cases at all times. It damages tins and starts leaks and swells.

2. Watch for the evidences of can leak stains on the outside of the cases. One broken can, no matter what the cause, can stain a remarkable number of cans if the case is allowed to stay in the pile.

3. Storage should be cool, dry and frost proof. Do not store alongside of radiators or steam pipes. Extreme heat or cold will impair the quality. Rapid changes of temperature will cause cans to sweat, resulting in rusty cans and damaged labels.

4. Do not store in basements if possible to avoid it. If absolutely necessary, be sure to put strips of lumber under piles so that the bottom case is at least two inches from the floor.

5. Store cases on their sides and change position occasionally, "THIS IS MOST IMPORTANT."

6. Store goods so that first in will be first out.

RECOMMENDATIONS REGARDING SALMON NOT EFFECTIVE IN 1923

Ottawa, Dec. 7.—The recommendations of the Duff Commission that sockeye salmon fishing on the Fraser river in British Columbia be closed for five years will not be made effective in the 1923 season, it was stated by W. A. Found, director of fisheries in the Marine Department. Word to this effect has been sent to the salmon fisheries on the Fraser.

The recommendation of the commission in regard to sockeye fishing on the Fraser was not unanimous, two of the commissioners dissenting, and was contingent on the United States following a similar course on Puget Sound. Furthermore, it is stated at the Marine Department, advance preparations for next year's fishing on the Fraser are now being made.

The number of Japanese licenses issued in 1922 was 2,614, a reduction of 200 from the previous year. If the 40 per cent. reduction recommended by the Duff Commission is put into effect, the number of licenses held by Japanese will be reduced by 1,045.

WESTERN CANADA NEWS

Birks, Crawford & Lindsay, Ltd., recently moved their offices and are now located in the Board of Trade Building, Vancouver, B. C.

H. P. Pennock & Co., manufacturers' agents, Winnipeg, have been appointed representatives of the O-Pee-Chee Gum Co. London, Ont.

SHOOTS HIS MANAGER AND THEN SHOOTS HIMSELF

Saskatoon, Sask., Dec. 12.—After fatally wounding David McNair with a bullet from a .32 calibre revolver, Albert G. Davidson turned the weapon on himself and committed suicide in the Mitchel general store at Dunn Lake, Sask., a few days ago.

Davidson, a man of 65, had been employed for 28 years as a clerk in the store. McNair, some thirty years his junior, was the manager.

According to Armand Guilbault, another clerk in the store, who was a witness of the suicide, Davidson had been accused of stealing goods and cash, by McNair, had confessed his guilt, and been discharged at the lunch hour. Returning, apparently to ask for his check, he followed the manager into the business office of the store, hidden from view by a partition, and there fired the two fatal shots.

IS ALLEGED TO HAVE MADE FALSE RETURNS TO WHOLESALERS

Bures Laskin, general store keeper at Goodeve, Sask., was arrested at Yorkton recently by request of the Winnipeg city police. He is wanted to answer a charge of having made false returns to Winnipeg wholesale houses and the amount involved is alleged to have been between $10,000 and $12,000. He will be brought to Winnipeg for trial.

SECRETARY OF B. C. R. M. A. ADDRESSES KAMLOOPS RETAILERS

Kamloops, B. C., Dec. 7.—In an address to the merchants of Kamloops and district at a banquet at the Leland Hotel the other night, G. S. Hougham, secretary of the B. C. Board of the Retail Merchants' Association of Canada, told of the accomplishments and aims of the association for the betterment of the retail trade conditions.

Incidentally, Mr. Hougham spoke of the necessity of informing the public mind regarding the attitude of the association. When dissatisfied the consumers were liable to blame the party nearest to them—the retailer—for the injustice they felt was being done them. This was unfortunate, he said, for usually the blame should be placed further back. The retailers' association, he declared, desired to play fairly with the public.

Prov. R.M.A. Sec'y Chief Speaker at Kamloops Banquet

Kamloops, B. C., Dec. 12.—G. S. Hougham, secretary of the B. C. Board of the Dominion Retail Merchants' Association, was the chief speaker at a banquet given here recently, at which a large number of the retail merchants of the town and district were present. The chair was taken on this occasion by the president of the Kamloops association, J. R. Colley. Mr. Hougham in his remarks dwelt on the value of organization, and what the retail merchants throughout Canada have accomplished through being organized. He instanced the defeat of the personal property tax as it affected British Columbia. Such a tax was inequitable and unfair. Then again, the association was taking action on the question of the Oriental at the Coast. He gave figures indicating the growth of Oriental retail trade in Vancouver and the province generally, and showed how Chinese and Japanese were going ahead in agriculture and other lines.

$30,000 FIRE VISITS TOWN OF CHINOOK, ALTA.

Chinook, Alta., Dec. 12.—Property damage estimated at $30,000 was done by fire in the business section a few nights ago. The blaze started in Montgomery's general store and totally destroyed a drug store, grocery shop, Masonic Hall, and implement warehouse. The flames were eventually halted by a volunteer bucket brigade.

SELLS RAISINS BY THE CASE

A retail dealer in Rapid City, Man., recently advertised in his local paper raisins by the case in both packets and bulk, seedless or seeded. He pointed out that they were a good buy at the present time.

Editor's Note.—Merchants who are located in the smaller centres and who have among their customers a good many country people could very well consider at the present time the lines they should endeavor to sell by the case. Some of these customers do not come to the buying centres during the cold weather months, and they will need many things by the case, or in other large containers. For instance, there is sugar, salt, tea, prunes, apricots, canned vegetables, tobacco, flour, breakfast cereals, etc. These are a few of the lines that might be featured at the present time and the attention of the out-of-town buyers who come a long distance called to them at the first opportunity.

B.C. Fishermen Do Not Approve of Five-Year Closure

New Westminster, Dec. 13.—At a recent meeting of the executive of the B. C. Fishermen's Protective Association, a committee consisting of Oscar Eckroth, Leon Patterson and J. N. Brodwick, with Secretary Maiden, was appointed to draft a communication to Ottawa protesting against the proposed five-year closure of sockeye fishing and proposing instead the following arrangement:

That there be no fishing allowed during July with gill nets of less than eight-inch mesh; that sockeye fishing, that is with a 5 3-4-inch mesh net, be confined to the forty-five days from August 1 till September 15; that from September 15 to 30, no 6 1-2-inch mesh nets be allowed, nothing smaller than seven-inch.

The fishermen recommend also that the annual close season for all kinds of fishing be definitely fixed as from November 20 till December 31.

In regard to the weekly close season, the fishermen are prepared to accept the sixty-hour period advocated by the commission but ask that it be from 6 p. m. Friday till 6 a.m. Monday, instead of from 6 a.m. Saturday till 6 p.m. Monday, as the commission recommended.

Joe Gabriel, an Indian from upcountry and a member of the executive, reported that as a result of conditions at Hell's Gate canyon many of the sockeye were unable to get up to their spawning grounds and have floated down the river dead with the spawn in them.

The executive will back the commission's recommendation to have conditions there remedied.

Other points in the commission's reports will be taken up at a later date.

B. C. HONEY CROP PRODUCTION IS AT RECORD FIGURE

Nelson, Dec. 13.—British Columbia's honey crop breaks all records this year, according to the official estimate just given out here by W. J. Shepherd, provincial apiarist. The crop totals 711,356 pounds against 309,074 last year. At 25 cents wholesale, the crop is valued at $177,839, against $89,631 last year, when the wholesale price was 29 cents. The average yield for the 11,591 hives in the 2,143 apiaries in the province is 61 pounds. There has been a gain of 71 apiaries and 1,262 hives. Beeswax worth $5,000 has also been produced. Eleven years ago the provincial production was 20 tons against 355 this year.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE raw sugar market has been fairly steady during the week. Sales of new crop Cuban sugar were made at 4c c. & f. New York for December shipment: 3 5/8c for January; and for February at 3½c c. & f. The weather in Cuba for the grinding of the new crop is reported favorable and there are now 13 central factories in operation. A new feature has entered into the sugar situation and that is the offering of 20,000 bags of Cuban refined made by the Cuban American Sugar Co. at Cardenas. This Cuban refined, said to be in transit is said to test approximately 100 per cent. and the duty is 1.912c or about 15 points above the duty on Cuban raws. The United Kingdom market is firm to dearer on raws while the refined market is down 6d due to light demand. U.S. refined is unchanged at $7.10 to $7.25 for fine granulated. There is nothing new in the Canadian refined situation, the price remaining on the basis of $8 Montreal.

The tea markets continue to advance under stimulus of a short crop and a strong demand. Prices on spot to the retail trade in most quarters show another advance this week, and as teas are still being quoted below replacement levels further advances can be expected.

The shortage in currants on spot is the feature in dried fruits, and resales have been numerous, which has considerably enhanced values. Shipments of currants are on the way but will not likely reach here until about the second week in January and upon which lower prices are quoted. Canned goods are moving in good volume while cereals continue strong. The southern rice markets are reported fairly active while European markets are weak. Nuts are unchanged but the demand is good. Prices are steady to firm at the moment, but some reductions are likely after the first of the year.

QUEBEC MARKETS

MONTREAL, Dec. 13.—The grocery trade is in a more healthy condition than it has enjoyed for some time. Buying is not heavy but it is steady with prices on a firmer basis. The Christmas trade calls for specialty lines more particularly and a brisk business is being done while on staple lines the demand is good. The trade shows a more optimistic outlook all through. Naturally a quiet period may be expected after next week but the new year is expected to open with a decided change for the better. Sugar shows weakness but the grocery trade both wholesale and retail is prepared. Cereals are a little easier with more competition for business and a lighter demand until after the new year. Package goods are steady. Dried fruits are expected to be lower after the holiday but the demand for currants in New York has forced up market values. Walnuts are easy but a last minute rush with a stronger tone is expected. The spice market is quiet. There is no change in flour. Oranges are easy for Christmas with big supplies. Cranberries are further advanced. The coffee market is steady with a good demand. Tea values are high but strong and will likely remain so for some months.

EASIER FEELING IN CEREALS

Montreal

CEREALS.—During the last week an easier feeling has developed in the cereal market. It does not actually indicate a tendency towards lower prices but it does show keener competition to sell. Some millers have made a slight reduction in their prices on rolled oats. Others are holding firm but December grain is slightly easier in price as well as in better supply. The trade is fairly well supplied until after the new year and this too tends to weaken the market.

CEREALS—		
Rolled oats, bag	3 10	3 25
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

COFFEE MARKET STEADY

Montreal

COFFEE.—The coffee market is unchanged and strong with a fair demand. Buying is limited to small quantities and coffee importers are not encouraging speculation. As far as can be seen at present no change is expected in price.

COFFEE—		
Java	0 45	0 48
Mexican	0 35	0 40
Maracaibo	0 32	0 36
Jamaican	0 29	0 35
Santos	0 30	0 33
Rio	0 22	0 24

COTTON TWINE FIRM

Montreal

COTTON TWINE.—Prices on cotton twine are firm at the present basis. Some wholesalers are of the opinion that the price generally quoted in the grocery trade is too low but for the present it stands with a strong market for cotton to back it up.

4 ply balls	0 51
3 ply balls	0 48
3 ply cones	0 47
3 ply tubes	0 47
4 ply cones	0 50
4 ply red and white	0 58
Cotton rope 3-16	0 45
¼	0 44
5-16	0 44
⅜	0 44

BETTER CANNED GOODS MARKET

Montreal

CANNED GOODS.—The local wholesale trade expects a much improved market for canned goods after the new year. At the present time list prices are being well maintained and tomatoes in particular point towards higher prices. The whole trade is on a better basis with old stocks cleaned up and much less cutting than formerly. The demand after the holiday is sure to be good since the stocks carried by the retail trade are no larger than actually required.

CANNED VEGETABLES

Asparagus, imported (2½s)	6 00	5 25
Beans, golden wax	1 50	2 05
Beets, 2s whole	....	2 40
Beets 2s sliced	....	2 40
Cabbage, Simcoe, 2½s	**180**	....
Corn, 2s	1 20	1 40
Corn, extra quality	....	1 40
Corn (on cob) 2½	....	2 75
Carrots (sliced), 2s	1 45	1 75
Spinach, 3s	2 85	2 90
Squash, 3s	2 85	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 90
Do., California, 2s	3 15	3 50
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, Is standard	0 95	1 00
Do., 2s	....	1 05
Do., 2½s	1 42½	1 45
Do., gallons, standard	....	5 25
Parsnips, Simcoe, 2's	1 80	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30
Canned chicken haddies, 4S, lb.	....	9 00

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 50	1 65
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	13 50
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
Pineapple—		
Extra fancy sliced 2½s		5 25
Extra fancy sliced, 2s		4 15
Extra grated, 2s		3 40
Extra sliced 30 oz. glass		9 00
PEARS—		
Extra fancy 2½s		5 25
Extra 2s		4 00
Standard 2½s		4 85
PEACHES—		
2½s, yellow cling		4 50
2½s, yellow		4 25
Extra yellow 2s		3 25
Cling sliced 2s		3 50
Standard 2½s		3 75
Standard Yellow Cling, sliced		4 00
Strawberries, 2's		3 30
Greengage Plums, heavy syrup. 2 20		2 00
Lombard plums, heavy syrup, 2-lb.	....	2 40

FLOUR PRICES STEADY

Montreal

FLOUR.—Flour prices are steady with a firm wheat market backing it up. The local demand for spring wheat flour is only for small lots to meet immediate requirements. The trade in winter wheat flour is quiet since the trade has stocks on hand to carry it over the holiday season. Prices are well maintained and no change is in sight.

FLOUR—

First patents, 98s	3 65	3 70
First patents, 7/14s, jute	....	0 63

WALNUT MARKET UPSET

Montreal

NUTS.—While there is a good demand for all kinds of nuts and prices are fairly steady an uneasiness is evident in walnuts on account of the stocks of inferior nuts that have found their way to this market. Prices vary more at present than they have for some years and the retail and wholesale trade is dissatisfied with conditions in both shell and shelled walnuts. Easier prices may be expected in all nuts after the first of the year but dealers in this province are expecting a last minute demand for supplies right up till Jan. 1, that will likely tend to strengthen temporarily the market.

Almonds, Tarragona, per lb.	0 12½	0 13
Valencia shelled almonds 3 crown	0 39	0 40
Soft shell	....	0 60
Pecans, new Jumbo, per lb.	....	**0 50**
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled	....	0 50
Pecans, new Jumbo, per lb.	....	0 50
Filberts (Sicily) per lb.	0 10½	0 11
Walnuts, Grenoble in shell	0 30	0 33
Walnuts, Marbot	0 16	0 18
Do., new Naples	....	0 23
Do., Bordeaux, shelled	0 52	0 60
Jumbo, roasted Specials	....	0 18
Extra	....	0 14
Do., Choice	....	0 13½
Do., shelled, No. 1 Virginia	....	0 11½
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 33
Fancy wholes, 10 lb. tins	....	2 10
Do., 10 lb. boxes	....	1 80
Do., 25 lb. boxes, per lb.	....	0 17

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

WEAKNESS IN DRIED FRUITS

Montreal

DRIED FRUITS.—Local dealers in dried fruits look for an easier market in all lines except currants after the first of the year. The currant market, while easier abroad, is strong in New York and it is expected that supplies will not be sufficient to meet the demand of the American wine makers, thus forcing values up. The demand for other lines is good and the trade is brisk with prices firm for the Christmas trade.

DRIED FRUITS—

Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 15
Do., 50 lbs.	....	0 14
Peaches (fancy)	....	0 28
Do., (choice)	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed	....	0 31
Lemon	....	0 25
Orange	....	0 25
Citron	....	0 55
Raisins		
Valencias	....	**0 16**
Muscatels, 2 Crown, spot	....	0 14
Do., 3 Crown, spot	....	0 15
Do., 4 Crown, spot	....	0 16
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. seedless, cartons, 12 doz.	....	0 12
Do., 16 oz.	....	**0 16**
Cluster, 20 1-lb. pack.	4 00	....
New Spanish table raisins—		
3 Crown, 22 lb. box		**4 50**
4 Crown, 22 lb. box		6 00
5 Crown, 22 lb. box		6 50
6 Crown		7 30
Packages, 3 Crown 20/1s		5 25
4 Crown, 20/1s		6 25
5 Crown, 20/1s		6 75
Currants, loose	....	**0 18**
Dates, Excelsior, (36 10s) pkg.	....	4 10
Dromedary, (3-10 oz.)	3 60	6 75
Loose	0 10	0 12
Figs, 4 Crown	....	0 21
5 crown	....	0 22
6 crown	....	0 23
7 crown	....	0 25
Mats, Portuguese	....	0 03
Smyrna cooking, bags	....	0 13
Prunes (25-lb. boxes)—20-30s	....	0 20
40-50s	....	0 17
60-70s	....	0 14
70-80s	....	0 13
80-90s	....	0 12
90-100s	....	0 11

SPICE MARKET QUIET

Montreal

SPICES.—The spice market is quiet with prices generally steady and only a moderate demand for small lots. There is little interest in the spice market, even among the wholesalers and prices in some lines are not in keeping with actual market values.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	0 23	0 25
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace,	....	0 55
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64 lb.	....	0 40
Do., 80 lb.	....	0 38
Do., 100 lb.	....	0 30
Do., ground, 5, 10, 25 lb.	....	0 35
Pepper, black	0 20	0 24
Cayenne pepper	....	**0 38**

PACKAGE GOODS STEADY

Montreal.

PACKAGE GOODS.—Quotations on package goods show no change and a better basis particularly on package cereals is noticeable. There is not the cutting in wholesale circles which unsettled conditions some time ago and in corn products in particular manufacturers are taking steps to have list prices maintained.

Aluminum package, 20s	....	6 00
Rolled oats, large	....	4 80
Do., small	....	2 00
Oatmeal, fine cut, 20 pkgs	....	**5 50**
Puffed Rice	....	**5 70**
Puffed Wheat	....	**4 40**
Farina, case, 24s	....	2 55
Hominy, pearl or gran., 2 doz.	....	2 59
Scotch Health Bran (20 pkgs.)	case	3 5[illegible]
Pancake Flour, case	....	7 1
Pancake Flour, self-raising, do.	....	2 25
Wheat Food, 18-1½s	....	3 [illegible]
Porridge wheat, 36s, case	....	6 [illegible]
Do., 20s case	....	50
Self-raising flour, (3-lb. bags) doz.	....	2 05
Do., (6-lb. pkg.) doz.	....	4 00
Corn starch (prepared)	....	0 09½
Corn starch, 1 lb. pkgs.	....	0 08
Potato flour	....	0 12½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour	....	2 90
Shredded Krumbles, 36s	....	4 3[illegible]
Shredded wheat	....	4 4[illegible]
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pkgs. case	....	3 00
Celluloid starch, 45 pkgs. case	....	3 90
Malt Breakfast Food, (36 pkgs.)	....	9 60
Macaroni	....	2 75
Spaghetti	....	2 75
Egg noodles, Quaker	....	2 25
Canadian Cheese loaf, lb.	....	0 33
Pimento loaf,	....	0 35
Swiss chees loaf	....	0 44
Package dates, 48-10	....	3 60
Excelsior dates	....	4 10
Dromedary, small	....	3 60
Do., Large	....	6 75

MOLASSES PRICES FIRM

Montreal.

MOLASSES.—Molasses and syrups show no change in price. The market demand is good for both and conditions point towards a steady price.

MOLASSES—

Puncheons, Island of Montreal	....	0 70
Barrels	....	0 73
Half Barrels	....	0 75
Puncheons, outside of Montreal	....	0 67
Fancy molasses in tins—		
No. 2, 2-doz. per case		7 75
No. 3, 2-doz. per case		10 75
5-lb. tins, per doz.		3 95
10-lb. tins, per case		8 60
Case goods subject to 10 per cent. discount.		
CORN SYRUPS—		
Barrels, about 700 lbs.		0 05½
Half barrels, about 350 lbs.		0 06¾
Quarter barrels, about 175 lbs.		0 06¼
2 gals., 25-lb. pails, each		2 00
5-lb. tins, per case, white		4 70
5 lb. tins, per case, dark		4 20

RICE MARKET UNCHANGED

Montreal.

RICE.—There are no new features in the rice market. The local demand is only fair and prices are steady.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 90
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

EASIER FEELING IN SUGAR

Montreal.

SUGAR.—While for the present there is no change in the sugar market local wholesalers frankly admit that they are looking for lower prices for the first of January if not before. The sugar refiners will not comment upon the situation. New crop raws will be in the hands of Canadian refiners before the end of the month and developments should come then. In the meantime the trade is buying in small quantities to cover immediate needs.

SUGAR—	
Granulated, per cwt.	8 00
Do., barrels	8 05
Granulated, gunnies, 5-20	8 20
Do., cartons	8 40
Do., gunnies, 10-10	8 35
Do., cases, 50 2-lb. cartons	8 50

CRANBERRIES HIGHER

Montreal.

VEGETABLES.—The feature of the vegetable market is the advancing price on cranberries on account of the demand for the Christmas and New Year trade. Cranberries are now quoted at $20 per barrel with a good demand. Sweet potatoes are also higher and are quoted at $2.25 per basket.

VEGETABLES—		
Grapefruit, Florida	5 00	6 00
Cabbages, per doz.	0 60	0 75
N. Y. State lettuce, 2 doz.	3 00	4 00
Iceberg lettuce	7 00	7 50
Celery, washed, doz.	2 00	2 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	3 50	4 00
New potatoes, local, per bag	0 90	1 00
Yellow onions, per bag	....	1 50
Onions, per crate, No. 2	....	1 90
Spinach, per barrel	3 50	4 50
Cucumbers, hot house, doz.	....	3 00
Tomatoes, Hot house No. 1 per lb.	0 30	0 40
No. 2 per lb.	0 25	0 30
New Turnips, per doz.	1 25	1 50
Green beans, 30 lb. hamper	7 50	8 50
Wax Beans, hamper	7 50	8 50
Sweet Potatoes, basket	....	2 25
Horseradish, barrel	....	20 00
Cranberries, barrel	....	20 00
Mushrooms, 3 lb. basket	3 00	3 50
Brussel Sprouts, per lb.	0 30	0 35
Green Peas, per hamper	12 00	15 00
Potatoes, per bag	1 00	1 25

CHRISTMAS TREES PLENTIFUL

Montreal.

CHRISTMAS SPECIALTIES.—There promises to be a good supply of Christmas trees on the market. Most of the retailers have contracted for supplies at from 15c to 25c each and those offered already on the open market are selling at 15c. The demand will be greater next week and no doubt higher prices will be asked. Evergreen in bales is quoted at $2 a bale of 200 yards. Holly and mistletoe are scarce this year. The prices on mistletoe are almost prohibitive and little is being handled. Holly wreaths are quoted at $3 per doz.

TEA HAS STRONG FUTURE

Montreal.

TEA.—Local tea dealers and wholesale grocers are unanimously of the opinion that a strong market is ahead for tea for some months to come. Higher prices are being paid for the replenishment of stocks and package teas are also in a particularly strong position. Some packers have already advanced their prices and others, although discussing seriously the matter, have made no decision. The advance however is almost sure to come.

TEAS—		
Pekoes	0 45	0 50
Broken Pekoes	0 48	0 60
Orange Pekoes	0 52	0 90
Broken Orange Pekoes	0 55	1 00
China—		
Common	0 24	0 35
Medium	0 40	0 50
Choice	0 50	0 60
Japan Teas (new crop)—		
Choice (to medium)	0 52	0 66
Early Picking	0 60	0 67
Finest grades	0 70	0 90

LOWER PRICES ON ORANGES

Montreal.

FRUIT.—The feature of the fruit market is the easy prices on oranges for the Christmas demand. Local fruit merchants are pleased with the business and claim that the low prices have stimulated the demand. While the quality of the oranges on the market is not extra the supply of all grades and varieties is good and moving freely. Boxed apples are slightly easier. Prices vary from $2 to $2.25. Some fruit dealers look for lower prices on oranges next week since more shipments are due. Other lines are steady in price.

FRUIT		
Apples—		
Baldwin, per bbl.	6 50	7 00
Wealthys per barrel	5 00	6 00
Alexanders	....	9 00
McIntosh, No. 1	8 00	9 00
Boxed Jonathans	2 00	2 25
Fameuse	7 00	8 00
Lemons, 300s-600s, Messina	....	7 50
Malaga lemons, 420s	....	8 00
Limes, per 100	....	1 00
Grapes, Tokay, per case	....	4 50
Grapes, Emperor, per keg	....	6 50
Grapes, Canadian, per basket	0 40	0 45
Malaga grapes, per keg	....	7 10
Pears, Keiffer, bushel	....	2 25
Oranges, Florida	8 00	9 00
Oranges, California	9 00	8 00
Pears, per box	....	5 00
Porto Rico Oranges, per case	....	4 00
Oranges, Mexican	3 50	4 00
Bananas, per bunch	5 50	6 50
Floridas, Grapefruit	5 00	6 00

ONTARIO MARKETS

TORONTO, Dec. 13.—The feature in general grocery commodities is the shortage in currants and which reached a famine point during the past week. Since then, however, some small lots have arrived from Montreal but the situation is still acute. Some wholesalers have no currants to offer and in consequence of the shortage on spot, prices are considerably higher. The strong situation in teas is another feature of the spot market and importers have further advanced quotations to the retail trade. Cereals are strong while canned goods hold fairly steady. Nuts are moving in good volume but the tone of the market is steady at the moment. Rices are quiet and spices of all descriptions are active. Sugar is unchanged. Flour and millfeeds are steady.

LIMA BEANS QUOTED LOWER

Toronto.

BEANS.—The situation in Ontario beans continues with a firm tone and quotations are unchanged. California lima beans are quoted at a lower price of 10¾c. per lb. in bag lots and 11½c. per lb. in smaller quantities. According to the United States Department of Agriculture, the production of lima beans in California this year, is estimated at 1,350,000 bags of 100 lbs. each as compared with 825,000 bags of the same weight in 1921.

BEANS—		
Canadian hand picked, per bus.	....	3 65
Do., 1 lb. pickers, bush.	....	3 40
Cal. Limas, per lb.	0 10¾	0 11½
Madagascar Limas, per lb.	0 06¾	0 07½

CEREALS HOLD FIRM

Toronto.

CEREALS.—Although there are no price changes to report in the list of cereals, the market, generally speaking, continues with a firm tone. Rolled oats, particularly, are held at a firm price of $3.30 in single bag lots and rolled wheat is steady at $5.75 per barrel.

CEREALS—		
Barley, pot, 98s	....	3 50
Do., pearl	....	4 75
Cornmeal, golden, 98s	2 85	3 00
Oatmeal, 98s	3 75	4 00
Corn flour, 98s	....	3 00
Rye flour	....	3 25
Rolled oats, 90s	....	3 30
Rolled wheat, barrels	....	5 75
Do. kegs, 50 lbs.	....	3 30
Cracked wheat, bag	....	4 50
Breakfast food, 98s	4 25	4 50
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Graham flour, 98s	....	3 25
Whole Wheat Flour	....	3 35
Wheat Kernels	....	4 50
Marrowfat Blue Peas, per lb.	0 05¾	0 06½
Small Blue Peas, per lb.	0 06½	0 07

FIRMNESS IN COFFEE

Toronto.

COFFEE.—There is little new of interest to report in the coffee situation. Primary markets continue firm but spot conditions indicate practically no change as compared with a week ago. The season of heaviest consumer demand is now at hand and importers report a brisk trade passing.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 38
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 38
Rio, lb.	0 23	0 25
Santos	....	0 36
Mocha, lb.	0 53	0 55

LOBSTER OFFERED AT LOWER PRICE

Toronto.

CANNED GOODS.—Trading in canned vegetables and fruits is fairly active and quotations generally hold steady. There does not appear to be a great deal of buying for future and the most of the business is based on immediate requirements. Jams are quiet but the situation is steady. A lower price on lobsters is being quoted in some quarters. Halves are offered at $5.75 per doz. and quarters at $2.90 per doz.

CANNED GOODS—		
Shrimps	2 30	2 85
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	2 70	2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	1 45
Pinks, 1s	1 60	1 65
Pinks, ½s, doz.	....	0 95
Lobster, ½-lb. doz.	5 30	5 75
Do., ¼-lb. tins	2 90	3 10
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	2 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 30
Canned Vegetables		
Peas, extra sifted, doz.		3 00
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.		1 42½
Beets, 2s. doz.	1 90	2 85
Beans, golden wax, doz.		1 92½
Do., Golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	3 60
Do., large green	....	4 75
Canadian corn	1 25	1 45
Golden Bantam Corn, 2s Doz.	....	1 90
Tomatoes, 2½s, doz.	1 40	1 47½
Pumpkins, 2½s	....	1 45
Spinach, 2½s, doz.	....	2 90
Do., 2s	....	2 25
Pineapples, sliced, 2s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Do., Singapore, sliced 1½s,	....	2 40
Apples, gal. water pack, doz.	4 35	4 90
Do., gal. steam pack, doz.	....	6 40
Do., 2½s, doz.	....	1 65
Pears, 2s, doz.	....	2 90
Peaches 2s, doz. H. S.	....	2 25
Plums, Lombard, 2s, doz.	1 40	1 45
Do., ½s, doz.	....	0 95
Blueberries, 2s	3 35	3 45
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s each	0 80	0 91
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 83	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90

NEAR FAMINE IN CURRANTS

Toronto.

DRIED FRUITS.—The feature in dried fruits is the shortage on spot of currants. For sometime past currants here have been rapidly cleaning up and a real shortage was in sight and which actually developed the middle of last week. On Wednesday there was hardly a pound of currants to be obtained on the street but later in the week some houses received small shipment of Filliatras and Amalias in barrels, from Montreal, which were generally cleaned up, and as we go to press some wholesalers are still without supplies. These supplies on account of being purchased in a second-hand way were quoted at 22½c. to 25c. per lb. Direct shipments of currants are on the way but are not due to arrive before the second week in January. These later shipments will reach the trade at a much lower lever of prices. Raisins hold steady and are moving in good volume while dates are in good supply with an easier tone. New Fard dates are quoted at 24c. per lb. in boxes of approximately 12 lbs.

DRIED FRUITS—		
Citron caps. 12-lb. boxes, lb.	0 45	0 52
Lemon caps. 12-lb. boxes, lb.	0 26	0 28
Orange caps. 12-lb. boxes, lb.	0 27	0 28½
Mixed containing 4½ lb. lemon per lb.		0 34
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.		3 55
Currants—		
Greek Filliatras cases	0 22½	0 25
Dates—		
Excelsior, pkgs., 3 doz. in case		4 10
Dromedary, 3 doz. to case		6 95
Do., 4 doz. to case		3 75
Fard, per lb.		0 24
Hallowee dates, per lb.		0 08¾
Du. Sair		0 07½
Prunes—		
20-30s		0 34½
30-40s. 25s		0 20
40-50s. 25s		0 17½
50-60s. 25s		0 15½
60-70s. 25s		0 14½
Raisins—		
California Sultanas, lb.		0 13
Seeded, 15-oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.		0 14½
Seedless, 15 oz. pkts.		0 14½
Do., 8 oz. pkt.	0 10	0 10½
Do. 11 oz.		0 11½
Thompson's seedless, 25s		0 14
Valencia, Spanish		0 18½
Smyrna Sultanas		0 23½
Muscat, 25 lb. box		0 19
Table Raisins—		
7 Crown, 20 1s, per box		7 65
4 Crown, box		5 75
5 Crown, box		6 15
3 Crown, 20 1s		4 95
Evaporated apples, standards	0 15	
Do., Choice	0 17	0 18
Figs—		
Layer, 4 Crown, 10 lb. boxes		3 00
Layer, 5 Crown, 10 lb. boxes		3 75
Layer, 6 Crown, 6-lb. boxes		4 25
Esmerelda figs, boxes, 22 lbs., per lb.		0 10½
Mat, per lb.		0 07½
Lepe, Fancy, 22 lb. box		0 09¾
Peaches—		
Choice		0 20
Choice, extra		0 22½
Standard		0 18½
Peeled		0 21
Apricots—		
Standard		0 30
Choice, 25's		0 38½

SPOT NUTS STEADY

Toronto.

NUTS.—The spot situation in nuts continues fairly steady at unchanged quotations. During the past week trading in shelled nuts was not especially active, in fact one importer described it as quiet. Nuts in the shell, however, are moving in good volume and prices are steady. Some houses report being cleaned up of supplies of California walnuts but others have still a fair supply which are held at 36c. to 38c. per lb.

NUTS—		
Almonds, Tarragonas, lb.	0 18	0 20
Walnuts, Grenobles, lb.	0 26	0 28
Do., Marbot	0 19	0 19½
Do., California	0 35	0 38
Do., Manchurian		0 18
Filberts, lb.	0 14	0 15
Cocoanuts, Jamaica, sack		5 50
Do., unsweetened, strip, lb.		0 20
Do., sweetened, lb		0 20
Do, shred		0 18
Peanuts, roasted, lb.	0 16½	0 18
Do green	0 13½	0 14½
Brazil Nuts, large, lb.	0 14	0 16
Pecans		0 30
Shelled —		
Almonds, lb.	0 36	0 42
Filberts, lb.	0 32	0 35
Walnuts, Bordeaux, lb.	0 51	0 55
Do., Manchurian, lb.	0 42	0 45
Jordan Almonds	0 63	0 68
Brazils, lb.		0 55
Peanuts, in bags, unroasted	0 14	0 15
Pecans, lb.		1 10

FIRM TONE IN PACKAGE CEREALS

Toronto.

PACKAGE GOODS.—The tone in package cereals is firm and there is some talk of an advance coming in package oats but so far there is nothing of definiteness to report in this connection. The movement in package cereals this season has been especially good and this also applies to pancake flour.

PACKAGE GOODS—		
Rolled Oats, 20s, round case		4 80
Do., 18s, case		2 00
Do., 20s, square case		5 00
Do., Aluminum Prem., 20s		6 00
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case		6 00
Do., 20s, family, case		6 80
Package Peas, per doz.		0 90
Cornstarch, No. 1, lb. carton		0 09½
Do., No. 2, lb. cartons		0 08
Laundry Starch		0 07½
Do., 1-lb. cartons		0 08¾
Do., in 6-lb. wood boxes		0 11¾
Do., in 6-lb. tin cannisters		0 12
Potato flour, 1-lb.		0 12½
Fine Oatmeal, 20s		5 75
Cornmeal, 24s	2 30	2 70
Farina, 24s		3 25
Barley, 24s		2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s		2 70
F. S. Hominy, gran. case		3 00
Do., pearl, case		3 00
Scotch pearl barley case		2 70
Macaroni 30-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

NO CHANGE IN HONEY

Toronto.

HONEY.—The market for honey has a steadier tone under the reductions of a week ago. A good demand is noted and it is now considered that prices are on a level which should increase the consumption materially.

HONEY—		
5-pound tins, per lb.	013	0 13½
10-pound tins, per lb.	0 12½	0 13
60-pound tins, per lb.	0 12	0 12½
Comb, per doz.	3 00	4 00

SYRUPS STEADY TO FIRM

Toronto.

SYRUPS.—Molasses and syrups continue firm at unchanged quotations. Trading in both lines is reported active.

SYRUPS—		
Corn Syrup—		
Barrels, about 700 lbs., yellow		0 05½
Half barrels, ¼ over bbls; ¼ bbls., ½c. over bbls.		
Cases, 2-lb. tins, white, 2 doz. in case		4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case		4 50
Cases, 2-lb. tins, yellow, 2 doz. in case		3 75
Cases, 5-lb. tins, yel'ow, 1 doz. in case		4 20
Cases, 10-lb. tins, yellow, ½ doz.		4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case.		4 50
Do., No. 1 tins, 112s, per doz.		1 55
Do., No. 2 tins, 56s per doz.		2 85
No. 2 tins, 2-doz. case		4 00
No. 3 tins, 2-doz. case		5 20
No. 5 tins, 1-doz. case		4 40
No. 10 tins, ½-doz. case		4 05
Pails—No. 1		1 15
Pails—No. 2		1 70
West India, gal.		0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case		6 25
Pails No. 5		3 35
Do., bbls.		7 85

LITTLE CHANGE IN RICE

Toronto

RICES.—The position of rices on spot shows little change. A fair movement in a consumptive way is reported but there does not appear to be any speculative buying. The Southern market during the week is reported as [illegible]

tive and firm, but the European situation is weak.

RICE—

Honduras, broken, per lb.	0 05	0 05
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Do., Siniu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	0 08½	0 09
White Sago	0 08¾	0 09½
Do., fancy	0 09½	0 10

ACTIVE SPICE MARKET

Toronto.

SPICES.—Reports indicate an active movement in practically all lines of spices. Lampong peppers are slightly firmer while nutmegs are higher in the Far East. Cloves are held at firm prices and Jamaica and Cochin gingers are inclined to be scarce.

SPICES—

Cassia	0 22	0 25
Cinnamon	0 35	0 40
Cloves	0 66	0 69
Cayenne	0 35	0 37
Ginger, Cochin	....	0 25
Do., Jamaica	....	0 60
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spice	0 17	0 20
Mace	0 55	0 65
Peppers, black	....	0 20
Do., white	0 28	0 30
Paprika, lb.	....	0 45
Chillies, lb.	0 55	0 58
Nutmegs, selects, 80s	....	0 40
Do., ground	....	0 30
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 25
Carraway seed	....	0 35
Curry Powder	....	0 36
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2 oz. packages, doz.	....	0 90

SUGAR UNCHANGED

Toronto.

SUGAR. —There are no new developments in refined sugaar. Quotations are unchanged at $8.34 delivered Toronto, but business from first hand sources is said to be quiet at the moment as apparently the trade was fairly well protected before the last advance.

SUGAR—

Acadia Sugar Refinery, ex. gran.	8 34
Dom. Sugar Refinery, ex. gran.	8 28
Canada Refinery, gran.	8 34
Atlantic Refinery, gran.	8 34

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20, 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. carton.

TEA ADVANCE CONTINUES

Toronto.

TEAS.—Advices from primary markets continue to indicate an upward tendency with prices now fully one shilling higher than the low point. The London stock is reported to be down to a three months' supply and it is estimated that the total Indian production this season amounted to 275,000,000 pounds as against 300,000,000 pounds for the preceding season and as compared with a normal average production of 340,000,000 pounds. The Colombo market reports a further advance under a strong demand. The spot situation reflects markets abroad. Importers have advanced prices to the retail trade 3c. per lb. on Tuesday of this week. This increase applies to practically all grades and as quotations are still below a replacement bas's, there is every reason to believe, that further advances will be registered.

TEAS—

Pekoe Souchongs	0 46	0 48
Pekoes	0 49	0 61
Broken Pekoes	0 53	0 71
Broken Orange Pekoes	0 53	0 83
Japan and Chinas—		
Early pickings, Japan	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

FLOUR MARKET STEADY

Toronto.

FLOUR.—Quotations on flour are unchanged but the tone of the market is firm.

FLOUR—

First Patents, in cotton bags, bbl.	7 20
Second Patents, in jute bags, bbl.	6 60

MILLFEEDS IN DEMAND

Toronto.

MILLFEEDS.—An active demand is reported for millfeeds and in some quarters supplies are none too plentiful. The market is strong but quotations show no change this week.

MILLFEEDS—

Bran, per ton	24 25
Shorts, per ton	26 25
Choice Middlings, per ton	31 25

POTATOES NOW SOLD BY GRADE

Toronto.

VEGETABLES.—Dealers are now buying and selling potatoes by grade and although some complaints are heard about the method, the system is pretty well acknowledged to be the proper method of handling potatoes. The market is described as flat and the open weather is blamed somewhat for the easy feeling prevailing. Potatoes f.o.b.,Toronto, are quoted from 55c. to 65c. per bag and to the retail trade grade A, is quoted at 80c. to 90c. and grade B at 70c. to 80c. per bag. Other vegetables show little change as compared with a week ago. New carrots and beets are on the market and quoted at 90c. per doz. bunches for the former and 75c. per doz. for the latter. Cauliflower, radishes, green peppers and mushrooms are offered.

VEGETABLES—

Potatoes, Ontario, grade A	0 80	0 90
Do., grade B, bag	0 70	0 80
Onions, per bag, 100 lbs.	1 40	1 60
Do., Spanish, large cases	....	4 50
Do., Spanish, half cases	....	2 50
Beets, bag	....	0 65
Carrots, bag	....	0 65
Lettuce, Cal. Iceberg, per crate, 3 to 4 doz.	....	6 00
Cabbage, per doz.	0 40	0 50
Celery, Calif., case	....	8 00
Sweet potatoes, hampers, ea.	....	2 00
Turnips, per bag	....	0 50
Cucumbers, hothouse, doz.	4 00	4 50
Tomatoes, hothouse, lb.	0 30	0 40
Cauliflower, crate	....	7 00
New Carrots, per doz. bunches	....	0 90
New Beets, per doz. bunches	....	0 75
Belgian Endive, per lb.	....	0 50
Radishes, per doz. bunches	....	0 75
Green Peppers, per doz.	....	1 00
Mushrooms, per basket	....	2 50
Green onions, per doz.	....	0 90
Egg Plant, each	....	0 35

ORANGES QUOTED LOWER

Toronto.

FRUITS.—Heavy shipments of oranges are daily arriving and prices on navels are slightly lower this week. All sizes are quoted at $6.50 per case. Cranberries are firm at $19.50 per barrel and $10 per half barrel. Pineapples are quoted at $7 per case for 24s and 30s, and Messina lemons are quoted at $5.50 to $6 per case. Apples are plentiful but quotations show no change.

FRUITS—

Oranges, Florida, box	6 75
Do., Cal. Navels, 100s, 126s 150s	6 50
Do., Cal. Navels, 176s, 200s, 216s	6 50
Tangerines, per box	4 00 5 00
Lemons, Messinas, 300s, per box	5 50 6 00
Bananas, per lb.	0 08½
Grapefruits	5 50 6 00
Grapes, Spanish Malaga, per keg	8 50 10 00
Do., Cal. Emperors, per keg	6 50
Apples in bbls.—	
Kings, 1s	6 00
Kings, 2s	5 50
Greenings, 1s	6 25
Greenings, 2s	5 50
Russets, 1s	6 50
Russets, 2s	5 50
Spies, 1s	7 50
Spies, 2s	6 00
Apples, B. C. No. 1s per box	2 50 3 50
Pears, Cal. per box, ea	5 50
Cranberries, bbl.	19 50
Do., ½ barrels	10 00
Pomegranates, ½ box	3 50

NO CHANGE IN SOAP

Toronto.

SOAPS.—There is no change in the situation on laundry soaps. The better known brands continue to be quoted at $6.90 per single box of 100 cakes.

HOLLY PRICES STEADY

Toronto.

HOLLY.—Holly is now plentiful on the market. Prices are unchanged at $6 per case and $2.50 per doz. for wreaths.

MANITOBA MARKETS

WINNIPEG, Dec. 13.—There are few features in the market for general grocery commodities but trading on the whole is fairly active, particularly on staples and lines suitable for the Christmas trade. The sugar market is strong under a recent advance. Coffees rule firm while teas show indications for further advances. Sardines are reported scarce and the tone of the markets upward. Cereals continue to show strength, particularly rolled oats. Dried fruits of all descriptions are moving in good volume and spot quotations hold fairly steady. Spanish shelled peanuts are reported higher. Oranges and grapes are in good demand for the Christmas trade. Vegetables are fairly steady and show few price changes.

FIRM COFFEE MARKET

Winnipeg.

COFFEE.—The Brazilian coffee market continues firm under an advance of about one cent per pound on practically all varieties. Locally the situation shows little change and while there is a good demand, grinders are purchasing in just

sufficient quantities to meet the trade's requirements.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, per lb.	0 23	0 30
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb...	0 40	0 43
Mocha (types), best grade, lb....	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb	0 38	0 44

SARDINES REPORTED SCARCE

Winnipeg

CANNED GOODS.—Sardines are reported scarce and a small shipment of King Oscar and Cross Fish which has arrived is offered at higher quotations, the former at 16¾c per tin and the latter at 19c. Sardines generally are firm and are likely to advance. There is a slight uneasiness on some lines of salmon. Sockeye, however, remains firm. There is a good demand for all grades of salmon. Sales of canned vegetables have been fairly steady and market conditions show no change. Sales of canned fruits are limited, but indications point to an improvement after the first of the year.

CANNED FISH—		
Shrimps, 1s, 4 doz. case, doz.	....	2 20
Finnan Haddie, ½s, 8 doz. case	....	7 25
Herring (Can.) 1s, 4 doz. case per case	**6 50**	**8 00**
Lobsters, ¼s, 8 doz. case, doz.	3 25	3 55
Do., ½s, 4 doz. case, case	5 35	6 00
Oysters, 1s, 4 oz. 4 doz. case, case	....	8 40
Do., 2s, 8 oz. 2 doz. case, case	....	**7 50**
Pilchards, 1s, tall, 4 doz. case, per case	....	**6 25**
Do., ½s, flat, 8 doz. case, case	....	8 50
Salmons—		**Per case**
Sockeye, 1s, tall, 4 doz. case	....	19 50
Do., ½s, flat, 8 doz. case	....	20 50
Red Spring, 1s, tall, 4 doz. case	....	14 00
Do., ½s, flat, 8 doz. case	....	15 00
Cohoe, 1s, tall, 4 doz. case	....	11 00
Do., ½s, flat, 8 doz. case	....	12 00
Pink, 1s, tall, 4 doz. case	....	6 75
Do., ½s, flat, 8 doz. case	....	**8 00**
CANNED FRUITS (Canadian)—		**Per case**
Apples, 6 tins, in case	....	3 25
Blueberries, 2s, 2 doz. case	....	**6 75**
Cherries, 2s, 2 doz. case	....	**6 70**
Gooseberries, 2s, 2 doz. case	....	**7 50**
Lawtonberries, 2s, 2 doz. case	....	**8 00**
Peaches, 2s, 2 doz. case	**6 60**	**7 10**
Pears, 2s, 2 doz. case	**6 45**	**7 00**
Plums, Green Gage, H. S. 2s, 2 doz. case	....	**6 00**
Plums, Lombard, H.S. 2s, doz. case	....	**5 95**
Plums, Lombard, L. S., 2s, 2 doz. case	....	**4 65**
Raspberries, 2s, 2 doz. case	**8 00**	**8 60**
Strawberries, 2s, 2 doz. case	**8 00**	**8 60**
CANNED FRUIT (American)—		**Per case**
Apricots, 1s, 4 doz. case	....	10 60
Peaches, 2½s, 2 doz. case	....	**9 15**
Peaches, sliced, 1s, 4 doz. case.	....	**10 85**
Do., Halves, 1s, 4 doz. case	....	10
Do., 2s, 2 doz. case	....	**6 50**
Pears, 1s, 4 doz. case	....	**13 25**
Pineapple, sliced, 2s, 2 doz. case	....	7 50
CANNED VEGETABLES—		
Asparagus tips, 1s, tins, 4 doz. case, per doz.	....	**4 40**
Beans, Golden Wax, 2s, 2 doz. case, per case	....	**4 70**
Beans, Refugee, 2s, 2 doz. case	....	**4 75**
Corns, 2s, 2 doz. case	**3 85**	**4 10**
Peas, standard, 2s, 2 doz. case	3 25	4 10
Peas, Early June, 2s, 2 doz. case	**4 65**	**4 80**
Sweet Potatoes, 2½s, 2 doz. case	....	5 60
Pumpkin, 2½s, 2 doz. case	3 80	4 85
Sauer Kraut, 2½s, 2 doz. case	**3 80**	**3 90**
Tomatoes, 2½s, 2 doz. case	**4 05**	**4 35**

DRIED FRUITS IN DEMAND

Winnipeg

DRIED FRUITS.—Wholesalers report that early arrivals of Spanish table raisins are practically cleaned up. Owing to strike conditions in the South, seeded and seedless raisins in 15-ounce packages are reported scarce. No Turkish figs are expected on the market this season and as the limited quantity of old crop has been cleaned up, the demand for California figs in packages shows an improvement. Portuguese cooking figs of good quality and at low quotations are meeting with ready sales. There is a good demand for dates of all kinds. Prices are somewhat easier. Bulk dates of finest quality are quoted at 9c per lb. Packers in order to place new brands of package dates on the market are offering cases of 36's at $2.85. Fard dates are also in good demand.

DRIED FRUITS—	
Evaporated apples, per lb.	0 16¼
Currants, 90 lb., per lb.	0 20
Do., 8 oz. pkgs., 6 doz., case, pkg.	0 15½
Dates, Hallowee, bulk, lb.	0 10½
Do., pkgs., 3 doz. case, lb.	0 09
Loganberries, 8 oz., 4 doz. case, pk.	0 26
Peaches, standard, per lb.	0 19
Do., choice, per lb.	0 21
Do., fancy, per lb.	0 24
Do., Cal., in cartons, per carton	1 00
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 20
Prunes—	
30-40s, 25s, per lb.	0 21
40-50s, 25s, per lb.	0 16
50-60s, 25s, per lb.	0 15
70-80s, 25s, per lb.	0 14
80-90s, 25s, per lb.	0 13½
In 5-lb. cartons, carton	0 70 0 80
Raisins—Seeded—	
Cal. pkg., 16 oz. fancy, per pkg.	0 17
Do., pkg., 12 oz., fancy, per pkg.	0 12½
Do., 16 oz., choice, per pkg.	0 15
Do., 12 oz., choice, per pkg.	0 12¼
Cal., 5 lb cartons, per carton	0 83
Do., bulk, 25-lb. boxes, per lb.	0 14½
Raisins—Seedless—	
Cal., pkg., 11 oz. per pkg.	0 12
Do., bulk, 25-lb. boxes, per lb.	0 15
Do., bulk, 5-lb. cartons, per carton	0 84
Do., Cal. Muscatels, 5 lb. carton, per carton	1 05
Apricots—	
Do., standard, 10s, per lb.	0 33
Do., 25s, per lb.	0 31
Do., Choice, 10s, per lb.	0 39
Do., 25s, per lb.	0 37
Do., Fancy, 10s, per lb.	0 44
Apricots, fancy 25s per lb.	0 45
Apricots, 5 lb. cartons per carton	2 05

FIRM TONE TO PEANUTS

Winnipeg

NUTS.—Wholesalers report that sales of all nuts have been heavy for the Christmas trade. Spanish shelled peanuts are showing a firm tendency and at today's high prices indications are that European lines will control the local market.

NUTS, SHELLED—	
Almonds, per lb.	0 44
Spanish Peanuts, No. 1, lb.	0 13½
Pecans, per lb.	1 00
Walnuts, per lb.	0 60
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 15
Pecans, per lb.	0 25
Filberts, per lb.	02 2

JAMS SHOW NO CHANGE

Winnipeg

JAMS.—There are no new developments in the market for jams. The movement is quiet and quotations are unchanged.

JAMS—		
Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80

FLOUR MARKET STEADY

Winnipeg

FLOUR.—The market for flour is steady. Quotations are unchanged at $3.40 for 98-pound sacks.

FLOUR—	
98 lb. sacks	3 40
Two 49 lb. sacks	3 45
Four 24 lb. sacks	3 52½

SUGAR MOVES UPWARD

Winnipeg

SUGAR.—An advance of 10c has been recorded on refined sugar, making Winnipeg quotations $9.10. The trade believe that sugar has reached the peak and although present prices are expected to hold, lower prices are likely to prevail after the first of the year.

SUGAR—	
Extra gran., bags, 100 lbs.	9 10
Do., gunnies, 5-10 lbs.	9 30
Do., cartons, 20-5 lbs.	9 60
Do., gunnies, 10-40 lbs.	9 40
Yellow, No. 1 Lt., bags, 100 lbs.	8 60
Do., golden bags, 100 lbs.	8 50
Powdered sugar, bbls.	9 50
Do, boxes, 50 lbs	9 70
Do., boxes, 25 lbs.	9 90
Icing, barrels	9 60
Do., boxes, 50 lbs.	9 80
Do., boxes, 25 lbs.	10 00
Soft lumps, boxes, 100 lbs.	9 90
Do., boxes, 50 lbs.	10 00
Do., cases, 20 5-lb. cartons	10 95
Do., cases, 5-lb. cartons	10 70
Small lump boxes, 100 lbs.	9 80
Do,. boxes, 50 bs.	9 90
Do., cartons, 50 2-lb.	11 20
Do., boxes, 25 lbs.	9 80
Hard lump boxes, 100 lbs.	9 80
Do., boxes, 50 lbs.	10 00
Do., boxes, 25 lbs.	10 20

STRONG TONE TO CEREALS

Winnipeg

CEREALS.—Throughout the cereal list the strength which has characterized the market for several weeks still prevails. Beans are reported firm. Rolled oats maintain strength. Barley is temporarily scarce and quotations are ruling firm. Package cereals are in good demand and a strong tone prevails reflecting the strength of the grain market.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct.	3 85	4 00
Do., 36s, case, square pkts.	....	4 00
Do., 18s. case.	....	1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case	....	2 85
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed Rice, 3 doz. case, per case	....	5 70
Cream of Wheat, 3 doz. case per case	....	7 50
Grape Nuts, 2 doz. case, per case	....	3 80
Package Peas, 3 doz. case	....	3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag	....	2 85
Do., 40s, per bag	....	1 50
Do., 20s, per bag	....	0 83
Do., 10-8s, per bale	3 50	3 80
Oatmeal, 98s, gran. for stand bag	....	3 60
Wheat granules, 98s, per bag	....	4 70
Do., 16-6s, per bale	....	5 90
Peas, split, yellow, 98s, per bag	....	6 00
Do., split yellow, 49s, per bag	....	3 15
Do., split yellow, 49s, per bag	....	3 80
Beans, fancy, hand picked, 100 lb. bag per bushel	....	3 40
Barley, pot, 98s, per bag	....	3 15
Do., pot, 49s per bag	....	1 60
Do., pot, 24s, per bag	....	0 84
Barley, pearl, 98s, per bag	....	4 35
Do,. pearl, 24s, per bag	....	1 15
Do., 49s, per bag	....	1 20
Do., 24s, per bag	....	0 63
Do., 10-lbs. per bag	....	2 90
Cornmeal, 98s per bag	....	2 30

SPICE PRICES MAINTAINED

Winnipeg

SPICES.—The spice market continues to rule firm and prices are well maintained. Cloves and peppers are showing a firmer tone. New prices on olives

have not yet been named but indications point to an advance of possibly from 50 to 75 per cent. Locally there is a good demand for olives for the Christmas trade.

WHOLE SPICE—

Allspice, Jamaica, best quality, lb.	0 09½	0 10½
Cassia, Batavia, per lb.	0 38	0 45
Do., China, per lb.	0 12	0 14
Chillies, per lb.	0 60	0 65
Do., No. 1, per lb.	....	0 55
Cinnamon, Ceylon, per lb.	0 30	0 45
Cloves, Zanzibar, per lb.	0 58	0 62
Ginger, washed, Jamaica, No. 1	0 55	0 60
Do., Jamaica, No. 2	....	0 50
Do., Japan or African, lb.	0 16	0 18
Mace, extra bright penang, lb.	0 55	0 65
Nutmegs, ex. large brown 70 lb. per lb.	0 35	0 45
Do., med. brown, 110 to lb. per lb.		0 25
Do., carton of six per doz.		0 75
Pepper, black, Singapore, ex. lb.	0 18	0 20
Do., White, do., per lb.	0 21	0 24
Pickling, ¼ lb. pkg. per doz.	$ 65	0 75
Do., bulk, No. 1 per lb.	....	0 20

GROUND SPICE

Allspice, bulk, per lb.	0 14
Do., 2 oz. cannister	0 60
Do., 3 oz. cannister	0 75
Cassia, No. 1 bulk, per lb.	0 23½
Do., No. 1, 2 oz. cannister	0 70
Do., No. 1, 3 oz. cannister	0 90
Cinnamon, bulk, per lb.	0 29
Do., 2 oz. cannister	0 80
Do., 3 oz. cannister	1 10
Cloves, bulk, per lb.	0 63
Do., 2 oz. tins	1 50
Do., 3 oz. tins	2 10
Cayenne, No. 1 bulk, per lb.	0 28½
Do., No. 1, 2 oz. cannister	0 80
Do., No. 1, 3 oz. cannister	1 05
Ginger, No. 1 bulk, per lb.	0 24½
Do., No. 1, 2 oz. cannister	0 75
Mace No. 1, bulk, per lb.	0 72
Do., No. 1, 2 oz. canister	1 50
Do., No. 1, 3 oz. cannister	2 10
Nutmegs, No. 1 bulk, per lb.	0 72
Do., No. 1, 2 oz., cannister	0 80
Do., No. 1, 3 oz. cannister	1 00
Pastry, Spice, No. 1 bulk, per lb.	0 29
Do., No. 1, 2 oz. cannister	0 80
Do., No. 1, 3 oz. cannister	1 10
White pepper, No. 1 bulk, per lb.	0 25
Black pepper, No. 1, bulk, per lb.	0 18½
White peper, No. 1, 2 oz. cannister	0 80
Do., No. 1, 3 oz. cannister	1 00

STEADY RICE MARKET

Winnipeg.

RICE.—Prices of rice show no change and sales are reported scarce.

RICE—

No. 1 Japan, 100-lb. sacks, lb.	0 03¼
Do, 50-lb. sacks, lb.	0 03½
Siam, 100-lb. bags, lb.	0 06
Do., 50 lbs. bags, lb.	0 06¼
Sago, sack lots, 130 to 150 lbs. per lb.	0 09
Sago in less quantities, lb.	0 09

TEA MARKET ACTIVE

Winnipeg.

TEA.—Reports from primary markets state that prices on teas have advanced from 5c to 10c per lb. during the past few months. The market is higher on all grades of Javas and Ceylon Pekoes are moving upward. Indias are also maintaining an upward tone. Dealers state that with new arrivals higher quotations are in order.

INDIA AND CEYLON—		
Pekoe Souchongs, first quality	0 40	0 42
Do., second quality	0 38	0 40
Pekoe, first quality	0 45	0 48
Do., second quality	0 43	0 45
Broken Pekoe, first quality	0 45	0 50
Broken orange Pekoe, 1st quality	0 50	0 60
Japan, first quality	0 40	0 60
JAVAS—		
Pekoe Souchongs	0 40	0 42

STRONG TONE TO SYRUPS

Winnipeg.

SYRUPS.—Syrups and molasses show an active movement but so far no change in quotations is noted. The market, however, is strong and in view of the strength in raw materials it would appear that an advance is not unlikely.

CANE SYRUP—

No. 2s, 2 doz. case	5 20
No. 5s, 1 doz. case	6 00
No. 10s, ½ doz. case	5 65
No. 20s, ¼ doz. case	5 40
CORN SYRUP—	
Cases, 2-lb. tins white, 2 doz. in case	**4 85**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	**4 45**
Cases, 20-lb. tins, white, ¼ doz. in case	**4 45**
Cases, 2-lb. tins, yellow, 2 doz. in case	**3 75**
Cases, 5-lb. tins yellow, 1 doz. in case	**4 20**
in case	3 95
Cases, 20-lb. tins, yellow, ¼ doz.	
in case	3 95
MAPLE SYRUP—	
Pure, 2½s, tins, case of 2 doz.	19 70
Pure, 5s, per case of 1 doz.	18 00
Pure, 10s, per case of ½ doz.	16 00
TABLE SYRUP—	
Maple flavor, 2½'s tins, per case of 2 doz.	**8 00**
Do., 2s, tins, per case of 1 doz.	**8 00**
MOLASSES BARBADOES—	
2 lb. tins, 2 doz. case	**7 00**
5 lb. tins, 2 doz. case	**9 85**
10 lb. tins, ½ doz. case	**7 75**
MOLASSES BLACKSTRAP—	
1½s, tins, 4 doz. case	4 10
2s, tins, 3 doz. case	3 75

CRANBERRIES ARE HIGHER

Winnipeg.

FRUITS.—Wholesalers report that cranberries are scarce and quotations of $18 per barrel and $9 per half barrel are well maintained. There is a fair demand for California navel oranges at $7.50 to $8 per case. Spanish Malaga grapes are in fair volume at quotations of $15 per keg. Other lines of fruits show practically no change.

FRUITS—

Wagners, per case	2 00
Do. per crate	1 50 1 60
Grapes, Emperors, per case	3 50
Do., Emperor, per keg	7 50
Pears, per case	3 50 4 25
Oranges, per case	7 50 8 00
Lemons, per case	14 00
Grapefruit, per case	7 00 7 50
Bananas, per lb.	0 10
Cranberries, per box	9 00

NO CHANGE IN VEGETABLES

Winnipeg

VEGETABLES.—Dealers report that there is little change in the vegetable market. California tomatoes in lugs of about 30 lb. are quoted at $4.50. Head lettuce is scarce and quotations of $6 per case are well maintained. The demand for cabbage, beets, turnips, parsnips and potatoes is steady.

VEGETABLES—

Cauliflower, per crate	3 50
Cabbage, per cwt.	1 50
Beets, per cwt.	1 00
Turnips, per cwt.	1 00
Carrots, per cwt.	1 00
Parsnips, per cwt.	2 00
Leaf lettuce, per doz.	0 40
Head lettuce, per case	6 00

FIFTY THOUSAND DOLLARS FOR A STRAWBERRY PLANT

Three Rivers, Mich., Dec. 13.—Fifty thousand dollars for a single strawberry plant was paid recently by Frank B. Beatty, President of the R. M. Kellog Co., fruit growers. The plant is to be known as "Rockhill" in honor of its breeder, Harlow Rockhill, of Conrad, Iowa. The price is believed here to be the highest ever paid for a single strawberry plant. The plant bears in early summer and begins again in late summer, bearing continuously until the frost comes. The purchaser said he believed the plant he had purchased would revolutionize the strawberry industry.

Did You Ever Stop to Think—

THAT your city is moving ahead. She has a winning gait.

THAT a diversity of paying enterprises, both of the soil and in the manufacturing field, will assure your city against business depression.

THAT your city should use every effort to develop the resources of your city and county which have lain dormant for many years.

THAT your citizens should be working together to make your city a better city, a finer city in which to bring up your families, a good city in which to make a living.

THAT the most satisfactory market center is a city where all the merchandise you need to buy and sell can be obtained quickly. The largest assortments, the least inconvenience and loss of time, and the lowest costs are the factors which determine its superiority.

THAT all that progressive citizens require, can be bought in your city.

THAT popularity always and ever will be the proof of the charm of a city.

THAT your citizens can make your city popular and well-liked and known as a good city in which to trade or live.

MARKETS BY WIRE

British Columbia Markets

FROM VANCOUVER BY WIRE

Vancouver, B. C. Dec. 12.—The present cold weather and extensive snow has closed many coast camps, making a marked effect on local business. Eggs are arriving in decreasing quantities but price remains unchanged at 57c per doz. The potato business is brisk due to scarcity and rising market expected. From the south, radishes and parsley are arriving and quoted at $1 per doz. bunches. Globe artichokes are quoted at $2; brussel sprouts, 20c; white spine cucumbers, $2.25 per doz.; cauliflowers, $2.75; and tomatoes at $5.25 per lug box.

Nova Scotia Markets

FROM HALIFAX BY WIRE

Halifax, N. S., Dec. 12.—Fresh eggs are selling at 60c per doz. Large shipments of U. S. storage eggs are arriving which tends to keep storage eggs on the basis of 40c per doz. Tapioca is advanced to $9 per 100 lbs.

Oranges, case	4 00	7 50
Lemons, case		12 00
Hams, 25 to 35 lbs.		0 28
Do., 12 to 18 lbs.		0 26
Do., 18 to 25 lbs.		0 25½
Cheese		0 27
Eggs, fresh, doz.		0 60
Do., storage, doz.		0 40
Raspberries, Ont., 2s, doz.		1 40
Peaches, standard 2s, doz.		2 75
Corn, 2s, doz.		1 50
Peas, 2s, doz.		1 75
Potatoes, 90 lb. bag		1 25
Flour, Hard wheat, per bbl.		8 80
Do., Blended, per bbl.		7 80
Onions, Canadian, 100 lbs.		2 25
Cornmeal, bags		2 10
Rolled oats, per bag		3 90
Rice Siam, per 100 lbs.		8 50
Tapioca, 100 lbs.		9 00
Sugar, standard gran.		8 25
Do., No. 1 yellow		7 75
Do., 12 to 18 lbs.		0 22
Breakfast Bacon		0 34
Roll Bacon		0 22
American clear pork, bbl.		34 00

New Brunswick Markets

FROM ST. JOHN, BY WIRE

St. John, N. B., Dec. 12.—Sugar is higher, granulated quoted at $8.25 and No. 1 yellow at $7.75 per cwt. Clear pork is quoted at $33, a reduction of $1 per barrel. Lard is a half cent down, pails being quoted at 18c and tubs at 17½c per lb. Creamery butter prints is offered at 41c and solids at 38c per lb.

Eggs		0 38
Rice, Siam, per cwt.		6 00
Tapioca, per 100 lbs.		9 50
Sugar, gran., cwt.		8 25
Do., No. 1, yellow		7 75
Molasses, gal.		0 65
Tomatoes, cans, doz.		1 70
Raisins, Valencia layers	0 24	0 30
Currants, cleaned		0 22
Prunes, 90-100, 25-lb. boxes		0 13
Lemon peel		0 30
Orange peel		0 31
Citron peel		0 60
Walnuts		0 23
Almonds		0 22
Brazils		0 20
Peanuts		0 13
Filberts		0 16
Cocoanuts, bag		6 00
Potatoes, per barrel		2 00
Onions, 100 lbs.		2 00
Pork, clear barrels		33 00
Oranges, per case	5 00	8 00
Bananas, per lb.	0 11	0 12
Lemons, case		7 00
Grapefruit, case	6 00	7 00
Pigs' feet, per 20-lb. pail		2 25
Hams, shoulder, per lb.		0 22
Bacon, side per lb.		0 33
Bacon roll, per lb.		0 62
Lard, pure, in pails, lb.		0 18
Lard, pure, in tubs, lb.		0 17½
Oleomargarine, lb.		0 22
Shortening, in pails, lb.		0 15½
Shotrening, in pails, lb.		0 15
Butter, creamery, prints, lb.		0 41
Eggs, fresh, per doz.		0 45
Do., No. 1, per doz.		0 42
Butter, creamery, solids, lb.		0 38
Cornmeal, gran., bags		3 00
Rolled oats, bag		3 60

Credit Men Want a Supt. of Bankruptcy

Winnipeg, Dec. 11. — Recommendation for the appointment of a superintendent of bankruptcy, to whom all complaints regarding the administration of the Bankruptcy Act may be made, will be made to the minister of justice by the Credit Men's Trust Association. The legislative committee of the Canadian Credit Men has had under consideration several amendments to the present Bankruptcy Act with the view to more efficient administration of the Act.

The amendments to be suggested to the minister of justice include the restricting of the number of trustees to be appointed and limiting the appointments to persons fully qualified and the cancellation of some appointments previously made. The action of an authorized trustee in Eastern Canada in soliciting the retail trade for possible assignments was condemned, and it is suggested that steps be taken to prohibit such measures. For the greater protection of the creditors the suggestion will be made to the government that, pending the consideration of the composition, the legislation should enable the trustee to be invested with the assets of the assigned business.



Reproduction of a window display recently put in by Jenkins & Son, Charlottetown, P.E.I., and dressed by Hazen Baker, a member of the firm's staff. In the center is a hive of bees which assisted materially in stimulating sales of honey. The balance of the display is composed of apples, pears, cocoanuts, grapefruit, plums, grapes, oranges, cantaloupes, ripe tomatoes, cranberries, etc.



Canadian Potato Crop is 2,990,250 Tons

Average Yield per Acre is Slightly Under That of a Year Ago— Average Price for Grade C at 50c Per Cwt. is Said to Be the Lowest for Some Years at This Period of the Season

ACCORDING to the latest information from the Department of Agriculture at Ottawa, the total crop of potatoes for all of Canada this year is estimated at 2,990,250 tons produced from 683,594 acres as against 3,220,380 tons from 701,912 acres last year. The average yield per acre this year is 4 1-3 tons as compared with slightly over 4½ tons in 1921.

No Speculating in Potatoes

The average price per hundred weight so far this season for the Dominion is 50c per bag delivered for grade C, which is the lowest for years at this period of the season. Apparently the reason for this is the fact that this fall there has been very little buying for storage by speculators who evidently have kept in mind the heavy losses of last spring and are quite content to let the farmer hold the stock and take a chance on the market improving later.

U. S. Crop Reported Large

Another factor in the situation is the big crop in the United States, which is nearly a million more bushels of potatoes this year than a year ago, and nearly half a million bushels greater than the average crop during the past five years. Furthermore, the high tariff will almost prohibit heavy shipments of Canadian potatoes from going to the country to the south. The large crop over there and the high tariff will naturally be factors in determining present prices.

The following indicate the production of potatoes in the Dominion:—

Northern Ontario Conditions

Fort William.—There were 1,500 acres of potatoes in this district and the average yield was 4½ tons per acre. Condition of the crop was only fair as there was considerable rot, some scab and rhizoctonia. Approximately 75 per cent. of the total crop is in pits, root cellars, common storage, etc. The average price received has been around $1 per cwt to the grower.

New Liskeard—There were 1,500 acres in potatoes, which gave an average yield of 4½ tons per acre. Quality of the stock is very good. A large percentage of the crop was stored, but there was a very heavy loss during the forest fires. Potatoes have been selling lately at $1.25 per cwt.

Central and Eastern Ontario

Alliston—The total acreage was 50 per cent. over 1921. The yield averaged 4¼ tons per acre of excellent quality potatoes with the exception of a few isolated districts where blight did considerable damage. Approximately one-third of the crop has been stored in pits, etc., but for the potatoes sold the grower received 75 cents per cwt.

Lindsay—There were approximately 2,000 acres planted in this district in 1922, and the average yield is estimated at 4½ tons to the acre. Quality was very good and 80 per cent. of the total crop was stored. The price ranges from 50 cents to $1 per cwt.

Morrisburg—The potato crop in this district was well above the average, and although there has been some rotting, the dry weather during the latter part of the season arrested this to a great extent.

Western Ontario Conditions

Leamington—In this district an average yield of 7½ tons to the acre is reported. The quality was very good, and from 40 to 50 per cent. of the crop is now in storage.

Caradoc District—There were approximately 700 acres planted to potatoes, and the average yield is estimated at 4½ tons per acre. Sixty-two per cent. of the crop is still in the hands of the grower. Price received by grower, 65 cents per cwt.

Wellington County—There were approximately 6,000 acres in potatoes, but the average yield is not over 3½ tons per acre. Eighty per cent. of the crop, which is very clean, is in storage, but for the portion sold the grower received from 55 to 60 cents per cwt.

Waterloo County—The average yield was 3 tons per acre. Fifty per cent. of the crop has been stored, and the price is around $1 per cwt.

Situation in Western Canada

There were approximately 19,200 acres planted to potatoes in British Columbia, which are yielding 6.16 tons per acre, against 5.28 last year. The quality is reported as good, with a little weather damage in some localities. In Alberta 42,503 acres were planted, which yielded on an average 2½ tons per acre. Half the crop has been sold at $12 per ton. The best yields were in the south and southwest of the Province. Nearly 56,000 acres were planted in Saskatchewan, with a yield of 4½ tons reported, as against 5½ tons a year ago. The quality of the crop is good. Manitoba farmers planted 38,798 acres, which averaged 4 tons per acre. The crop is of excellent quality, but prices have been so low, ranging from 25 cents to 90 cents per cwt., that a considerable portion has not been dug, and many tubers will be fed to stock. In all the Western Provinces much of the crop, probably 50 per cent., is being stored.

Eastern Canada Situation

In Quebec the crop will amount to only about sixty-five per cent. of that harvested a year ago, but the quality is good, with little damage from disease reported. The yield from the 175,980 acres planted will average three tons. In New Brunswick only half the yield from the same acreage as last year is reported for the potato crop this season. Nearly 75,000 acres were planted. The general quality is reported as good. The crop is stated to have done better in Prince Edward Island and Nova Scotia, the average yield in these Provinces being 3¾ tons and 5½ tons, respectively. The quality is good. Prices in Eastern Canada for the portion of the crop sold average round 65 cents per cwt., with a dollar quoted on seed potatoes from Prince Edward Island. More than half of the crop is still in the hands of the grower. Over 40,000 barrels have been shipped from Nova Scotia to Havana, Cuba, and more are on the way.

(Continued on page 38)

Turkeys for Christmas Are Being Bought at From 41 to 42c per lb.

Deliveries of Poultry From Ontario Points Are Fairly Large—Offerings of Turkeys From the West a New Factor in This Market

TORONTO, Dec. 13.—Deliveries of poultry from sections in Ontario have been fairly large during the past week and in consequence dealers who delayed storage operations have been fairly busy putting away their requirements.

Turkeys, however, as yet are not appearing in any great quantity and although the price has somewhat stiffened, it would appear that Ontario farmers are holding their supplies for a higher price during Christmas week. But a new factor has entered into the turkey situation and that is the offering of turkeys from the Western Provinces, and some of the local dealers predict that the West will be an important source of supply this winter. In fact several carloads of dressed turkeys have been purchased by local houses at a price said to be around 41c. to 42c. per lb., laid down in Toronto.

"As to whether prices of turkeys will be higher," said one dealer, "that will depend a great deal on whether the United States comes into this market. Buyers were here from the U. S. during the latter part of November which stiffened prices, but it remains to be seen what will happen as the Christmas holidays approach. It is safe to say that there is not any likelihood of prices being any lower."

Prophesies a Big Development in Can. Dairy Products

Ottawa, Dec. 12. (Special).—A hopeful view of the outlook for export trade in dairy products may be taken from the evidence of the deputy minister of agriculture, who recently returned from a visit to Great Britain where he took occasion to enquire as to the relative standing of these on the Old Country market. Addressing a gathering of senior officials of the Live Stock branch in Ottawa a few days ago, Dr. Grisdale prophesied a big development in dairy products, provided Canadian products are uniformly graded, are better advertised abroad and are produced and marketed with a view to meeting the exacting taste of the British consumer.

On the latter point Dr. Grisdale was able to say from his observations that Canadian butter is at a disadvantage as compared with butter from New Zealand and Australia for the reason that it lacks the uniformity so necessary to secure and maintain an established position on the market. At the same gathering, the dairy and cold storage commissioner, J. A. Ruddick, made the important announcement that after April 1 next year, it is proposed to grade all dairy products for export. This practice, it is expected, will have a great influence in stabilizing Canadian butter trade, and in maintaining for Canadian cheese the reputation that is now being jeopardized when considered side by side with New Zealand cheese. For some years cheese from New Zealand, owing to its greater uniformity, has been creeping up on Canadian cheese on the British market and now sells at an even price, and in many cases at a few cents above the price received for fine Canadian. With the system of grading that will go into effect next spring, no further ground should be lost by Canadian cheese, but rather it should again assume the lead that it held for many years.

Coreless and Seedless Fameuse Apples Are Produced in Quebec

Montreal. (Special).—At the annual meeting of the Pomological and Fruit Growing Society of the Province of Quebec held at Macdonald College, St. Anne de Bellevue, last week, it was announced that a seedless and coreless Fameuse apple had been developed near Abbotsford, Que. A number of samples of the apple were displayed at the meeting and fruit growers manifest much interest in the discovery. From a commercial point of view as well as from the botanical standpoint it is a great discovery.

A Real Fameuse

The apples were found to be genuine Fameuse, so popular for their flavor and keeping quality, only differing slightly in shape from the common variety. It is a little longer and flatter on the top but has the real Fameuse color and flavor. There is only a slight marking in the flesh where the core is generally found. The apples were exhibited by A. W. Buzzell, of Abbotsford, Que., who has built for himself a reputation in this province for his orchards. S. M. Luke, of Luke Bros., nurserymen, of Montreal, who examined the apples, told Canadian Grocer that little could be definitely said about the future of commercial possibilities of the freak apple or what fruit growers call "sport varieties."

The coreless apple was quite accidentally discovered. Mr. Buzzell, after picking this crop of apples found that some had no cores or seeds. It was too late to even tell from what trees they came or if all the apples on the tree were of the same nature. The orchard is to be carefully watched to see if the same apple appears next year. In the meantime the fruit growers of the province are reviewing among themselves the possibilities of the tree if it becomes a permanent variety.

Good Fruit From "Sport"

Mr. Luke pointed out to a Canadian Grocer representative that in the past some of our finest fruits have come from sports accidentally discovered and unexplained. He stated that one of the finest varieties of blue grapes found its beginning on a vine of black grapes and was grafted into a variety of its own. He also stated that some years ago in the United States a coreless and seedless Spencer apple was grown but it was found to be so poor in quality and flavor as to be unfit for commercial purposes. "If this apple proves to be permanent, a great future is in store for it. It will become famous and make a reputation not only for its producer but for Canada," said Mr. Blake. "In the meantime, we can only wait and hope."

Remembering the publicity given to a raspberry that brought a small fortune, Mr. Luke offered a million dollars for a limb from the parent tree that would reproduce the seedless Fameuse but he took the pleasure out of the offer by adding that the million would be paid in Russian money. Nevertheless Mr. Luke does not make little of the discovery or its possibilities. He most sincerely hopes that the variety can be established. He tasted one of the forty samples shown at the convention and was enthusiastic over its qualities.

WANTED GROCERIES EXEMPTED FROM EARLY CLOSING RESTRICTIONS

Winnipeg, Dec. 7.—A petition from the Retail Stores' Association to have groceries exempted from early closing restrictions was shelved by the Winnipeg public health committee at its meeting the other day. Repeated applications either for exemption of groceries or suspension of the Early Closing bylaw until the Shops' Regulation Act has been amended have been made but the committee takes the stand that nothing can be done except with the consent of all concerned.

Ald. W. B. Simpson informed a delegation that regulations for screening of prohibited goods and operation of the by-law was agreed to by both large and small stores and that the committee did not desire to take any action until all stores concerned had reached a satisfactory settlement as to the terms they desired in the bylaw and were prepared to abide by any further change made.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 13.—The only feature of note in the produce and provision market is the strength apparent in butter on account of an improvement in the export outlook. Local wholesalers predict an advance in butter in the near future. Cheese is on a firm and steady basis with a fairly good movement both for domestic and export trade. There is an excellent demand for eggs and the drain on storage supplies is sure to produce strength since these supplies are not being replenished. New laid eggs find a ready sale at the high prices. Contrary to expectations the poultry market has shown no signs of the usual advance at the Christmas season. Wholesalers expect that this year there will be ample offerings to insure low prices with a big demand resulting. Turkeys however are scarce so far but it is felt that supplies are being held back. The hog market shows a slight decline but the trade feels that a reaction will occur. There is no change in lard or shortening. A good supply of halibut is on the market and fish prices in general are unchanged. The cold weather has brought an improved demand.

BUTTER MARKET STEADY

Montreal.

BUTTER.—The butter market is firm with a good demand for the domestic trade and some shipments to the United States. The English market is quiet but butter maintains a strong position with prices so far unchanged. Local wholesalers are of the opinion that an advance in the price is due before very long since the export market to the United States is favorable to Canadian butter. In all probability an advance will come before the end of the week.

BUTTER—

Creamery prints, finest	0 38	0 39
Creamery solids	0 37	0 38
Dairy Solids		0 30
Dairy prints		0 32

CHEESE PRICES STEADY

Montreal.

CHEESE.—There is only a moderate demand for cheese but the export market holds firm and local prices are in sympathy with conditions abroad. Wholesale dealers look for a steady market in cheese.

CHEESE—

Old colored, twins	0 25
Old white	0 25
Stilton, per lb.	0 30
Quebec	0 25
Stilton, per lb	0 30
Fancy old cheese	0 28
Late cheese	0 23

GOOD DEMAND FOR EGGS

Montreal.

EGGS.—There is no actual change in the egg market but the feeling is firm owing to the continued good demand for consumption, which was never known to be better at this season of the year. Stocks of storage eggs are being reduced rapidly. Supplies of new laid eggs are small and all offerings meet a ready sale.

EGGS—

New Laid	0 80	0 85
Fall Fresh	0 54	0 55
Selects		0 40
No. 1		0 36
Storage		0 28

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS.—Although hog prices are slightly lower, bacon and smoked meats are unchanged in price. Local packers state that they do not expect a change in the quotations on these lines but look for a stronger market in the future. The domestic and export trade in cured meats is only fair but supplies held are only sufficient to carry the trade and no weakness is apparent.

BACON—

Breakfast, best	0 30	0 32
Smoked breakfast	0 28	0 30
Cottage rolls	0 26	0 30
Picnic smoked hams		0 19
Wiltshire	0 30	0 32

MEDIUM SMOKED HAMS—

Weight, 8-12 long cut	0 26	0 27
Do., 12-14	0 25	0 26
Do., 20-25	0 24	0 25

LARD PRICES UNCHANGED

Montreal.

LARD.—The lard market stands firm with a good demand for small lots. The trade is only buying for immediate requirements which gives a steady flow of business with the same condition in market values.

LARD—

Tierces, 350 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
1 lb. bricks	0 19	0 20

SHORTENING PRICES STEADY

Montreal.

SHORTENING.—The shortening market like lard is steady both in price and demand. There is no feature of note and the trade is in a healthy condition.

SHORTENING—

Tierces, per lb.		0 13
Tubs, per lb.		0 13½
Pails, per lb.		0 14
Prints	0 15½	0 16

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS.—There is no change in the prices on cooked meats. The demand is limited at this season and prices are on a steady basis.

COOKED MEATS—

Hams, coked	0 40
Sandwich	0 47
Square hams	0 42
Bologna	0 21
Smoked shoulders	0 22
Corned Beef 1's, per doz.	3 25
Per doz. 2's	5 75

POULTRY PRICES STILL STEADY

Montreal.

POULTRY.—Poultry, except turkeys, has not yet shown any indication of an advance. In fact wholesale dealers expect a comparatively easy Christmas market for poultry on account of the bigger supplies available. At the same time they do expect a much bigger demand. Turkeys are firming up, but producers and cold storage people show no anxiety to sell. Prices may advance a little in the next week.

ROASTING CHICKENS—		Per lb.
3 to 3½ lbs., per lb.	0 27	0 28
4 per lb.	0 30	0 32
4½ up per lb.	0 33	0 34
FOWL—		
3 to 3½ pounds, per lb.		0 22
3½ to 4 per lb.		0 25
4½ up		0 28
Broilers, per lb	0 30	0 32
Turkeys, per lb.	0 45	0 48
Geese, per lb.	0 25	0 26

GOOD SUPPLY OF HALIBUT

Montreal.

FISH.—There is no change in the fish trade or prices except an increased supply of halibut that makes the market slightly easier in that line. The colder weather has facilitated the handling of fish and so has shown an increase in the demand. Prices are unchanged.

FRESH FISH—

Herring	0 07
Market cod, fresh	0 05
Steak cod	0 08
Haddock	0 06
Halibut, chicken	0 20
Do., medium	0 24
Lake Trout	0 16
Flounders	0 09
Mackerl	0 12
Cohoe salmon	0 22
Gaspe Salmon	0 25
Dressed Pike	0 12

FROZEN FISH—

Halibut	0 20
Chicken halibut	0 18
Qualla Salmon	0 11
Dressed B. C Salmon	0 22
Gaspe Salmon	0 25
Lake Trout	0 14
White Fish	0 16

SALTED FISH—

Labrador Herring, per barrel	10 50
Labrador Salt Salmon, per barrel	20 00
White Nape Green cod, large	7 50
White Nape Green cod, medium	6 50
White Nape Green cod, small	6 00

OYSTERS—

Standards, No. 1, can	2 50
No. 3, can	7 25

HOG PRICES LOWER

Montreal.

FRESH MEATS.—The market for hogs shows decided weakness but local packers are of the opinion that a reaction will come. Prices on select bacon

hogs showed a decline of 50c. a cwt. This decline is in sympathy with general market conditions on account of the smaller demand for bacon hogs while offerings are fairly large. Fresh pork is slightly easier in price and trimmed lines are quoted at 26c. a lb. There is no change in the beef market. Prices are maintained with some improvement in the demand but a stronger market is expected by the close of the month.

FRESH MEATS—

Hogs, Selected, (weighed off cars)	11 25	11 50
Fresh killed	15 75	16 50
Legs of pork, (foot on)	0 17	0 18
Loins (trimmed)	....	0 26
Trimmed shoulders	....	0 16
Untrimmed	0 18	0 19
Pork sausage (pure)	0 18	0 19

Fresh Beef—	(Cows)	(Steers)
Hind quarters	0 10 0 15	0 12 0 18
Front Quarters	0 04½ 0 06	0 06 0 08
Loins	0 18	0 21
Chucks	0 06	0 08

ONTARIO MARKETS

TORONTO, Dec. 13.—For the most part all provision and produce markets continue with a steady to firm tone and price changes are decidedly lacking this week. Butter and eggs hold firm while cheese has a shade easier tone on local and country boards. Live hogs are in an unsettled condition with the price opening last week at a higher basis and receding again at the closing market and a continuation of the easier tone for the opening market of this week. Fresh caught lake fish is practically off the market but frozen varieties are taking the place. Receipts of poultry are heavier but the market has a firmer tone with a prospect for some advances.

BUTTER HOLDS FIRM

Toronto.

BUTTER.—Although the movement of butter to United States during the past week was not so brisk as the preceding weeks, the tone of the market continues firm. Shipments of fresh-made Danish and New Zealand butter are on the way but these are not likely to make any material change in market conditions as it is understood that the price laid down in Toronto is around 38c per lb., which compares very favorably with local prices on Ontario stock.

BUTTER—

Creamery prints, No. 1	0 41	0 42
Creamery prints, No. 2	0 37	0 39

SHADE EASIER TONE IN CHEESE

Toronto

CHEESE.—There is a shade easier feeling in the cheese situation on local and country boards, but so far as dealers are concerned there is practically no change.

CHEESE—

Large, new	0 25	....
Do., Old	0 26	0 27
Stilton, new	0 26	0 27

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGG MARKET STEADY

Toronto

EGGS.—The situation in eggs shows no change as compared with a week ago. Strictly new-laids are still very scarce and shipments of U. S. eggs continue to arrive.

EGGS—

No. 1s	0 37	0 38
Select	0 42	0 43
Selects in cartons	0 46	0 48

EASIER TONE IN HOGS

Toronto

FRESH MEATS.—Trading at the Union Stock Yards during the week was brisk especially for finished beeves for the Christmas trade. Values in consequence were slightly enhanced for the better quality and the opening market of this week was also stronger on that class of cattle. Although live hogs closed last week at a slightly lower level the situation is considered as rather unsettled and if anything the larger packers are looking for an easier situation during the coming week. Quotations on dressed meats show little change as compared with last week.

FRESH MEATS—

Hogs—

Live, fed and watered, cwt	....	11 00
Live, f.o.b.	....	10 00
Live, off cars	....	10 25
Dressed, light, per cwt	15 50	16 00
Do., heavy, per cwt	13 00	15 00

Fresh Pork—

Legs of pork, up to 35 lbs.	....	**0 20**
Loins	....	0 31
Fresh hams, lb.	....	0 21
Tenderloins, lb.	....	0 50
Picnics, lb.	....	0 15½
Montreal shoulders	....	0 20
Boston butts, lb.	....	0 21
New York shoulders	....	0 17

Fresh Beef—from Steers and Heifers—

Hind quarters, good quality, lb.	0 14	0 16
Hind quarters, med., quality, lb	0 10	0 14
Ribs, lb.	0 14	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 26
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	**0 13**	**0 15**
Sheep, good quality, lb.	0 12	0 15
Do., medium	0 08	0 12

NO CHANGE IN COOKED MEATS

Toronto

COOKED MEATS. — Quotations on cooked meats are unchanged. The situation is fairly steady under a moderate demand.

COOKED MEATS—

Boiled ham, lb.	....	0 38
Do., square pressed	....	0 40
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.		0 60
Jellied pork tongue		0 33

Above prices subject to daily fluctuations of the market.

SHORTENING UNCHANGED

Toronto

SHORTENING.—There is no change in shortening. The market has a steady tone at the moment and the demand is fairly heavy.

SHORTENING—

1-lb. prints	0 16	0 16½
Tierces, 400 lbs.	0 13¼	0 13¾

Tubs are ½c higher than tierces and pails one cent higher than tierces.

LARD HOLDS STEADY

Toronto.

LARD.—Quotations are unchanged at 18c to 18½c for one-pound prints and 16½c to 16¾c per lb. on the tierce basis.

LARD—

1-lb. prints	0 18	0 18½
Tierces, 400 lbs.	0 16½	0 16¾

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE QUIET

Toronto.

MARGARINE.—Margarine continues to move in moderate volume and the tone of the market is fairly steady at unchanged quotations.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

STEADIER TONE TO BACON

Toronto.

PROVISIONS. — The demand for smoked hams and bacon in anticipation of the Christmas season is reported by packing houses as already commencing very satisfactorily. This has created a steadier tone and there is little possibility for any change until after the holidays.

PROVISIONS—

Hams—		
Small 6 to 12 lbs.	0 24	0 27
Medium, 12 to 20 lbs.	0 24	0 26
Large, 25 to 35 lbs. lb.	....	0 20
Heavy, 35 lbs., and upward	....	0 18
Backs—		
Boneless, per lb.	0 44	0 46
Rolled, per lb.	0 53	0 55
Peameal	0 40	0 41
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 34
Do., special trim		0 36
Cottage rolls in casing		0 35
Cottage rolls	0 25	0 30
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.		0 28
Do., three-quarter cut		0 30
Do., middle	....	0 31
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.		0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 15-30 lbs.	....	0 23
Fat backs, 10-12 lbs.	....	0 20

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Mess pork		37 00
Short cut backs, 200 lbs.		**41 00**
Pickled Rolls—		
Lightweight		41 00
Heavy		37 00

Above prices subject to daily fluctuations of the market.

FIRMER MARKET FOR POULTRY

Toronto.

POULTRY.—The market for poultry is in a firmer position but supplies are arriving freely. Considerable stuff is going into storage and higher market is likely.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 30	0 14
Chickens, spring, over 2 lbs.	0 14	0 18
Chickens, 4 lbs., and over	0 20	0 24
Roosters	0 10	0 15
Fowl, 4 to 5 lbs.	**0 16**	**0 20**
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 08	0 14
Guinea hens, pair	1 25	1 50
Geese		0 22
Prices to retail trade—		
Turkeys, dressed	....	0 50
Chickens, spring	0 30	0 30
Ducklings		0 35
Fowl, 4 to 6 lbs.		**0 30**
Geese		0 25

FRESH LAKE FISH OFF

Toronto.

FISH.—Fresh-caught lake whitefish, trout, pike and perch are now off the market but fresh-caught lake herring is in good supply at 8c per lb. Frozen whitefish is quoted at 12c per lb. and frozen trout at 15c per lb. Qualla salmon is a shade higher at 10c per lb.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Haddock, lb.	0 08	0 09
Flounders, lb.	....	0 10
Salmon, Red Spring	....	0 23
Herring, large, lb.	....	0 08
Fall Salmon, B. C., lb.	....	0 12½
Salmon Cohoe, lb.	....	0 18
FROZEN FISH—		
Halibut, Medium	0 19	0 20
Do., chicken	0 19	0 20
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	....	0 11
Do., Qualla	0 10	....
Whitefish, lb.	....	0 12
Trout, lb.	....	0 15
OYSTERS—		
No. 1, pkg.	....	3 40
No. 3, pkg.	....	9 90
No. 5, pkg.	....	16 00
Glass Jars, per doz.	....	0 50
Shell oysters, per bbl. 1,000	....	17 50
Sea Herring	....	0 07
White Fish	0 12	0 14
SMOKED AND SALT FISH—		
Fillets, lb.	0 14	0 16
Kippers, box	....	2 75
Hadies, lb.	....	0 12
Ciscoes, lb.	....	0 18
Digby Chicks, bdle.	....	1 15

MANITOBA MARKETS

WINNIPEG, Dec. 13.—There is little change in the produce and provision market. Hog prices are holding steady. Butter, cheese and eggs are ruling steady with no change in quotations. Lard is showing an easier tone and a decline of one cent per pound is recorded. Cooked meats are in light demand. Smoked ham and bacon shows no change. Poultry is firmer and with the heavy demand from the East for turkeys prices have moved upward. With colder weather the demand for fish has shown an improvement.

BUTTER MARKET UNCHANGED

Winnipeg.

BUTTER.—The butter market shows no change in quotations. Finest quality prints in cartons are quoted at 40c to 42c per lb. with second grades ranging from 38c to 40c. There is a steady demand.

CHEESE MARKET FIRM

Winnipeg.

CHEESE.—The cheese market continues to rule firm due to the heavy export demand and the light stocks being held by dealers. Large cheese is quoted at 26c per lb. with twins at 26½c and triplets at 27c. The demand is light.

CHEESE—	
Stilton cheese, large, lb.	0 29½
Ont., large, lb.	0 26
Ont., twins, lb.	0 26½
Ont., triplets, lb.	0 27

NO CHANGE IN EGGS

Winnipeg.

EGGS.—The market holds firm with quotations unchanged. Strictly new-laid eggs are practically unobtainable and orders are filled from storage stocks. Select eggs in cartons are quoted at 37c to 42c with No. 1 candled at 32c per doz. There is a good movement.

LARD SHOWS DECLINE

Winnipeg.

LARD.—There has been a decline of one cent per pound on the price of lard. On the tierce basis the quotation is 16½c per lb. The shortening market shows no change and the quotation of 15½c per lb. is fully maintained.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 16½
Do., wooden pails, 20-lb. pails	4 00
Shortening, tierces of 400 lbs.	**0 15½**
Do., per pail, 20 lbs.	3 50

COOKED MEATS QUIET

Winnipeg.

COOKED MEATS.—There is no new feature in the market for cooked meats. The demand at this season is limited and quotations are ruling steady.

COOKED MEATS—	
Hams, best quality, skinned, 8-11 lbs.	0 41
Do., 13-18 lbs.	**0 39**
Roast ham, lb.	0 41
Roast shoulders, lb.	0 33
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 34
Head cheese in 6 lb. tins, lb.	0 13

SMOKED MEATS UNCHANGED

Winnipeg.

PROVISIONS. — The demand for smoked ham and bacon is good and dealers report that supplies on hand are sufficient to meet present requirements. An improvement is expected in the demand.

SMOKED MEATS—	
8 to 16 lbs., per lb.	0 26
16 to 20 lbs. per lb.	0 26
Boneless, 8-14 lbs., per lb.	**0 30**
Skinned, 18 to 22 lbs., per lb.	0 30
Bacon, to 10 lbs., per lb.	0 42
Cottage rolls, boneless	0 22
Bellies, 8 to 10 lb. per lb.	0 32

TURKEYS MOVING UPWARD

Winnipeg.

POULTRY.—Due to the heavy demand from the East, turkeys are advancing. Supplies are arriving in large quantities but the market generally is showing a firmer tone on all lines of poultry.

POULTRY—		
Broilers, ½ to 2 lbs., per lb.	....	0 26
Chickens, 2½ to 3½ lbs., per lb.	0 24	0 26
Do., 3½ lbs., and up, per lb.	....	0 30
Fowl, per lb.	0 20	0 23
Roosters, per lb.	....	0 16
Turkeys, young, per lb.	0 35	0 42

FISH DEMAND IMPROVES

Winnipeg.

FISH. — The colder weather has brought an improved demand for fish. Oysters are in good demand for the Christmas trade and the price of $3.75 per gal. remains unchanged. Fresh frozen halibut and salmon are moving in good volume at unchanged quotations.

FISH—	
Black cod, lb.	**0 12**
Brills	0 10
Halibut, cases 300 lbs., chicken	0 17
Halibut, broken cases, chicken	0 18
Salmon, Cohoe, in full boxes, 300 lbs.	**0 15½**
Salmon, Cohoe, in broken cases	**0 16**
Salmon, Red Spring, in full boxes	0 20
Soles	0 10
Whitefish, dressed, case lots	**0 11**
Whitefish, dressed, broken cases	**0 11½**
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 25
Kippers, East, Nat., 40 count, per count	3 00
Fillets, 15-lb. boxes, per lb.	0 14
Salt Fish—	
Labrador Herring, 100 lb. bbls., per bbl.	6 25
Do., 20 lbs., pails, pail	2 25

STEADY TONE TO HOGS

Winnipeg.

FRESH MEATS.—There is a steady tone in the hog market and the quotation of $10.45 for select bacon hogs remains unchanged. The cattle market is showing activity and good steers and heifers are in demand. Calves have firmed up and vealers are quoted from $5 to $6.50. Sheep and lambs maintain a steady tone with choice lambs selling at $12 and medium quality ranging from $10 to $11.50.

FRESH MEATS—		
Select bacon	....	10 45
Thick smooth	....	9 50
Heavies	....	8 50
Extra Heavies	....	7 50
Shop hogs	8 50	8 75
Lights and feeders	8 50	8 75
Roughs	5 50	6 50
Sows, No. 1	....	7 50
Sows, No. 2	....	6 50
Stags	....	4 00
Fresh Pork—		
Legs of pork, lb.	0 15	0 17
Spare ribs	....	0 15
Loins of pork, lb.	0 22	0 24
Shoulders	0 12	0 14
Fresh beef—from steers and heifers—		
Hind quarters	0 08½	0 15
Front quarters	0 03½	0 07
Whole carcass, good grade, lb.	0 06	0 10
Lambs—		
Choice		0 25

CANADIAN POTATO CROP

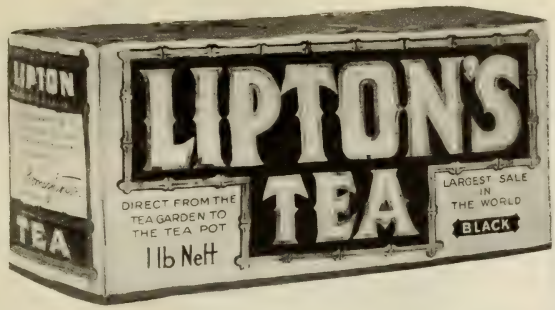
(Continued from page 34)

Potatoes in Storage

The following table shows the quantity of potatoes (tons) in storage at the principal marketing centres as at November 30, 1922.

	Tons
Halifax	522
St. John	510
Quebec	486
Montreal	1,327
Ottawa	
Toronto	600
Winnipeg	1,200
Regina	45
Moose Jaw	36
Swift Current	6
Weyburn	21
Saskatoon	68
Edmonton	120
Calgary	319
Lethbridge	47
Medicine Hat	17
Vancouver	5,000

About thirty members of the Retail Merchants' Association of Kincardine recently held a banquet at which the principal speaker was W. C. Miller, Ontario secretary of the association.



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TO SHOW your customers how good **Lipton's** Tea is and to help you in selling it, we have commenced a coupon system that will wean many of your customers away from buying poor grade, cheap teas from the peddler at the door.

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Real dealer co-operation is assured when you are handling ROSE BRAND PRODUCTS: unexcelled supply service, and plenty of publicity outside and inside your store, **free**. Make the ROSE BRAND do for you what it has done for so many other tradesmen—steadily increase your volume of business.

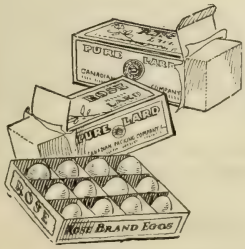


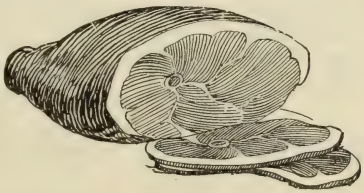
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ACME PELLETS

In 5lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes



In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes

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Fine, Coarse or Medium Granulated — 100-lb. bags, 2 and 5 lb. cartons.
Icing, Cut Loaf, Tea Blocks, Powdered—Barrels, 25 and 50 lb. boxes.

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It's KLIM'S cleanness —convenience —and economy —*that sell it to your customers*

GOOD, convincing sales points these—cleanness no dirty cans or bottles about—no frozen milk. You mix only the powder you need and the rest will keep for months without spoiling.

Convenience—with a can of KLIM on the shelf, one needn't worry about deliveries failing through storm, breakdown or strike. And it takes up very little room—a small one-pound can makes a gallon of fresh separated milk.

Economy—no milk is wasted. One mixes only the amount required—the rest stays in powder form for future use. It neither freezes from excessive cold nor sours from excessive heat.

These are good things to tell your customers.

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"If you don't succeed at first Try Try Try Again"

Perhaps you have been trying to get rid of some second hand fixtures for a long time.

Why not use our Want Ad Page?—not once but every week until you make the sale. Persistent advertising will surely bring you results.

Full information given on page 48.



BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng. Agents
W. Y. COLCLOUGH, 259 Kingswood Road, Toronto, Ontario. Phone Beach 2170.
J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

R. H. TOMALIN
94 St. Lawrence Market
TORONTO, ONTARIO
—DEALER IN—
Butter, Eggs and Poultry.
We will buy or sell. Write us for prices.

HONEY
We Offer:
Best grade of Clover Honey in 5 and 10 lb. pails and 60 and 70 lb. cans. Price 13c. F.o.b. Priceville or Holstein.
Grey County Apiaries.—HOLSTEIN, Ont.

When Answering Advertisements Mention Canadian Grocer

LARGER PRODUCTION OF LIMA BEANS

The production of dry lima beans in California is estimated at 1,350,000 bags of 100 pounds each from an acreage of 125,000 acres, according to the United States Department of Agriculture. The average yield per acre is placed at 1,080 pounds. In 1921 the estimated production of dry lima beans in California was 825,000 bags of 100 pounds each.

OREGON PRUNE YIELD LARGE

The estimated prune crop in the Sheridan district in Oregon totals 1,800,000 pounds. This figure is based on shipments of the Oregon Growers' Co-operation Association, which controls approximately half the acreage of the district and which shipped 966,500 pounds, the last carload going out last week.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

SUTTON AND CLARKE
Limited
Wholesale Grocers, Toronto
Offer
Golden Hallowi New Dates
7½c. lb. About 70 lb. Boxes
Malaga Table Raisins, 4 Crown
20x1 s. Packages Box $5.00
F.O.B. Toronto Warehouse
Phone Orders and Enquiries to
Main 1763 — Adelaide 4937
Watch This Space Each Week for Specials.

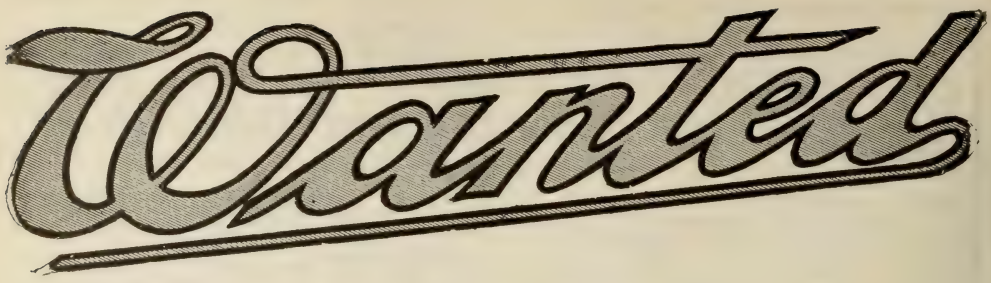
Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray 7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street.

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

Ship us your
Eggs and Poultry
We Pay Highest Market Prices
Kavanagh Provision Co., Ltd.
372 Bleury St., Montreal

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.



Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

FOR SALE

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send for our new Catalogue J. Gipe-Hazard Store Service Co., Limited, Sumach St., Toronto.

FOR SALE—CLOVER HONEY. SELLING 1922 clover honey in 5 and 10 lb. pails. 2,040 pounds, (34 crates) 13c. a pound. 1,020 lbs., 13½c. lb. 480 lbs., 14½c. lb., 120 lbs., (2 crates) 16c. Freight is same for 2 crates as for 1 crate. 2½ lb. pails ½c. extra. Also Amber and Buckwheat Honey. Sample 25 cents. Satisfaction guaranteed. Apply 272, Canadian Grocer, 153 University Ave., Toronto.

FOR SALE—PRICE TICKETS, LETTERED—$1.50 a hundred; blanks, 75c.; Christmas samples, 25c. M. Moorby, Newmarket, Ont.

FOR SALE—FUEL OIL STORAGE TANK—10,000 Gals. Capacity. This is a new tank. We have not yet taken delivery of it, and offer it at a very attractive price. The tank will be sold within the coming week, so phone or wire if interested. Apply Box 500, Canadian Grocer, University Ave., Toronto.

POSITIONS WANTED

POSITION WANTED AS CLERK OR MANager Grocery Department. Ten years' experience in retail grocery. Good education. Honest. Reliable. Apply Box 302, Canadian Grocer, 153 University Ave., Toronto, Ont.

ONTARIO CLERK DESIRES POSITION IN French General Store. Am in Saskatchewan at present time. Speak both languages. Not afraid of work. Age 24. State salary. Apply Box 300, Canadian Grocer, 153 University Ave., Toronto, Ont.

Opportunities are Offered Every Week On This Page.

Are you making use of them?

Are your WANTS Supplied?

Are you looking for help?
A new clerk or bookkeeper?
Business for sale or to buy?
A position or an agency?
Have you anything to sell?

Any of these wants may be taken care of by investing a few cents.

Read the Want Ad. Page

AGENCIES WANTED

A LONDON FIRM OF PROVISION IMPORters, with trading connections throughout England, wish to act as Agents or Consignees for exporters of Eggs, Butter and General Provisions. References provided. "Z.P. 270," Deacon's, Leadenhall St., London, England.

CLASSIFIED ADVERTISING

MR. MOORBY, of Newmarket, who ran a small Advertisement on price tickets, writes:—
"The last advertisement you inserted for me more than paid for itself."

Do you need a clerk? Do you want a position?
Do you need a salesman? Do you want to buy a business?
Do you need a bookkeeper? Do you want to sell a business?

Do you want to change your present position?

Any of these needs can be supplied if you go about it the right way. The cost is so small—only 3 cents per word for the first insertion—2 cents per word for each subsequent insertion—5 cents extra per insertion for replies to be placed under box number.

PAYABLE IN ADVANCE

CANADIAN GROCER - 143 University Ave., TORONTO.

Christmas Gift for Your Clerk

One Year's Subscription *to* Canadian Grocer

Even if you are a good reader of this paper yourself, does your clerk get the same chance?

Your assistants will be of more value to you by keeping in touch with everything going on in the trade. The latest market information, window displays, and sales ideas contained in each issue are worth the subscription price alone. $4.00 for 52 copies—less than eight cents a week.

Fill out form below, attach $4.00 and on Christmas morning the heart of someone will be gladdened by a gift that will last all year.

Mail to

Canadian Grocer,
153 University Ave.,
Toronto, Ont.

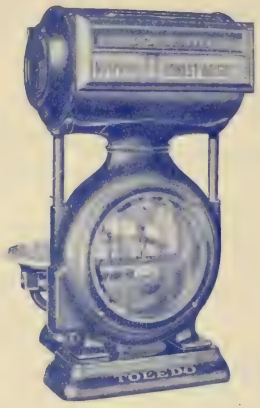
A Christmas Greetings card bearing the sender's name is enclosed and reaches the recipient on Christmas morning.

Please find $4.00 attached for one year's subscription to Canadian Grocer to be sent to

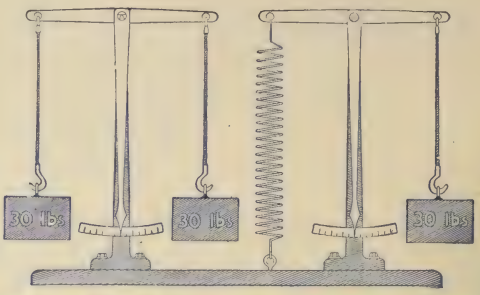
Name .....

Address .....

Sender .....



Toledo—No. 383.



The diagram at the left shows weight balanced against weight. The one to the right shows weight balanced against a spring. Which of these two methods will operate with the same accuracy and reliability day after day and year in and year out?

Weighing is simply measuring the force of gravity. There is only one never-varying measure of gravity and that is gravity itself. Springs vary, but the pull of gravity is constant and unchanging.

It is the constant, never-changing pull of gravity which operates the pendulum in Toledo scales.

Look at the above picture of the Toledo Scale. As the load is placed on the scale it is automatically counterbalanced by the pendulum; and the pendulum operates the indicator which constantly shows the weight to the fraction of an ounce, and the value to the fraction of a cent.

When the weighing principle of Toledo Scales is contrasted with the weighing principle of spring scales the fundamental reason for the great superiority of the Toledo is readily apparent to anyone.

There are more than 100 styles and sizes of Toledo Scales, containing all modern improvements, such as self-aligning jewel bearings and the sighting wire that insures the same exact reading by the tall man or the short man.

You can purchase Toledo Scales on easy terms and at prices no higher than you would have to pay for inferior and less accurate weighing machines.

CANADIAN TOLEDO SCALE COMPANY, LIMITED

WINDSOR, ONTARIO

SALES ROOMS AND SERVICE STATIONS THROUGHOUT THE DOMINION

TOLEDO SCALES

NO SPRINGS---HONEST WEIGHT

SEASON'S GREETINGS

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

The Largest Circulation of any Trade Paper in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., DECEMBER 22, 1922 No. 51

They are fast making friends with the Smoker and Housewife



RED HEAD

MATCHES

THE MATCH COMPANY LIMITED, 137 McGill St., Montreal

Toronto Representative:- Lind Brokerage Co., Ltd.

Compliments of The Season



See that "MADE in CANADA" and "LONDON, ONT." is on every package. It pays to be particular.

"A Toast from Coast to Coast"

Kellogg's, London

The Battle Creek Toasted Corn Flake Co., Limited

Head Office and Plant: London, Ont.



Wishing You a Merry Christmas and Happy New Year

As another year draws to a close, we view with pleasure the advancement of "BORDEN'S MILK PRODUCTS," in public favour, as evidenced by the tremendously increased sales. While we believe that the excellent quality and high standard of our products are leading factors in that success, we most sincerely thank the dealers who have co-operated with us in attaining it. Our hope is that the coming year will be one of even greater co-operation and mutual benefit.

May the year 1923 stand above all previous years for Happiness and Prosperity and may your Christmas joys be many.

The Borden Co. Limited

MONTREAL



DOMINION CANNERS LIMITED
HAMILTON, CANADA

We feel sure that if the prosperity 1923 brings to you is measured by our good wishes, the coming year will be replete with good things and contain a full measure of success and good fortune.

Dominion Canners
Limited

"KKOVAH"
Health Salts

"LAITOVA"
Lemon Cheese

"KKOVAH"
Custard Powder



"KKOVAH"
Plum Puddings

"KKOVAH"
Lemon Pie Filler

QUALITY TELLS

THE proprietors of "KKOVAH" Products at this season of the year beg to convey to their many customers throughout the Dominion their heartiest greetings, and can assure them that the high standard quality of their various lines of products will be fully maintained in the future as in the past.

You can't offer Food Products of any higher quality than those bearing our trade mark

"KKOVAH"

SUTCLIFFE & BINGHAM of Canada, Limited

TORONTO, Ont. MANCHESTER, Eng.

Distributed in Canada by

LANGLEY, HARRIS & COMPANY, Limited

WINNIPEG MONTREAL TORONTO



Greeting

To every Member of the Canadian Grocery Trade we extend our heartiest Christmas Greetings and sincere well wishes for a Healthy, Happy and Prosperous New Year.

James Robertson & Sons

Limited

Golden Shred Works

PAISLEY - - SCOTLAND

SELLING AGENTS:

L. A. MacNab & Co., City Club Buildings, St. John's, Nfld.

J. W. Gorham & Co., Simpson Building, Halifax

C. L. Marshall & Co., Gooderham Building, Front St., Toronto

The Smith Brokerage Co., St. John, N.B.

C. & J. Jones, Winnipeg, Western Agents, including B.C.

Season's Greetings
from **BAIN**

Our Sentiment is to Wish You
a Prosperous New Year

Our Business is to make the
Wish come true

Is your prosperity all it might be?

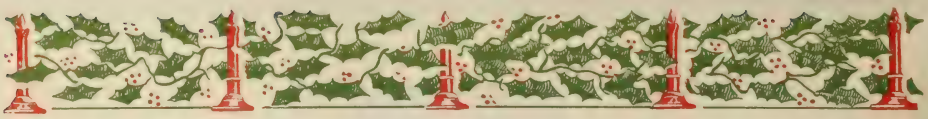
All our principals had a prosperous year in 1922. We would like to help you make 1923 a prosperous one in the Canadian market. You can create confidence in your products by using BAIN service.

Donald H. Bain Company

"The National Brokers"

Winnipeg - Manitoba

Branches: Fort William, Regina, Saskatoon, Edmonton, Calgary, Vancouver, Montreal.
Also Saracen's Head, Snowhill, London, E.C. 1, and Liverpool, England.



The Old, Old Wish is extended to You



A Merry Christmas
and
A Happy New Year

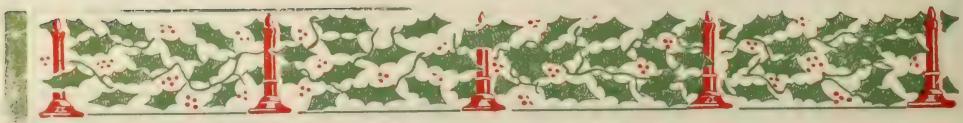


From

W. G. Patrick & Co., Limited

Importers

Toronto Vancouver
Montreal Winnipeg Halifax



Greeting

AS ANOTHER year draws to a close, we view with pleasure the advancement of "Salada" Tea in public favor. More than a million new Salada Tea drinkers have been added during the year, and, while we believe the excellent quality and high standard of our product are leading factors in this success, we most sincerely appreciate the co-operation of the dealers who have aided us in attaining it. Our hope is that the coming year may be one of even greater co-operation and mutual benefit.

We wish to extend to our many customers and friends cordial greetings and best wishes for a Joyous Christmas and a Happy and Prosperous New Year.

"SALADA"

For your patronage and kind co-operation during the passing year we thank you, and express our earnest wish for a continuance of the same happy relations during 1923

A Merry Christmas
And
A Happy New Year!



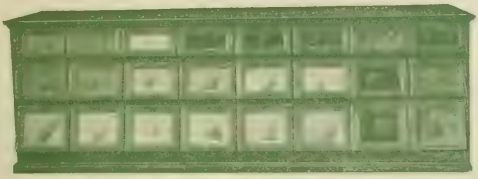
The Malcolm Condensing Company, Limited

St. George, Ont.

MERRY CHRISTMAS 1922



HAPPY NEW YEAR 1923



No. 3—Display Counter.



No. 23-P—Case.



Sectional Unit Bin Fixtures.

Well friends, another Christmas rush is over and our sincere wish is that it has brought to a close for you an all round successful year. No doubt as you read this you are resting up your aching feet and tired limbs and if yours is not a WALKER equipped store you are most likely reflecting over the miles of extra steps you have taken, the hours of needless time you have wasted and the scores of lost sales that inefficient store equipment has cost you in the past. Why not settle that point right now and insure that 1923 will be a more profitable one for you by installing.

"WALKER" Service Fixtures

the last word in modern, efficient and artistic store equipment. The fixtures that will transform your store into an up-to-minute shop—the fixtures that will save you hundreds of dollars in clerks' wages—the fixtures that will save you scores of dollars through their waste prevention features—the fixtures that will save you miles of walking and sell more goods for you. You owe it to yourself to learn more about these money saving fixtures. Write us today with floor plan and measurements.

The Walker Bin and Store Fixture Co. Limited

Kitchener, Ontario

A Merry Christmas And A Happy New Year!

TO MEN OF GOODWILL

1922 will soon be the past.
Many will say, yes at last,
Still let's be grateful after all
Business was much better this fall.

Seems that 1923 should bring us
Added volume, and better profits plus
If we only will forget Pessimism
And adopt as our motto Optimism.

For after all what's the use
To blame, to reproach, to abuse
Depression, this miserable and mournful
creature
Born of the Past, without Future.

Sure to fall and die ignominiously,
At the first blow struck effectively
By those giants of strong determination
Men unwavering, builders of the Nation.

Who constantly and without fear, fight
To make morality good, business right:
And would accomplish the task sooner
With better support and greater number.

Let's join them, and by cooperation,
Put bad business out of operation.
And soon will show up Prosperity
This beloved sister ship of Opportunity.

J. LAPORTE.

Copyrighted Canada, 1922.

LAPORTE MARTIN LIMITEE

"We search the earth for goods of worth"

Importers, Manufacturers, Groceries and Provisions.

584 ST. PAUL ST. WEST. **MONTREAL**

Established 1870



Christmas Greeting

The closing year brings back memories ; memories of our friends whose pathway fate has laid beside our own :— among them, you. It is a pleasant thought, and we hope that the coming year may bring to you and yours : robust health and abundant prosperity.

For over 70 years Christie, Brown & Co. Limited have been Manufacturers and originators of "Biscuits of Quality"

CHRISTIE, BROWN & CO. LIMITED

TORONTO

CANADA

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

ONTARIO

Jos. K. McLauchlan
Manufacturers' Agent and Grocery Broker
Warehouses and Distributing
275-77-79 King St. West, Toronto
Centrally located. Railway Siding.

Langley, Harris & Co., Ltd.
Manufacturers' Agents
Grocers, Confectioners and Drug Specialties
12 FRONT ST. EAST, TORONTO

W. G. PATRICK & CO.
LIMITED
Manufacturers' Agents and Importers
51-53 Wellington St. W., Toronto
Halifax, N.S.: Winnipeg, Man.

GEORGE G. YORKE
Wholesale Grocery Broker
Storage and Distribution
With a Competent Sales Staff
Correspondence Invited
Portland St. and Queen St. West.
TORONTO.

This Space is Yours for $2.20 on Yearly Order

Toy Balloons
1 cent retail.
Other sizes also.
We sell jobbers only.
G. Mott Co.
75 Jarvis St., Toronto

When Writing To Advertisers Mention This Paper

WHEEN'S
CUSHION
CARBOLIC
SOAP
Made by
Richard Wheen & Sons, Ltd.
London ∴ England
Established 1769
All orders filled promptly from our Toronto warehouse

Canadian Agent:---
W. Y. COLCLOUGH
259, Kingswood Road,
TORONTO, ONT.
Phone Gladstone 2170

Also Makers of:
Wheen's Bath Tablets,
Wheen's "Luxury" Soap.
Wheen's "Peach Cream" Toilet Soap.

A Merry Christmas Mr. Grocer

Let Your Customers Know—that you are behind

STICKNEY & POOR'S PRODUCTS

With over one hundred years' experience back of their manufacture they are worthy of the good things you may say about them.

Your co-operating servant,
"MUSTARDPOT"

STICKNEY & POOR SPICE COMPANY
1815 Century Old Century honored 1922
HALIFAX
Mustard Spices Seasonings

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

WESTERN CANADA

H.P. PENNOCK & CO., LTD.

WHOLESALE COMMISSION BROKERS

MANITOBA SASKATCHEWAN — HEAD **WINNIPEG** OFFICE — ALBERTA WESTERN ONT.

CORRESPONDENCE SOLICITED

Watson & Truesdale, Winnipeg

have live men doing detail work throughout our territory—Manitoba, Saskatchewan, and Alberta. They get the business, and can get it for you. Write us, and we will explain our system.

Wholesale Grocery Brokers and Manufacturers' Agents

TRACKAGE STORAGE DISTRIBUTION

FARLEY MYERS LTD.
Manufacturers' Agents and Commission Brokers
57 Victoria Street
Winnipeg - Manitoba

C. DUNCAN & SON
Manufrs' Agents and Grocery Brokers
Estab. 1899
Winnipeg - Manitoba

W. L. Mackenzie & Co. Ltd.
Head Office: Winnipeg
Branches
REGINA, SASKATOON, CALGARY
EDMONTON, VANCOUVER



½ million buyers see an advertisement similar to this every week. Display the Tea. The Codville Company Ltd.

5



For Good Peanuts Sell THOMPSON'S Salted Peanuts

In cylinder and envelope packages; also 5-lb. tins, 30-lb. cartons, barrels. Cylinder package now at pre-war size.

Established 1905
Order To-day From

A. E. THOMPSON
149 Notre Dame E.
Winnipeg

D. J. MACLEOD & CO., Calgary, Edmonton
G. B. THOMPSON & CO. LTD., Winnipeg

The Advertisers would like to know where you saw their advertisements — tell them.

MANUFACTURERS' AGENTS & BROKERS' DIRECTORY

EASTERN CANADA

TELEPHONE MAIN 7143.
ST. ARNAUD FILS CIE.
GROCERY BROKERS
Importateurs & Exportateurs Pois et Fèves
Importers & Exporters Peas and Beans
Produits Alimentaires Food Products
17 ST. PAUL EAST MONTREAL.

A. L. TRUDEAU
Manufacturers' Agents
We are open to represent manufacturers of food products in the Province of Quebec. Splendid connections. Best references. We invite correspondence.
A. L. TRUDEAU
252 Lemoine Street. MONTREAL

Mr. Manufacturer
Are your Products getting the representation they merit?
If not, write us.
HARRIES & CROMWELL
GROCERY BROKERS
Manufacturers' Agents
11 St. Sacrament St., Montreal.

TIPPET & CO, LIMITED.
Importers and Manufacturers' Agents
8 PLACE ROYALE, MONTREAL
Established 1876
Telephone Main 1581.

SAINSBURY BROS., LTD.
BROKERS
Dried Fruits, Nuts, Beans, Canned Goods.
Head Office, 35 Front St. East, Toronto.
OFFICES:
Vancouver Winnipeg Montreal St. John

W. J. Lafave & Sons
Manufacturers' Agents and
DISTRIBUTORS OF FOOD PRODUCTS
24-26 St. Peter Street Montreal

SHIP YOUR
POULTRY, EGGS *and* DAIRY BUTTER
To P. POULIN & CO., Limited
Bonsecours Market Montreal
HIGHEST PRICES PAID
NO COMMISSION CHARGED
Prompt returns made.
WRITE FOR PRICES.



OAKEY'S
"Wellington"
KNIFE POLISH
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.
John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.
Agents:
John R. Anderson 36-38 St. Dizier Street, Montreal, Que.; Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Avenue West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B.C.

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, ONTARIO.

FLOWERDALE TEA

A registered brand of tea sold in bulk





THE blenders of "Flowerdale"—the blend that has stood the test of a quarter of a century—extend to the trade their greetings. May Christmas be for you a day of joy and thankfulness and may the New Year bring you prosperity and happiness.

R. B. HAYHOE & CO.

7 Front St. E., TORONTO Canada

Christmas Greetings and Best Wishes for Prosperity in the New Year



We extend to every member of the Grocery trade the Greetings of the Season and we sincerely wish you and those whose happiness is yours a full measure of Christmas joy and success in the New Year.

CANADIAN GROCER

Montreal TORONTO Winnipeg



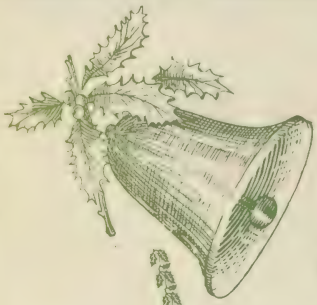


A Merry Christmas and A Happy New Year

THE manufacturers of "Eureka" Nationally preferred Refrigerator Equipment extend to every member of the trade a heartfelt wish for a joyous Yuletide and a New Year of unprecedented Prosperity, Health and Happiness. To those merchants who are desirous of increasing their profits and sales of perishables in 1923, we might add that our service department will be only too glad to assist you. May we help you?

Eureka Refrigerator Co., Ltd.

Head Office and Factory: Owen Sound, Ontario





GREETINGS

To the Canadian Grocery Trade in general and especially to the scores of aggressive dealers who have experienced the added satisfaction and profit in selling Waterloo Broom & Brush Company brooms, we extend our sincere well wishes for a Joyous Yuletide and a New Year rich in Health, Prosperity and Happiness for you and yours.

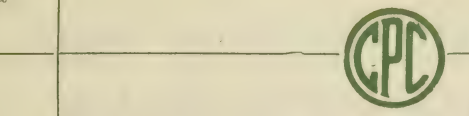
Waterloo Broom & Brush Company Limited

Phone 286, Waterloo, Ont.

Manufacturers of High-Grade Brooms and Whisks.

REPRESENTATIVES:

W. L. MacGillivray, Box [illegible], Moncton, N.B.
MONTREAL
D. J. Pearce
35 Lemoine St.
OTTAWA, Ont.
C. A. Griffith
Hayward Chambers
TORONTO
T. S. Coppinger,
[illegible] Confederation Life Bldg.
WINNIPEG, MAN.
D. J. MacLeod & Co.,
207 Lougheed-Lindsay Bldg.
CALGARY, ALTA.
D. J. MacLeod & Co.,
10621 100th Ave.
EDMONTON, Alta.
A. Badenoch,
4290 Maple St.
VANCOUVER, B. C.



Season's Greetings

WE ARE glad of this opportunity to wish our many friends in the Trade a Very Merry Christmas.

May the New Year establish an even closer relationship between you and us. May the spirit of co-operation and goodwill — so mutually satisfactory in the past year — continue during 1923.

It is with genuine pleasure and sincerity that we wish for each one of you, individually, throughout the twelve months to come: Good Luck—Good Health—Happiness and Prosperity.







Canadian Packing Co., Limited
Toronto, = Canada

Gunns Good FOOD

Sincerely wishing you a Merry Christmas and a Bright and Prosperous New Year

Gunns LIMITED

TORONTO MONTREAL ST. JOHN, N.B.

DAVIES QUALITY PRODUCTS

GREETINGS

We extend to all dealers and their clerks throughout Canada, the old, old wish that your Christmas be a happy one and that the New Year bring you good health and prosperity.

THE WILLIAM DAVIES COMPANY LIMITED

Head Office, Toronto, Ont.

Branches at

Montreal Sydney Hamilton

CHRISTMAS-

the day of the hearty hand clasp and the cheery word—is here once more. Let us take our cue from the happy children and make the most of our opportunities to enjoy ourselves and to make others forget their cares on this Yule-tide occasion, which comes but once a year.

To the grocers and general merchants of Canada and their clerks we extend the season's greetings and our sincere goodwill.

T. H. ESTABROOKS CO. LIMITED

ST. JOHN TORONTO WINNIPEG CALGARY

Red Rose Tea "is good tea"





"The Taste will Tell"

In appreciation of the co-operation given by the Grocers of Canada who, realizing the superior quality of Weston's English type biscuits, are recommending their sale to their customers.

It is with a great deal of pride and pleasure that we can announce to the trade that the popularity of the Weston line is growing every day. During the past two months more Weston's biscuits have been sold than in any similar period of the company's 25 years' experience. The taste is telling.

Weston's

CORNER OF RICHMOND AND PETER STREETS, TORONTO

BRANCHES:

Ottawa Montreal Halifax Quebec

CANADIAN GROCER

VOL. XXXVI. TORONTO, DECEMBER 22, 1922 NO. 51

Canadian Grocer Wishes All Its Readers a Merry Christmas and a Happy New Year : : : : :

THE GREAT Festival of the Year, with all that it means of peace and goodwill to the world, draws near, and *Canadian Grocer* once again takes this opportunity of extending to its thousands of readers in the trade, the old, old wish, "A Merry Christmas."

With all the sincerity and wholehearted goodwill that this wish may convey, the editor and staff of *Canadian Grocer* greets each of its readers with the hope here expressed, that happiness will be their lot on this Christmas Day of 1922, and that prosperity and success will attend them throughout the coming year.

When these days of busy, hustling preparation on the part of the public, and the anxious desire of the merchants to meet the demands of the same, have passed, the retailer will have time to reflect on the achievements of the past, and plan for the accomplishment of greater things in 1923. There is reason for a spirit of thankfulness, in the business life of Canada, in tune with the message of peace and goodwill this season signifies. Time has witnessed changes, and in the past year there have been brought about more staple, better conditions that indicate progress rather than retrogression. Significant in these changes has been the return to par of the Canadian dollar, that a year ago was being discounted at a rate not at all pleasing to Canadian people. The realization of a bountiful harvest in this country, and the marketing of the same has re-established our dollar and given to business generally an encouraging and more optimistic outlook.

With a widely conceded improvement in trade in the past year, and with a feeling of gratitude for the best Christmas business on record, grocers and retailers can look forward to a continuance of prosperity in the next twelvemonth. Unemployment is rapidly diminishing, and likewise the consequent abnormal need is passing. Thus Canada is perhaps better situated than any other country.

Merchants are an important link in the business chain, and share alike its successes and its failures. In this land of opportunity, the latter constitute a minimum. The merchant who brings into play his honest endeavor, together with sane business ability in the coming months will find worth-while reward.

And in conclusion again the old wish, "A Merry Christmas and a Bright and Prosperous New Year."

Enforcement of Receipt Tax May be Deferred, Says Unofficial Report

Deferment May be Made Awaiting Return of the Officials of the Department of Finance Who Went Over With Hon. W. S. Fielding to Make a Study of the English Law in This Regard

OTTAWA, Dec. 19. (Special).—The receipt tax, which it was expected would come into force on the first of January, is likely to be deferred, according to reports here, although no official confirmation of the report has as yet been made. The reason for this possible delay is that the officials of the Department of Finance who went overseas with the Minister, Hon. W. S. Fielding, and who are understood to have made investigations of the British regulations governing the receipt tax, are not likely to arrive in Canada until a few days before the beginning of the New Year. As it is expected the Canadian regulations will be somewhat along the same lines as those in operation in England, the officials at Ottawa will likely require some little time to draft them. The effect of this delay while, of course being farthest from the minds of the officials, will be to give the trade an opportunity to launch a still more strenuous attack against the measure, while the members are assembled in Ottawa in the early stages of the forthcoming season of Parliament.

Protests in the form of telegrams were sent in large numbers to Premier King and his cabinet last week, from merchants and business men all over the country. The general impression conveyed by the messages was that the business world of Canada was decidedly opposed to the measure, and was prepared to go the limit in preventing its enforcement. What effect this flood of protests will have upon the government is problematic. The telegrams will likely be followed by personal representations to the Prime Minister at an early date.

There is little or no prospect that the operation of this receipt tax law will be entirely suspended—at least, if parliament decides that it should be—before May next. Its operation cannot be suspended by an order-in-council, as it is an act of Parliament, which can only be negatived by another act, unless the former specifically provides for government suspension, and in the present case it does not.

Week After Christmas Busy Time for the Quebec Grocers

Montreal, Dec. 11. (Special).—In the Province of Quebec particularly there is a double opportunity for the grocery trade to reap from the holiday season demand for specialty lines. The French people in this province do their giving at the New Year instead of at Christmas, and while Christmas Day is a festival occasion, the New Year is the real celebration. Christmas to the French people is a church holiday when the religious significance is emphasized.

This is a significant fact this year in particular in the grocery trade. The demand for all kinds of specialty lines is quite as heavy in this province during the week after Christmas as before, and since stocks carried by the retail trade are very small the wholesale trade is expecting a sudden call for replenishment of many lines directly after Christmas. This will tax available supplies and a stronger market temporarily is expected, particularly on walnuts, table raisins, etc. Stocks carried by the wholesale trade are not heavy, in view of the fact that easier prices are expected in January on dried fruits and nuts. The fact remains that in Quebec the retail grocer has a second opportunity to build up sales in specialty lines for New Year.

WELLAND WHOLESALERS INCORPORATED

Announcement has recently been made of the incorporation of A. B. MacLean & Sons, Limited, wholesale grocers, Welland, Ont. The company takes over as a going concern A. B. MacLean Sons & Co. A. B. MacLean will continue to manage the business, his four sons being associated with him. The new company is capitalized at $100,000.

Henry Ford is Now Operating Grocery on Cash and Carry Plan

Having taken a hand at reforming almost everything else, Henry Ford has now started a grocery store, says the New York Journal of Commerce; not for the purpose of making money, nor for putting competitors out of business, but to "keep prices within reason" and to show what scientific management can do with a grocery store. A recent story in the "Boston News Bureau" gives something of the scheme and the way it works out, from which the following is abstracted:

While intended for employees only, the Ford grocery, meat market, shoe and clothing stores are open to the public. Between 8 a.m. and 8 p.m. the Ford stores look like a ticket office for a world's series baseball game. A queue of customers begins to form an hour before the stores open. At 8 o'clock on a recent morning it extended nearly a block. The butcher shop last month sold 235,000 pounds of meat.

"Cash and carry" prevails. The store rooms are arranged much like a country bank, with a long counter the entire length of the room. Every commodity is put up in packages of standard weight or number of pieces and, as nearly as possible, each article is ready to hand over to the customer without a second wrapping. One buys a dozen eggs, a peck of potatoes, 25 pounds of sugar, a pound of butter—no split dozens or half units.

On entering, an attendant hands the customer a tag. As each purchase is made, the salesman pencils in the amount. When the purchasing is finished the tag is presented to a cashier who foots the items, takes the money and stamps the tag "paid." The tag then becomes one's pass for getting out the back door where another attendant takes up the tag and deposits it in a large box, as a sales record.

As an influence in holding prices down in the vicinity of Ford's plant these stores are important. They are not operated to drive others out of business or to make large profits, but, as an official says, "to keep prices where they should be."

An interesting feature of the Ford store is the "assembly line." Ford has applied the principle of assembling cars to the grocery. Figures on number of customers per salesman are not available, but the ratio must be very high, for the salesman wastes not a minute making out sales slips or running to and from the cash register. The tag system eliminates all this, as well as saving the time of the customer.

As a simple accounting system there are many advantages. Each salesman pencils his number in a column opposite amount of each sale. Cashier needs no cash register, because the total of tags bearing each cashier's stamp taken out of the "ballot box" at the exit must agree with her total cash at end of her shift.

Cost of goods plus salaries and allowances for rent, light and heat costs must equal total receipts for any given period. If the total receipts exceed total costs for a period prices are lowered during the next period, and vice versa if the opposite proves true.

L. Dixon & Son, Trenton, have recently installed a new front to the store. New all-glass show cases have also been installed and other arrangements made to make the store more attractive.

Harr Azmier, a grocer in Ottawa, was held up in his store on a recent Saturday night and relieved of a roll of bills amounting to $70 and some odd pieces of silver. The assailants made their escape in a large motor car. They have not yet been apprehended.

Arrangement of the Interior of This Store Carries Out Effective Displays That Result in Increased Sales



In this grocery store of C. R. Parker at Sault Ste. Marie, Ont., counter displays, silent salesmen, and other facilities for showing merchandise are used to the best possible advantage as is evident from the attractive reproduction shown above.

Equipment of a Kind to Facilitate Service and the Easy Serving of Customers is a Feature in This Store



Patented bins, according to Jenkins & Son, Charlottetown, P.E.I., the interior of whose store is here shown, keep bulk goods in a clean, sanitary condition and are easily accessible at all times.

"More Annoying in Amended Form"

Hugh Blain Presents Attitude of Canadian Wholesale Grocers' Association Towards the Anti-Combines Bill, and Likewise Towards the Amendment—Legislative Committee Hears Wholesalers' Delegation

By Staff Correspondent Canadian Grocer

TORONTO, Dec. 18.—In connection with the hearing before the Ontario government committee on the Anti-Combine Bill, and which in its amended form was recently reported upon in Canadian Grocer, the Canadian Wholesale Grocers' Association not having an opportunity to present its views on the legislation at the first sitting of the committee, was heard on Thursday last. On this occasion, the committee convened to hear opinions on Blue Sky legislation, but prior to the presentation of views in this regard, Hugh Blain, of Eby-Blain, Ltd., wholesale grocers, Toronto, and honorary president of the Canadian Wholesale Grocers' Association, and A. C. Pyke, secretary of the association, were heard.

Will Present Amended Bill

Walter Curry, K. C., presided, and when asked if Bill 207 in its amended form, as decided by the committee some ten days ago, would be again brought up for further consideration, stated that he thought likely that it would be sent on to parliament as it at present stands.

Mr. Blain in presenting the wholesalers' opinion in regard to the Bill, declared that in its amended form, it was even more annoying than the original Bill. It provides, he stated, for examination for discovery on the ex parte application of the Attorney-General to the Supreme Court at the instance of an affidavit from any person who may think himself aggrieved. "Now an examination for discovery in a suit between private parties may be alright," Mr. Blain's statement continued, "although the court does not admit it as evidence. It is, however, done at the expense of the parties, and the action is properly before the court; but when it comes to an examination for discovery by the Attorney-General, before the action is taken under a roving commission at the expense of the country, with perhaps the hope of finding something to commence action with, in the course of which the unfortunate person has to produce 'all books, documents, records, memoranda, letters or other writings relating thereto,' it is quite a different thing. For government detectives in search of bootleggers and other criminals it is quite all right, but when you put a respectable business calling on a level with illicit whisky vendors, thieves and robbers, it is going too far, and I for one must enter my protest. I object to such an extension of the Attorney-General's Detective Bureau Department.

Need No Examination for Discovery

"No such procedure, so far as the wholesale grocer is concerned is necessary. All goods sold under agreements, if there be such, are or become well known to the trade, and need no examination for discovery. Any person can get the information without the permission of the Supreme Court. It may, however, make matters interesting to the manufacturer. The Attorney-General under this Bill can investigate the manufacturer's affairs to his heart's content. He will be able to discover all about his business, his raw material, where he gets it, what it costs, together with his secret process of manufacture.

"Mr. Roebuck has said, I believe, there will be little or no publicity. Why should there not be publicity? If the party complained against is guilty, there certainly will be publicity; if innocent, why not make it public, as well as the name and conduct of the party making the complaint?

A Strangely Twisted Vision

"Mr. Roebuck's personal opinion apparently is that price-fixing agreements are in restraint of trade. If he means all price-fixing, then Mr. Roebuck must have a strangely twisted vision, because a properly fixed price enlists all the healthy energizing factors in the legitimate channels of distribution. The manufacturers' interests are supreme. He is fortified with the right to take whatever action he may consider advisable to enforce his fixed prices, and thus increase the distribution and consumption of his product, such as advertising and furnishing the highest quality of goods at the lowest price. It would be absurd for the manufacturer to advertise and improve the quality if he could not protect them.

Depends on Fixed Prices

"The wholesaler has the proper incentive to push the sale, and distribute all he can, for which he receives reasonable compensation, and there could be no such incentive without fixed prices. The retailer, satisfied with his profits, also pushes the sale, knowing the article cannot be sold for less, and anxious to make the sale, rather than have his competitor make it. He would not press the sale if he did not have confidence that no one could sell for less. The consumer will also be pleased with an article having a well-known and definitely established value, which it could not have unless it had a fixed price. What set of conditions could contribute more to an increase of trade, or tend to furnish a wider market? All this depends absolutely upon fixed prices and their proper observance. This system affords 100 per cent. efficiency in the distribution and consumption of goods, and carries all the way down the line from the producer, through the wholesaler and retailer to the consumer, the highest guarantee which is possible for man to furnish—a guarantee based upon absolute knowledge of the material and the method of production.

In Restraint of Trade at Source

"Mr. Roebuck without expert information, and without practical experience to furnish knowledge of business economics, no doubt like many others, holds the view that when goods are cut they sell freely. If so, however, he forgets that cutting prices also stops production, and is, therefore in restraint of trade at its very source. You can't cut the price in the distribution of goods without destroying the system, any more than you can cut a water hose without destroying the hose, and unless repaired, in either or both cases they become useless. The buyer of cut price bargain goods very often needs the goods just about as much as the spot where the hose is cut needs the water. As a rule, each implies a waste, which is the most criminal of all business abuses, especially when applied to food products."

Great Aid to Mail Order Houses

Among other things stressed in Mr. Blain's presentation was the fact that mail order houses are assisted by a substitutional government delivery through the Parcel Postal service, on the basis of an immense bonus paid by the public, to the serious detriment of small municipalities and their surrounding rural districts.

"Do you mean that the Dominion government is carrying on a mail order business?" asked the chairman, Walter Curry, K. C.

"I do, sir," replied Mr. Blain. "A gross injustice is being done the people in rural parts, and many small places are being held back because of this mail order competition."

(Continued on page 37)

Does Buying Policy Lower Packers' Quality?

Some Wholesalers Admit There is a Demand for Price From the Manufacturer But Say Retailer is Cause—Yet Many Aggressive Retailers Are Stocking High Priced Lines—Several Opinions on Point Raised by the Montreal Merchant That He Was Forced to Buy An Imported Vegetable

IS THE wholesale grocer generally a price buyer? Is he in any way responsible for any Canadian manufacturer not putting on the market goods of higher quality than he otherwise would if the wholesale buyer did not insist on price?

These are two of the questions that arose in the article published in Canadian Grocer, December 8, giving a retailer's reasons why he was buying a particular brand of imported vegetables instead of Canadian.

Since that time several expressions of opinion have come in from wholesalers, retailers and brokers.

One of our representatives for instance was in a small town recently calling on retailers. In one store he noticed an attractive display of canned corn put up in Canada. On enquiry he was told that formerly he used to buy an imported corn, but that since this particular brand came out, he did not require the other as his customers thought the new line just as good, and it was five cents per tin cheaper. There you have one side of the story.

In another store in the same town the merchant was featuring an imported line of canned corn in preference to Canadian. Asked as to why he did this, his reply was that there was nothing in Canada that could touch the imported line for quality. He had sold both lines to his customers and claimed that the majority of them preferred to pay the five cents per tin more for the imported line. That's the other side.

Think Canadian Brands Equal

A Montreal firm selling a special brand of fancy corn made in Canada claims that in comparison with the best brands on the market, it is equal in quality to anything they have seen that has been imported, and superior to a number of imported brands. They also state that one of the largest retailers in Montreal has made the test, with the same conclusion.

One firm that during the past year have developed a line of canned goods under their own registered trade mark, state they have a line of fancy quality canned corn which is equal to, or superior to anything imported.

"We are quite willing to put up our 1922 pack of canned corn against the best United States corn your correspondent can produce and if we do not excel, we are sure we will at least equal his quality," he says.

One Toronto wholesaler says there is no doubt that the reason for so many low grade canned goods on the market is due in a large measure to the fact that the wholesale buyer demands price. "But," he added, "it must be remembered that the wholesale buyer does it because he is forced to do so by his customers. Many in the retail trade to-day are buying goods on a price basis and when our travellers call they want a line at a certain price so that they can sell it at a certain price. Our travellers come back to find out why we cannot get a cheaper line. We had this happen last Saturday when two of our men wanted to know why they could not get canned peas to sell at a lower price because their customers were continually asking for them. Ninety per cent. of our sales, however, are for the better quality goods, and the majority of our travellers state that they have no difficulty in selling the better grades."

The reason given by still another wholesaler for so many imported lines of canned goods was that the Canadian packers were not using sufficient quantity of printers' ink or sufficient detail representatives in the field to tell the trade and public about their product. He stated he would not purchase imported products if he could get the same quality made in Canada.

Still another wholesale grocer maintained it is necessary to create a bigger demand among the trade of Canada for the highest quality of canned goods. He made the point that poor quality in the way of canned goods is not allowed to be imported into Canada so that we get only the choice variety. When compared with the lower grades of Canadian packed fruit and vegetables, the result is to the disadvantage of the latter. Many, he claimed, were trying to judge all Canadian canned products by the standard of the lower grades and because of this fact seek out the imported lines, forgetting that choice or fancy products were being packed here.

Editor's Note:—From the above it will be seen that "opinions differ." Whether our packers are producing as good quality as any imported or not, it is a fact that we import large quantities. A broker told Canadian Grocer recently that during the past season his first sale of a certain brand of imported vegetable amounted to 10,000 cases whereas four or five years ago—the first year the line was brought in—total sales amounted to 200 cases. He says that many wholesalers are price buyers, so as to be able to compete with one another. This, he thinks, brings about cutting, and cutting leads to still further demands from packers for lower prices; and to meet this situation the tendency is for some packers to take less care with their products in order to cut costs. Then he claims that those merchants who can sell the highest quality of any line made, look elsewhere. They test out the goods themselves and they buy the best quality at the best price they can secure, whether imported or Canadian.

This appears to be the cycle that is followed when the demands for price are strong enough whether from wholesaler or retailer.

Canadian Grocer would be pleased to hear from others with their analysis of the situation.

Custard Powders Are Subject to Customs Rate of 22½ Per Cent.

Canadian Grocer has received a letter in regard to customs tariff from a firm importing custard powder and blanc mange powder into Canada from the Old Country. This importer was recently informed by the Customs Department that owing to blanc mange powder being unsweetened the rate would be 15% instead of ½c a lb. and 22½% ad valorem, which was the duty he has originally been charged on the blanc mange.

The question arose as to whether custard powder which was not sweetened could be brought in at the same rate as blanc mange powder.

Canadian Grocer has secured a ruling from Ottawa through our correspondent there to the effect that the Customs Tariff specifically enumerates custard powders as coming under the ½c per pound and 22½% rate, whereas blanc mange powder is not mentioned particularly. It would require at least an Order-in-Council to change the rating on the custard powder.

CANADIAN FIRM WINS IN ITALY

The Superior Macaroni Co., Toronto, have been awarded the Gold Medal and first prize insignia from the Agricultural Society and the Milan Exhibition officials in Milan, Italy. They were recently in receipt of the medal and badge.

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI. DECEMBER 22, 1922 No. 51

Adding Water to Oysters

APPARENTLY the practice of giving oysters "drinks" of water is still in vogue with some merchants. Not long ago a representative of Canadian Grocer made some investigation along this line, and was surprised to find merchants adding water to oysters being under the impression that the addition of water made the oysters fat and added to their appearance. One retailer stated that to every five gallons he added one gallon of water the night before he offered them for sale, while another admitted he added one pint of water to every gallon of oysters.

It is true that a certain variety of oysters will soak up or absorb a certain amount of water and increase the bulk. From the investigation conducted some merchants are still participating in the habit. Just why they do it is not quite plain but we can hardly credit the opinion of those who state it is done to increase the profit, thus defrauding the public. One retailer quite sincerely said that the reason he put water with the oysters was to wash them and make them more attractive to the eye. But in doing so he was overlooking the fact that he was committing an adulteration and as such was guilty under the Act and liable to a heavy court fine and perhaps imprisonment.

The law in regard to importing and marketing oysters is much more strict than it was a number of years ago. In those earlier days, oysters were shipped in buckets in which was a considerable portion of water and a chunk of ice to preserve the oysters during transit. Now, however, that is all changed. At the oyster beds and packing houses, a rigid inspection is going on by government employees and the oysters must not only be shipped and offered for sale in the solid form, but before being packed for shipment, it is required to give the oysters a thorough washing in three changes of fresh pure water.

Aside from the fact that the merchant in watering his oysters is breaking the law, he must not overlook the point that by selling water at the price of oysters that he will soon lose the confidence of his customers and will ruin not only the trade in oysters, but the rest of the business as well.

The Transient Traders' Law

A CORRESPONDENT in Calgary states that a number of merchants there are complaining about the transient traders who open stores during special holiday seasons, pay a small license, sell while the selling is good, and then disappear.

This is a practice all too common in all parts of the country. It is self evident that it is not fair for merchants who pay business taxes, income taxes, sales tax and everything else, who are definite factors in the stability of a community, and many of whom give a great deal of their time and thought to the direction of municipal affairs, to have these transients come in and with little expense take the cream of the trade during the time when it is easy for them to get business.

Most of the provinces have a special transient traders' law which permits municipalities to regulate the license fee, but it is usually placed low enough so that it does not prevent this sort of business being done by a great many. For instance in Ontario, the maximum license fee is $250 for cities and towns, but we have never heard of a town demanding the maximum. The fee is usually twenty-five or fifty dollars.

Municipalities might very well look into their by-law in this respect and make sure that this type of trader is being properly dealt with.

Analyzing Quality Field

SOME say that there is no quality market in Canada, that merchants want the lowest price regardless of quality. Our advice to manufacturers is that they get closer to the retail trade and analyze for themselves the question of quality and price. Undoubtedly there are many who do buy on a price basis but we maintain that the better class retailer throughout Canada and the one that is selling perhaps between 70% and 80% of all the food products sold in Canada, wants quality first and price afterwards. A closer contact with the good merchants will, we are sure, demonstrate this fact.

A Place for the Service Merchant

THERE are a few merchants of the opinion that because the chain store, the cash and carry or self-serve store can sell cheaper than they, that naturally they must go out of business. This is, however, not true of the aggressive independent merchant. There is undoubtedly room for both. The one sells on a price basis, the other on a service basis.

As long as the chain store continues to sell on a price basis so long will it get business; and while the independent service merchant gives a good service and keeps his goods at a fair reasonable price, he is bound to get his share of a certain class of trade.

All must face the fact that some people look for price in buying food products, while others look for service. As long as this condition lasts there is a place for both stores.

Editorials in Brief

FORTY publishers of morning newspapers met in Chicago a couple of weeks ago and formed an association to promote the morning newspapers' interests in competition with the evening newspaper as an advertising medium. The chief method by which they say they intend to accomplish this is through announcements in the business newspapers of the United States—that is papers of the type of Canadian Grocer. This is an interesting evolution—the recognition of the place and power of the specialized newspaper.

* * * *

IT IS MORE than likely that new customers have made purchases at your store during the Christmas buying period. It is up to you to see that the same or at least some of them are retained, and this can be accomplished through service and having on hands goods of such quality that will bring them into the store.

* * * *

WITH THE END of 1922 almost at hand, the grocer will be well advised to watch his collections and see to it that the beginning of another year will find few outstanding.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

M. O'Leary, manager of the Union Meat Store, Union Street, St. John, recently opened, was a city salesman for the Canadian Packing Company in St. John, and was also at one time in the meat business in Winnipeg.

Butler Bros. have opened a meat and provision store on Main Street, St. John, in the store formerly occupied by Peter Mahony as a grocery store. Mr. Mahony has retired from business. Butler Bros. formerly conducted a meat and grocery store on Main Street, a short distance from the new location.

Ontario

T. H. Kinnear, wholesale grocer, Toronto, was in Montreal last week.

C. Taggart, Hamilton, has taken over the Roe Grocery, corner Wilson and Gibson Ave.

William Charles, of W. G. A. Lambe & Company, grocery brokers and manufacturers' agents, Toronto, was in Montreal last week.

The retail merchants of Owen Sound, who had planned to hold a banquet this month, have decided to postpone it until early in January.

The Canada Sugar Refining Company have moved their Toronto offices, which have been at 50 Front St. East, next door to No. 48. They have now bright new offices on the street floors.

M. W. Rice has bought the general store at Springford. Until recently Mr. Rice conducted a shoe store in Norwich.

George F. Stevenson has been appointed general sales manager for Dominion Canners Limited. Mr. Stevenson has been connected with the wholesale grocery trade for the past twenty years, and chiefly in Western Canada. His experience has been gained through positions of salesman, manager and owner.

Business Changes

J. A. Buchanan, Fort William, has sold to Miller & Moore.

W. N. Calhoun is managing the new Dominion store at Weston.

R. A. Leckie has recently opened a store at 1923 Gerrard Street E., Toronto.

H. Memery is managing the new Dominion store on Main Street, E. Toronto.

The Reliable Grocers and Butchers have commenced business with a new store at 2164 Queen St. East, Toronto.

Resigns After Twenty Years as Secretary Hamilton Grocers

Hamilton, Dec. 18.—After having served as secretary of the Retail Grocers' Association for twenty years, M. R. (Bay) Hill tendered his resignation at the annual meeting the other evening and it was accepted with regret. The energy, initiative, originality and organizing ability of Bay Hill during all these years had much to do with making the annual picnics of the grocers so popular and successful.

In retiring, Mr. Hill thanked the members for the support given him in his duties, and wished the association and his successor, Mr. Main, every success in the future.

The usual grant of $10 each for Christmas cheer was made to the following: Boys' home, Girls' home, Home of the Friendless, St. Peter's home, St. Mary's Orphanage, Mountain sanatorium, Children's shelter, Salvation Army Rescue home, Old Ladies' home and the Day nursery.

The members present endorsed the efforts of the Retail Merchants' Association to repeal the act compelling merchants to place a two-cent stamp on all receipts of $10 and upwards.

The election of officers resulted as follows: John Young, president; R. Gardner, first vice-president; Fred White, treasurer; J. Lawrie, secretary, James Main; executive committee, W. Smye, J. Venator, J. L. Brown, G. Dawson and J. Kenny; auditors, J. M. Simmens and R. Gardner.

Chatham Merchant is Help Up and Robbed

Chatham, Dec. 18.—Isaac Johnson, a merchant who has a place of business on Grand Avenue, was held up by three men, struck on the head, rendered partially unconscious and relieved of $75 in money.

Johnson, who is over sixty years of age asserts that there were three men in the job. One of them sneaked up behind him as he was walking along the street and struck him over the head with a piece of iron bolt about eight inches long, and seven-eighths of an inch in diameter. He was stunned by the blow, but as he was falling he distinctly saw two other men approaching from the other side of the street and he heard one of the men shout "Get him." He remembers, also, that the men knew exactly what pocket to search in order to get the money, which they grabbed and then ran away, leaving no trace of their identity.

The fact that the three hold-up men knew where to find the money without any loss of time convinces Johnson that they must have been looking through the window of his store when he was closing up for the night, and emptying the contents of his till.

Dom. Milk Corporation Hold Anniversary Dinner

Toronto.—The Dominion Milk Corporation held an anniversary dinner last week at which a number of stockholders and others were present. It took place at the King Edward Hotel and was the first annual, the company having been organized a year ago.

Newton Wylie, the president of the company, presided, and reviewed the operations during the past year and particularly since June, when the product of the company, Keepsweet Cream, was first placed on the market.

G. A. Putnam, dairy commissioner in Ontario, Dr. R. J. Jackson of the Roman Meal Company, and Dr. F. W. Routley, director of Northern Relief, were among the speakers of the evening, also S. H. Moore, representing the sales staff, and Mr. Norris, another officer of the company.

The guests numbering about seventy altogether included A. C. Pyke, secretary of the Wholesale Grocers' Association, T. J. Medland and Ross Humphrey, Toronto, wholesale grocers, and W. Aston, Reckitts (oversea), Limited, also of Toronto. Congratulatory letters were received from Archie Foster of National Grocers, Ltd., North Bay, and T. H. Kinnear, who were not able to be present.

According to R. G. Dun & Co., W. F. Morley, Toronto is suing I. K. Knowles, late manager of the Wholesale Groceries Limited, Toronto for $1,000.

New Goods

C. H. Catelli, Limitee, Montreal, have added three new varieties of macaroni under their "Gondola" brand. These are Elbows Thin, Melon Seeds and Spaghetti large. They are packed in 20 lb. wooden boxes.

Montreal Wholesale Grocers Suggest Amendments to Bankruptcy Act

Charles Ciceri, President of Chas. Ciceri Co., is Elected President of the Montreal Guild for the Coming Year—Report of the Year's Work

MONTREAL (Special).—The Montreal Wholesale Grocers' Guild held their annual meeting for the election of officers for 1923 on Tuesday morning of this week in the chambers of the Board of Trade Building. E. Couvrette, president of Couvrette Sauriol Ltd., who has been laid up for some weeks, was able to attend the meeting and occupied the chair.

Charles Ciceri, president of Chas. Ciceri Co., wholesale grocers of Montreal, who was vice-president last year, was elected president for the coming year. Mr. Ciceri is also Italian Consul-General for Canada. Constant Gendru, managing director of Lacaille Gendru Co., Ltd., wholesale grocers of Montreal, was elected vice-president. Mr. Gendru was last year treasurer of the Guild. S. J. Carter of the firm of S. J. Carter & Co., wholesale grocers, St. Paul Street, was elected treasurer.

Reviews Work of Year

Prior to the election of officers, Mr. Couvrette presented the report of this year's executive on the work accomplished since its election. He gave a brief review of some of the new circumstances under which the business had to be operated. In the first place he pointed out that the sales tax was increased again in 1922 and that from the Government's point of view it had been a financial success, $38,000,000, having been collected. He also reviewed the enforcement of an increase in the stamp tax which dated from August 1st, 1922, and its effect upon the grocery trade. He illustrated the increase in the sales tax since its inauguration on the 19th of May, 1920, by the following table:

	1920	1921	1922	Percentage Increase
Sales Tax on sales from manufacturer to wholesaler	1%	1½%	2¼%	125%
From manufacturer to retailer	2%	3%	4½%	150%
Importations to manufacturers or wholesalers..	1%	2½%	3¾%	275%
Importations to retailer...	2%	4%	6%	300%

The application for membership of J. H. Dionne of Garthby Station, Que., and W. Pouliot of W. Pouliot Ltd., Joliette, Que., were received and accepted by this guild. Mr. Gendru recalled the action of the railways in refusing to accept for shipment molasses in puncheons which is not to come into effect until January 1st, 1925, giving the manufacturers and wholesalers ample opportunity to make other provision for the handling of molasses.

It was felt by some of the members that the Bankruptcy Act could be very much improved by a few slight amendments and it was therefore suggested that the following clauses should be inserted in this act:—

No. 1. A provision should be inserted in the act, presumably in clause No 3, whereby it would be possible for a creditor or creditors whose claim amounted to $500, or over may apply to the court for receiving order.

No. 2. That a debtor before making an assignment must consult not less than two of his largest bona fide unsecured trade creditors, and make an assignment to the authorized trustee whom the said creditors designate.

No. 3. That a trustee, when sending out notices of the first statutory meeting under an assignment, should be compelled to enclose a list of the creditors with their addresses and the amounts owing.

No. 4. That under an assignment, composition extension or scheme of arrangement, a trustee should be compelled to take a physical inventory of all the assets, and submit to the creditors a statement prepared by himself showing assets and liabilities.

Brooms Show Higher Quotations Following Stronger Market for Broom Corn

Broom Corn is Three Times More Expensive Than a Year Ago, and the Strength of the Situation Shows Little Indication of Abating—Difficult to Secure Supplies

THE strength which has characterized the situation in brooms and broom corn does not show any evidence of abating. In fact, in view of the condition in broom corn, manufacturers are having difficulty in procuring sufficient material to meet consumer demand even at the extremely high prices prevailing for broom corn. Prices on broom corn have been rapidly advancing since last mid summer and in consequence broom manufacturers have again advanced quotations on brooms. This later advance averages one dollar per dozen.

"During the past month," remarked one manufacturer to Canadian Grocer, "there have been further advances in the broom corn market and to-day prices are considerably higher. The price now being asked for broom corn that will make a good medium house broom is fully $400 per ton at point of shipment with freight and revenue tax as well as other incidentals to be added to this, making this broom corn cost the manufacturer in Ontario at his factory about $460 per ton or 23c per pound. When you consider that this is three times as much as was being paid for the same broom corn twelve months ago it need not surprise anyone to know that a good many manufacturers were compelled to advance prices another $1 per dozen during the past week or ten days. It is becoming more difficult indeed to secure necessary requirements of broom corn and with the demand for brooms keeping up as it is there can be no accumulation of raw material in this country working up the broom corn as fast it comes in, shipping out the brooms just as fast as they are being produced. One can now safely say that brooms will not be cheaper until another crop of broom corn is being harvested and until then it would seem as time goes on there will be few manufacturers who will have any brooms to sell at all. There is every indication that for several months next summer a good many factories will be obliged to close down entirely because they were not able to purchase broom corn sufficiently far ahead of immediate needs.

Empty Cash Register of Fifty Dollars and Make Their Escape

Simcoe, Ont., Dec. 19.—Youths forcing a window in the cellar of Clarence Wark's North Ward Grocery Store, tore the cash register from its socket, walked calmly from the front door to their waiting auto and escaped.

Wark was aroused when the bandits endeavored to smash in the front entrance, but thought it was merely a customer calling for gasoline. When the disturbance downstairs increased, he secured a gun. Unfortunately it was not loaded and though Mr. Wark ordered them to stop under penalty of being fired upon, they made a quick getaway. Chief Muir and County Constable Alway with Mr. Wark, took up the midnight chase. At Waterford, a M. C. R. train halted the fugitives' progress, but they escaped the vigilance of their pursuers and doubled back, striking eastward.

The police were forced to give up the chase, but at once telephoned Hamilton officials, from whom it was learned that the car, the number of which Mr. Wark had espied, was stolen in Hamilton last week.

The store owner motored to Hamilton and apprised the police.

Letters to the Editor

COUPONS ARE NOT LEGAL

Editor Canadian Grocer:

We are enclosing two coupons. The one with our name on is the one used by the company's salesman when here and on which he represented the percentages to be about half to one per cent., but when they sent the goods which amounted to $51.24 the tax included we find it to be 3-1/5 per cent. When we explained this to the company they sent coupon No. 2, and by way of explanation stated that they had sent the wrong coupons. The proposition looks good to us as we think it would mean ready cash. The amount of cash sales required to redeem silverware is $1601.

With this information we trust you will be able to advise. Thanking you for past favors, we are,

Yours truly,
N. & S.

Editor's Note.—In the first place these coupons do not comply with the Trading Stamp Act, the Act governing all coupons given for premiums, etc. The law in this regard demands that on each coupon, there must appear the words, "redeemable at any time at (name of merchant)," and must state a definite merchantable value at which these coupons can be redeemed, that is to say, 5 cents or 10 cents, or whatever it might be. If you are desirous of using this means of attracting business, see to it that the coupons comply with the law, and save yourself unnecessary confusion.

CASH REGISTER RECEIPTS

Editor, Canadian Grocer:

In connection with the new tax receipt order, which comes into effect on January 1, 1923, we are at a loss to know whether or not we will have to pay a tax on every receipt we issue on our cash register.

Our register issues a receipt each time a sale is rung in and on this receipt is printed "This is your receipt." Now here is the point: Will this be classed the same as a receipt which we might draw up, acknowledging the receipt of a sum of money, as received from J. Jones, etc.

We will be glad to hear from you on this matter by return mail, and if such is the case, we will have to change our register, because by paying stamp tax on each receipt from our register, we would soon be ready for the poor house. This is a crude way of putting it, but I think it will convey our idea.

If you care to publish this in the Grocer, it will be quite O. K. and we invite the opinion of others in the trade.

We take pleasure in enclosing specimen receipt referred to above.

Awaiting your reply, we are,
Yours truly,
Gehan's Groceteria,
per D. J. Gehan.

Editor's Note:—We have been informed unofficially that the enforcement of the Stamp Act is to be deferred for a month. Officials have been in England for some time obtaining information as to how the Stamp Act is operated there. They are not expected to return until a couple of days before the first of the year and we understand one of the questions to be taken up will be the receipt given on the cash register.

PURE FOOD LEGISLATION

Editor Canadian Grocer.

Will you please advise me the date on which you published extracts of Orders-in-Council covering alterations to pure food legislation, etc., during say, the past three years.

Yours truly,
H. I. NELSON,
for Chief Purchasing Agent Dept. of Soldiers' Civil Re-Establishment.
Ottawa, Dec. 18.

Answer:—The following articles were published during the past three years:—

KEEP A RECORD OF YOUR CHRISTMAS WINDOW DISPLAY

If your window display of Christmas lines is worth the time devoted to putting it in, it is surely worth photographing. Such a photograph would give the merchant a record and assist the window trimmer in the work of next year.

Canadian Grocer would like to get a number of photographs of good Christmas window displays and is prepared to pay the sum of $3 each for them, providing the invoice is attached. The photographs should be unmounted and about eight by ten inches in size.

1920—Law in Respect to Canned Goods is Amended—April 28, page 28.

Standardization of Certain Canned Fruits and Vegetables—April 30, page 23.

Every Article of Food Representing a Mixture, an Imitation or a Substitute, Must be Plainly and Correctly Labelled as Such—July 9, page 27.

Merchants are Warned Against Selling Misbranded Articles—September 24, page 23.

1921—Food Regulations Now in Effect—March 25, page 23. April 1, page 29 and April 8, page 29.

Amendment Affects Fruit Containers—April 29, page 22.

1922 — Legislation Governing Jam Making—June 23, page 15 and July 30, page 30.

Some New Labelling Regulations—July 28, page 18.

Changes in Pure Food Regulations—August 4, page 25.

Merchants Must Know the Various Vinegar Standards—August 25, page 24.

New Regulations Food and Drug Act now in Effect—October 6, page 22.

Must be Properly Labelled at the Beginning of the Year—December 15, page 16.

"Future of the Wholesale Grocer In His Own Hands"

Crawfordsville, Ind.

Editor of Printers' Ink:

Have you any information available covering the position of the wholesale grocer in the distribution of groceries and provisions—in his value to the manufacturer and the dealer; what he has accomplished for both and his future.

I appreciate the service you are rendering subscribers and assure you that my office files would not be complete without Printers' Ink, of which I have been a reader for at least thirty years.

Charles R. Trowbridge.

The wholesale grocery business, like every other business, is in a state of flux. And the grocery jobber's attitude toward both manufacturer and retailer changes from time to time.

Originally merely a distributor—buying the manufacturer's goods, selling them to the retailer and financing the transaction, from beginning to end—the jobber later became, in a great many instances, a manufacturer himself; or what amounts to the same thing, the exclusive distributor of brands in which he had a financial interest. There is a pretty general feeling on the part of wholesale grocers that in doing this the jobber is carrying water on both shoulders, and it would not surprise us to see a change of policy in this respect in the comparatively near future.

In another respect are we likely to see a change of policy on the part of the wholesale grocer; and that is in his attitude towards the retailer. Many large retailers—to say nothing of the chain stores—have "cut out" the jobber and buy direct from the manufacturer. As a matter of protecting his own interests, the jobber must establish closer relations with the retailer. Indeed, it would not surprise us if, when the wholesale grocers' associations launch the advertising campaign which they talked of doing, two or three years ago, the "big idea" on which it is based would be to "interpret" the retail grocer to the public.

The future of the wholesale grocer is in his own hands. If he lives up, even approximately, to the doctrines which the "best minds" in the business are preaching, he can look forward to a long and useful life. Otherwise.—Ed. Printers' Ink.

Western Canada News

Fire destroyed the grocery store of Gabriel Grushko, 450 Pritchard avenue, Winnipeg, the other evening, the loss to building and stock amounting to $1,500.

W. Murray, manager of the W. G. Patrick Company, Limited, Winnipeg, is attending the annual convention of the firm's sales at their headquarters in Toronto.

W. A. McKay of the Codville Company, Limited, Winnipeg, who has been confined to his house with a slight attack of lagrippe, has fully recovered and is again to be found at his usual place of business.

Fruit Shippers in Okanagan, B.C., Plan Organization

Kelowna, B. C., Dec. 19.—After discussing plans for controlled distribution of the fruit crop of the Okanagan, shippers who handle about 90 per cent. of the tonnage, favored the organization of a board of control to govern all marketing arrangements for the sale of the crop. This plan will be submitted to a representative meeting of growers to be held here at an early date. Shippers named E. Doberer, manager of Salmon Arm Farmers' Exchange, to present a plan to the growers, and also named a committee, consisting of L. Hayes, Occidental Fruit Co., Kelowna; J. T. Mutrie, president Okanagan United Growers, Vernon; W. H. Smith, Vernon Growers, and Thomas Bulman, Kelowna, to discuss marketing problems with a similar committee to be appointed by growers.

A central selling agency plan was advocated by several shippers, but the general opinion, after taking into consideration all the questions brought up, was that as the two plans had the same objective, it was a matter of detail as to how the scheme should be brought about. The shippers unanimously agreed that growers must give whatever plan is finally adopted their unanimous and wholehearted support.

McBride's Ltd. Open New Store in Regina

Moose Jaw, Sask., Dec. 18.—McBride's Ltd., with head offices and stores in this city, have recently opened a new store at 12th and Hamilton Sts., Regina, Sask. The new store is 50 by 60 feet, and constitutes grocery, meats, fruits, bakery and confectionery departments. McBride's Ltd., recently moved this business from the basement of the Regina Trading Co., where it had been located for the past two years.

McBride's Ltd., was organized at Weyburn, Sask., by F. B. Mitchell, president, and J. A. McBride, vice-president. The first store was located at Weyburn, and the second one at Assiniboia. At the present time there are nine stores at Moose Jaw and seven at Regina, making eighteen in all. The head offices are at Moose Jaw, with a bakery also located here, and two bakeries at Regina. McBride's Ltd., have been in business five and a half years. In 1921 their turnover was nearly one million dollars.

Trade Inquiries

Canadian manufacturers and packers interested in the export trade of any of the following will be sent names of the foreign enquirers on request. Send the number of the enquiry to Canadian Grocer, 153 University Ave., Toronto.

783. **Rolled oats.**—A firm in Copenhagen would be pleased to receive quotations c.i.f. Scandinavian port, terms and all possible particulars from Canadian exporters of rolled oats.

784-785. **Rolled oats.**—Two Copenhagen concerns are anxious to get in touch with Canadian exporters of rolled oats.

786. **Rolled oats.**—A large Danish firm interested in rolled oats would be glad to hear from Canadian exporters, either with a view to sole agency or buying for own account.

787. **Oats and barley.**—A firm of importers in Antwerp are desirous of receiving quotations on oats and barley.

788. **Cereal foods.**—Danish importers would like to receive prices, terms and all particulars from Canadian exporters of cereal foods.

789. **Wheat, flour and foodstuffs.**—A Cape Town firm of brokers and commission agents are anxious to get in touch with Canadian shippers of wheat, flour and foodstuffs.

790. **Flour.**—A Danish firm of commission agents are desirous of hearing from Canadian exporters of flour with a view to representation.

791. **Wheat.**—A firm in Sweden would be pleased to get in touch with Canadian exporters of wheat. Prices, terms and particulars are requested.

792. **Wheat flour.**—A large Copenhagen concern is interested in the importation of wheat flour. Prices, terms, etc., are requested.

793. **Maize corn.**—A Swedish firm are desirous of hearing from Canadian exporters of maize corn. Prices, terms, etc., are requested.

794. **Split peas.**—A Copenhagen importer desires to get in touch with Canadian exporters of split peas in bags of 50 or 100 kilos.

795. **Foodstuffs, etc.**—A firm in Brussels wish to receive offers of breadstuffs, oilcakes, chemical fertilizers and food products.

796. **Linseed oilcakes.**—A concern in Malmo would like to receive offers of linseed oilcakes.

797. **Seed.**—A Danish commission agent is desirous of hearing from Canadian exporters of alsike and red clover seed with a view to agency.

798. **Granulated sugar.**—A Danish import concern desires to get in touch with Canadian sugar refineries prepared to sell in lots from 500 to 1,000 bags, cash against documents, Scandinavian port. Quotations should be sent c.i.f. Scandinavian port.

799. **Maple sugar.**—A firm in London wish to purchase supplies of maple sugar from Canadian producers and shippers.

800. **Lard.**—A Copenhagen firm of commission agents would like to represent Canadian exporters for sale of lard in Denmark.

801. **Apples.**—A Danish firm desire to purchase apples in barrels and boxes. Exporters should submit offers.

802. **Apples, dried and evaporated.**—A Danish concern desirous of importing dried and evaporated apples would be glad to receive quotations, terms and all possible particulars from Canadian exporters.

803. **Dried apples.**—A Copenhagen firm desire to import dried apples in boxes of 56 pounds, prime evaporated in "choice," "extra choice," and "fancy" grades.

804. **Canned fruits.**—Packers of canned fruits should give prices, etc., to large Danish concern interested in the importation of canned fruits.

805. **Canned salmon.**—Canadian canners of salmon should communicate with a Danish firm importing salmon in ½ and 1 pound high tins.

806. **Canned salmon.**—A Danish concern would be pleased to receive quotations from Canadian exporters of canned salmon.

807. **Canned salmon and lobster.**—A firm in Copenhagen are interested in the importation of canned salmon and lobster. Offers are therefore invited.

808. **Canned lobster.**—Danish importers are desirous of hearing from Canadian exporters of canned lobster.

B. C. AGENTS WANTED

Canadian Grocer has received an enquiry from a firm in Great Britain desiring a representative in British Columbia for their lines which include pickles and sauces. We shall be glad to pass on names of those agents in British Columbia who are interested in this proposition.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

THE raw sugar market during the week was fairly steady for sugars in nearby positions. Sales being made for prompt shipment at 3¾c c. & f. and on which basis over 20,000 bags changed hands. Since our last report the market eased off but later again firmed up in tone, but without recording any advance. New crop Cuban sugars were offered for January shipment at 3½c c. & f. New York and for February at 3⅜c c. & f. Favorable weather is reported in Cuba for the harvesting of the new crop, and there are now 27 central factories in operation. The first shipment of new crop sugars sailed from Cuba during the week with a cargo of 32,400 bags for the American Sugar Refining Co. One central factory which only just started operations met with a disastrous loss by explosion and is now out of the running. The United Kingdom is showing increased interest in new crop Jamaica sugars for March, April and May shipments and this competition for British West India sugars may become formidable for Canadian refiners, who naturally wish to show interest in preferential sugars. The present estimate for the World production shows an increase of 1,000,000 tons over last year, but in view of the heavy consumption of the year just closing and the fact that Cuba was able to dispose of a carry-over of over one million tons, makes it extremely difficult to predict the future course of the market. Refined sugar in the U.S. is quoted at $7.10 to $7.25 and one refiner is still withdrawn from the market. In the Canadian refined situation, there is nothing of special interest to report, prices are steady and unchanged on the basis of $8 Montreal for standard granulated.

The outstanding feature in general grocery commodities is the strong situation in teas both on spot and in markets abroad and the strength which has characterized teas for the past few months shows no sign of abating, but rather on the other hand the future indications point to a continuing of the high prices for some time. Coffee, too, is much stronger in primary markets but the spot situation shows little change although in some quarters there is some talk of advancing prices to the retail trade. Walnuts and almonds are steady on spot but reports from primary centers indicate a slight tightening of the situation. Cereals generally are firm but in rolled oats there is a shade easier tone. Canned goods are moving in good volume but market conditions at the moment are steady and quotations unchanged. Butter and cheese continue to occupy a strong position while eggs are also held firm. In Toronto, the hog market was easier during the week but in Montreal and Winnipeg, hogs showed little change, remaining steady to firm.

QUEBEC MARKETS

MONTREAL, Dec. 20.—The grocery market is without any feature of note. The wholesale trade has been quiet during the past week and will likely remain so until after the New Year when a marked improvement in all lines is expected. The market is firm and the prospects for the remainder of the winter are good. The sugar market holds firm despite predictions in some circles that lower prices would rule in January. The syrup market is steady but is temporarily quiet. An easier market in all lines of dried fruits is apparent. Supplies sufficient to tide over the shortage of currants are now on the way to the market and local dealers do not expect the advance that was, for a time, threatening. The nut market is dull after the Christmas demand and prices on all lines except shelled walnuts, are easier. The cereal market is firm but to a great extent the bullish feeling in rolled oats has disappeared and some quotations are cut. Package lines are unchanged. Oranges are low in prices and are selling freely. Vegetable prices are lower on imported lines on account of the large supplies shipped in for Christmas.

CEREAL MARKET QUIET

Montreal.

CEREALS.—The cereal market is unchanged and quiet. The retailers are supplied until the beginning of the new year and while there is still a premium on raw oats there is not the likelihood of an advance that there was a month ago. A bigger demand is expected after the turn of the year as neither the wholesaler nor the retail trade is carrying a heavy supply.

CEREALS—

Rolled oats, bag	3 10	3 25
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	3 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

COFFEE PRICES STEADY

Montreal.

COFFEE.—The coffee market is steady with a firm tone in primary markets, but without any indication of a change in local quotations. The demand for coffee is good at the present time.

COFFEE—

Java	0 45	0 48
Mexican	0 35	0 40
Maracaibo	0 32	0 36
Jamaican	0 29	0 35
Santos	0 30	0 33
Rio	0 22	0 24

CANNED GOODS ACTIVE

Montreal.

CANNED GOODS.—The canned goods market is firm with only a limited demand just now. The wholesale trade is looking for a marked improvement for the first of the year with a stronger market. Retailers' supplies are not

large and after the Christmas trade is over a bigger demand is expected.

CANNED VEGETABLES

Asparagus, imported (2½s)	6 00	5 25
Beans, golden wax	1 50	2 05
Beets, 2s whole	....	2 40
Beets 2s sliced	....	2 40
Cabbage, Simcoe, 2½s	**180**	....
Corn, 2s	1 20	1 40
Corn, extra quality	....	1 40
Corn (on cob) 2½	2 40	2 75
Carrots (sliced), 2s	1 45	1 75
Spinach, 3s	2 35	2 90
Squash, 3s	2 35	2 90
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	1 80
Do., California, 2s	2 15	2 60
Do., (wine gals.)	8 00	10 00
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s standard	0 95	1 00
Do., 2s	....	1 05
Do., 2½s	1 42½	1 45
Do., gallons, standard	....	5 25
Parsnips, Simcoe, 2's	1 30	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	4 50
Do., early June	1 85	2 00
Do., extra fine, 2s	....	3 25
Do., Sweet Wrinkle	....	1 67½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30
Canned chicken haddies, 4s, lb.	....	0 00

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	1 50	1 85
Do., 3s, doz.	1 60	1 70
Do., gallons, doz.	4 80	5 40
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	13 50
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 30
Do., 2½	....	3 50
Do., 2	3 20	3 30
Gooseberries, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
Pineapple—		
Extra fancy sliced 2½s	....	5 25
Extra fancy sliced, 2s	....	4 15
Extra grated, 2s	....	3 40
Extra sliced 30 oz. glass	....	9 00
PEARS—		
Extra fancy 2½s	....	5 25
Extra 2s	....	4 00
Standard 2½s	....	4 85
PEACHES—		
2½s, yellow cling	....	4 50
2½s, yellow	....	4 25
Extra yellow 2s	....	3 25
Cling sliced 2s	....	3 50
Standard 2½s	....	3 75
Standard Yellow Cling, sliced	....	4 00
Strawberries, 2's	....	3 30
Greengage Plums, heavy syrup. 2	2 20	2 90
Lombard plums, heavy syrup, 2-lb.	....	2 40

SYRUP MARKET STEADY

Montreal.

SYRUPS.—There is no change in the syrup market. Prices are steady with a good demand. Molasses shows no change and the present basis may be expected to hold, particularly in view of sugar values.

MOLASSES—	
Puncheons, Island of Montreal	0 70
Barrels	0 73
Half Barrels	0 75
Puncheons, outside of Montreal	0 67
Fancy molasses in tins—	
No. 2, 2-doz. per case	7 75
No. 3, 2-doz. per case	10 75
5-lb. tins, per doz.	8 95
10-lb. tins, per case	8 60
Case goods subject to 10 per cent. discount.	
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
5-lb. tins, per case, white	4 70

DRIED FRUITS EASIER

Montreal.

DRIED FRUITS.—The market for dried fruits is easier all around. The demand has fallen off suddenly, but an improvement is expected in January. Big supplies of Sultana raisins are on the way to this market and an easier future is promised. Spot stocks of currants are scarce, but there are some supplies in transit to this market and the future is easier. The demand for dried fruits has been good for the Christmas trade and spot stocks are well cleaned up. Fig prices are a little easier with new and unexpected shipments on the way.

DRIED FRUITS—		
Apricots, fancy	....	0 38
Do., choice	....	0 32
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 15
Do., 50 lbs.	....	0 14
Peaches (fancy)	....	0 28
Do., (choice)	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed	....	0 31
Lemon	....	0 25
Orange	....	0 25
Citron	....	0 55
Raisins		
Valencias	....	**0 16**
Muscatels, 2 Crown, spot	....	0 14
Do., 3 Crown, spot	....	0 15
Do., 4 Crown, spot	....	0 16
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. seedless, cartons, 12 doz.	....	0 12
Do., 16 oz.	....	**0 16**
Cluster, 20 1-lb. pack.	4 00	....
New Spanish table raisins—		
3 Crown, 22 lb. box	....	**4 50**
4 Crown, 22 lb. box	....	6 00
5 Crown, 22 lb. box	....	6 50
6 Crown	....	7 30
Packages, 3 Crown 20/1s	....	5 25
4 Crown, 20/1s	....	6 25
5 Crown, 20/1s	....	6 75
Currants, loose	....	**0 18**
Dates, Excelsior (36 10s) pkg.	....	4 10
Dromedary, (3-10 oz.)	3 60	6 75
Loose	0 10	0 12
Figs, 4 Crown	....	0 21
5 crown	....	0 22
6 crown	....	0 23
7 crown	....	0 25
Mats, Portuguese	....	0 03
Smyrna cooking, bags	....	0 13
Prunes (25-lb. boxes)—20-30s	....	0 20
40-50s	....	0 17
60-70s	....	0 14
70-80s	....	0 13
80-90s	....	0 12
90-100s	....	0 11

COTTON TWINE UNCHANGED

Montreal.

COTTON TWINE.—The market for cotton twine is firm without any change in prices.

COTTON TWINE—	
4 ply balls	0 51
3 ply balls	0 48
3 ply cones	0 47
3 ply tubes	0 47
4 ply cones	0 50
4 ply red and white	0 58
Cotton rope 3-16	0 45
¼	0 44
5-16	0 44
⅜	0 44

PACKAGE TEAS LIKELY HIGHER

Montreal.

TEA.—The tea market maintains its strong position, but without any change in local wholesale prices. An advance in some package teas is expected after the turn of the new year. The feature of the market is the strength in black teas after the recent advances.

TEAS—		
Pekoes	0 45	0 50
Broken Pekoes	0 48	0 60
Orange Pekoes	0 50	0 80
Broken Orange Pekoes	0 50	0 80
China—		
Common	0 24	0 35
Medium	0 40	0 50
Choice	0 50	0 60
JAPAN TEAS—		
Medium to choice	0 40	0 50
Early Picking	050	0 65
Finest grades	0 65	0 75

SPICE MARKET QUIET

Montreal.

SPICES.—There is no change in the spice market. The demand is limited and so far as can be seen there is no change in prospect for the local market. Spice importers state that in many lines the present basis is not in line with actual market values and that an improvement in the demand will force an adjustment.

SPICES—		
Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	0 23	0 25
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace	....	0 55
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64 lb.	....	0 40
Do., 80 lb.	....	0 38
Do., 100 lb.	....	0 30
Do., ground, 5, 10, 25 lb.	....	0 35
Pepper, black	0 20	0 24
Cayenne pepper	....	**0 33**

PACKAGE GOODS UNCHANGED

Montreal.

PACKAGE GOODS.—The package goods' market is steady without any feature of note. The demand for all lines has been good but attention has been attracted from it by the holiday season. Present prices will not likely show any change until after the new year at least. There seems to be now no reason to believe that there will be a change in package oats prices. The market is firm but a slight relaxation in rolled oats has avoided an advance in the package line.

Aluminum package, 20s	....	6 00
Rolled oats, large	....	4 80
Do., small	....	2 00
Oatmeal, fine cut, 20 pkgs	....	**5 50**
Puffed Rice	....	**6 70**
Puffed Wheat	....	**4 40**
Farina, case, 24s	....	**2 5**
Hominy, pearl or gran., 2 doz.	....	2 50
Scotch Health Bran (20 pkgs.)	case	**3 5**
Pancake Flour, case	....	**7 1**
Pancake Flour, self-raising, do.	....	2 25
Wheat Food, 18-1½	....	..
Porridge wheat, 36s, case	....	..
Do., 20s case	....	..
Self-raising flour, (3-lb. bags) doz.	....	2 05
Do., (6-lb. pkg.) doz.	....	4 00
Corn starch (prepared)	....	0 09½
Corn starch, 1 lb. pkgs.	....	0 08
Potato flour	....	0 12½
Flour, tapioca	0 15	**0 16**
Puffed rice pancake flour	....	**2 90**
Shredded Krumbles, 36s	....	**4 35**
Shredded wheat	....	**4 45**
Cooked Bran, 12s	....	**2 25**
Enamel laundry Starch, 40 pkgs. case	....	**3 00**
Celluloid starch, 48 pkgs. case	....	3 90
Malt Breakfast Food, (36 pkgs.)	....	**2 60**
Macaroni	....	2 75
Spaghetti	....	2 75
Egg noodles, Quaker	....	**2 25**
Canadian Cheese loaf, lb.	....	0 33
Pimento loaf	....	0 35
Swiss cheese loaf	....	0 44
Package dates, 48-10	....	3 60
Excelsior dates	....	4 10
Dromedary, small	....	3 60
Do., Large	....	6 75

SHELLED WALNUTS HIGHER

Montreal

NUTS.—The nut market is quiet and noticeably easier for nuts in shell. The demand has been good but there are surplus stocks on hand. Prices on walnuts in particular have been cut as a result of the inferior quality nuts that reached

this market. Shelled walnuts and almonds will be higher for the future since supplies of these have been well cleaned up both here and abroad.

Almonds, Tarragona, per lb.	0 12½	0 13
Valencia shelled almonds 3 crown	0 39	0 40
Soft shell	....	0 60
Pecans, new Jumbo, per lb.	....	0 60
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled	....	0 50
Pecans, new Jumbo, per lb.	....	0 60
Filberts (Sicily) per lb.	0 10½	0 11
Walnuts, Grenoble in shell	0 30	0 33
Walnuts, Marbot	0 16	0 18
Do., new Naples	....	0 23
Do., Bordeaux, shelled	0 52	0 60
Jumbo, roasted Specials		0 18
Extra		0 14
Do., Choice		0 13½
Do., shelled, No. 1 Virginia	....	0 11½
Peanuts (salted)—		
Fancy wholes, per lb.	....	0 33
Fancy wholes, 10 lb. tins		2 10
Do., 10 lb. boxes		1 80
Do., 25 lb. boxes, per lb.		0 17

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

REFINED SUGAR FIRM

Montreal.

SUGAR.—Despite the fact that some of the wholesale grocers are firm in the opinion that January will bring lower prices of granulated sugar, the market as far as refiners are concerned holds firm at the present basis. Local sugar refiners express the opinion that in view of the present state of the raw market no change in refined sugar can be expected before the end of January. New raws are selling freely at from 3½ to 4c. c. and f., New York. The local trade is buying only in limited quantities, but the demand is steady and for the present at least the market may be expected to hold.

SUGAR—		
Granulated, per cwt.		8 00
Do., barrels		8 05
Granulated, gunnies, 5-20		8 20
Do., cartons		8 40
Do., gunnies, 10-10		8 35
Do., cases, 50 2-lb. cartons		8 50

RICE MARKET QUIET

Montreal.

RICE.—The rice market is quiet without any change. The demand is limited at this season since the trade has its attention turned in other directions. In primary markets values are well maintained and local prices are steady.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon OC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 90
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

LOW PRICES ON ORANGES

Montreal.

FRUIT.—The feature of the fruit market is the low prices quoted on oranges. The best navel oranges are selling at $4.85 a case and the supply on the market is sufficient to take care of the heavy demand and still hold the low price over the New Year holiday. Boxed apples are weak. The demand is good at prices ranging from $1.75 to $2.25 a box.

FRUIT—		
Apples—		
Baldwin, per bbl.	6 50	7 00
Wealthys per barrel	5 00	6 00
Alexanders	....	9 00
McIntosh, No. 1	8 00	9 00
Boxed Jonathans	2 00	2 25
Famcuse	7 00	8 00
Lemons, 300s-600s, Messina	....	7 50
Malaga lemons, 420s	..	8 00
Limes, per 100	....	1 00
Grapes, Tokay, per case	....	4 50
Grapes, Emperor, per keg	....	6 50
Grapes, Canadian, per basket	0 40	0 45
Malaga grapes, per keg	....	7 10
Pears, Keiffer, bushel	....	2 25
Oranges, Florida	8 00	9 00
Oranges, California	9 00	8 00
Pears, per box	....	5 00
Porto Rico Oranges, per case	....	4 00
Oranges, Mexican	3 50	4 00
Bananas, per bunch	5 50	6 50
Floridas, Grapefruit	5 00	6 00

CRANBERRIES DROP

Montreal.

VEGETABLES.—The feature of the vegetable market is the big supply of cranberries and the lower prices quoted during the middle of the week. In fact big supplies of all imported vegetables were rushed to this market for Christmas and as a result easier prices prevailed. The market is well supplied with green beans and peas, lettuce, new carrots and beets, mushrooms and spinach.

VEGETABLES—		
Cabbages, per doz.	0 60	0 75
Florida lettuce, crate	4 00	4 50
Iceberg lettuce	7 00	7 50
Celery, per crate	....	3 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	3 50	4 00
Yellow onions, per bag	....	1 75
Onions, per crate, Spanish	....	1 15
Spinach, per barrel	4 00	4 50
Cucumbers, hot house, doz.	....	3 00
Tomatoes, Hot house No. 1 per lb.	0 30	0 40
No. 2 per lb.	0 25	0 30
New Turnips, per doz.	1 25	1 50
Green beans, 30 lb. hamper	9 00	10 00
Wax beans, hamper	8 00	9 00
Sweet Potatoes, basket	....	2 25
Horseradish, barrel	....	20 00
Cranberries, barrel	16 00	17 00
Mushrooms, 3 lb. basket	2 00	2 50
Brussel Sprouts, per lb.	0 30	0 35
Green Peas, per hamper	11 00	12 00
Potatoes, per bag	1 00	1 25
Sweet potatoes, per hamper	....	2 25

ONTARIO MARKETS

TORONTO, Dec. 20.—The scarcity of currants and the continued upward position of teas are still the features in general grocery lines. Some small lots of currants are coming out in a second hand way, but the total quantity available is indeed small and many wholesalers and retailers will not have sufficient to meet the requirements for the holiday season. Cereals continue strong and tapioca is scarce on spot with advances in quotations. Nuts are fairly steady on spot with a tightening up of markets abroad. Syrups and sugar show little change while spices indicate a strong tone.

BEANS HOLD STEADY

Toronto.

BEANS.—The market for beans show little change as compared with a week ago. The demand is active at the present time but stocks at the moment are sufficient to meet requirements. Ontario hand-picked are quoted at $3.65 per bushel and one pound pickers are offered at $3.40 per bushel. California limas are quoted at 10¾ to 11½c. per lb. and Madagascar limas at 6¾ to 7½c. per lb.

BEANS—		
Canadian hand picked, per bus.	....	3 65
Do., 1 lb. pickers, bush.	....	3 40
Cal. Limas, per lb.	0 10¾	0 11½
Madagascar Limas, per lb.	0 06¾	0 07½

HONEY UNCHANGED

Toronto.

HONEY.—There is little change in honey but if anything the market has a shade easier tone. There still appears to be considerable honey in producers' hands and although dealers report the consumptive demand as good, the volume moving is not as large as expected.

HONEY—		
5-pound tins, per lb.	013	0 13½
10-pound tins, per lb.	0 12½	0 13
60-pound tins, per lb.	0 12	0 12½
Comb, per doz.	3 00	4 00

FIRMNESS IN COFFEE

Toronto.

COFFEE.—Importers and wholesalers report a heavy movement in coffee, almost every week showing an increase. The movement, however, is generally of a day-to-day character and it is said, there is little buying of a speculative character. Primary markets hold fairly strong but spot conditions are steady at the moment, although in some quarters, it has been intimated, a slight advance will be registered in the near future.

COFFEE—		
Java, Private Estate	0 51	0 53
Begotas, lb.	....	0 43
Guatemala, lb.	0 45	0 52
Mexican, lb.	....	0 55
Maracaibo, lb.	0 47	0 48
Jamaica, lb.	....	0 35
Rio, lb.	0 23	0 25
Santos	....	0 35
Mocha, lb.	0 52	0 55

WHEAT AND OATS HOLD STRONG

Toronto.

CEREALS.—Almost throughout the cereal list, the strength which has characterized cereals for sometime, is well maintained. Wheat and oats continue strong and no decline is anticipated at the moment in products of these grains.

CEREALS—		
Barley, pot, 98s	....	3 50
Do., pearl	....	4 75
Cornmeal, golden, 98s	2 85	3 00
Oatmeal, 98s	3 75	4 00
Corn flour, 98s	....	3 00
Rye flour	....	3 25
Rolled oats, 90s	....	3 30
Rolled wheat, barrels	....	5 75
Do. kegs, 50 lbs.	....	3 30
Cracked wheat, bag	....	4 50
Breakfast food, 98s	4 25	4 50
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Graham flour, 98s	....	3 25
Whole Wheat Flour	....	3 35
Wheat Kernels	....	4 50
Marrowfat Blue Peas, per lb.	0 06¾	0 06½
Small Blue Peas, per lb.	0 06½	0 07

CANNED GOODS STEADY

Toronto.

CANNED GOODS.—Canned vegetables, fruits and fish continue to move in good volume. Jams too, show a little improvement but the quantity moving is not large at the present time. Prices on

all lines are fairly steady and list quotations are being fairly well maintained. Golden Bantam corn on the cob is quoted at $2.40 per doz.

CANNED GOODS—

Shrimps	2 30	2 85
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	2 70	3 15
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	1 45
Pinks, 1s	1 60	1 65
Pinks, ½s, doz.	....	0 95
Lobster, ½-lb. doz.	5 30	5 75
Do., ¼-lb. tins	2 90	3 10
Whale steak, 1s, flat, doz.	1 75	1 90
Pilchards, 1-lb. talls, doz.	1 75	1 80
Herrings in Tomato Sauce—		
Ovals 1s per doz.	1 75	1 15
Ovals ½s, per doz.	....	1 30
Kippered Herrings—		
Ovals 1s, per doz.	1 75	2 00
Ovals, ½s, per doz.	....	1 20
Canned Vegetables		
Peas, extra sifted, doz.		3 00
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.		1 42½
Beets, 2s, doz.	1 90	2 85
Beans, golden wax, doz.	....	1 92½
Do., Golden wax, fancy, doz.	....	2 25
Asparagus tips, doz.	4 35	5 00
Do., butts, doz.	....	6 60
Do., large green	1 75	1 75
Canadian corn	1 25	1 45
Golden Bantam Corn, 2s Doz.	....	1 90
Tomatoes, 2½s, doz.	1 40	1 47½
Pumpkins, 2½s	....	1 46
Spinach, 2½s, doz.	....	2 90
Do., 2s	....	2 25
Pineapples, sliced, 2s doz.	....	3 75
Do., sliced, 2½s, doz.	....	4 25
Do., Singapore, sliced 1½s,	....	2 40
Apples, gal. water pack, doz.	4 35	4 90
Do., gal. steam pack, doz.	....	6 40
Do., 2½s, doz.	....	1 65
Pears, 2s, doz.	....	2 90
Peaches 2s, doz. H. S.	....	2 25
Plums, Lombard, 2s, doz.	1 40	1 45
Do., ½s, doz.	....	0 95
Blueberries, 2s	2 35	2 45
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	3 00	3 25
Do., 16 oz. doz.	3 50	3 90
Do., 4s each	0 80	0 91
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 83	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90

TAPIOCA SCARCE

Toronto.

RICES.—There is little change of note in rices; the spot situation is steady with quotations unchanged. Tapioca is quite scarce on spot, and quotations are advanced to 9c. per lb.

RICE—

Honduras, broken, per lb.	0 05	0 08
Do., fancy	0 09¾	0 10½
Blue Rose, fancy	0 07	0 07½
Siam, per lb.	0 06	0 06½
Japans, per lb.	0 07	0 07½
Do., broken	....	0 05
Chinese, XX	....	....
Lo., Simiu	0 10	0 11
Do., Mujin, No. 1	0 09	0 10
Do., Pakling	0 07½	0 09
Rangoon	07	0 07½
Tapioca, per lb.	0 09	0 09½
White Sago	....	0 09
Do., fancy	0 09½	0 10

WALNUTS FIRMER ABROAD

Toronto.

NUTS.—Nuts in the shell continue to move freely but trading in shelled nuts is reported quiet; apparently retailers and other users have purchased their requirements, up to the first of the new year at least. Importers are offering for January shipment shelled Bordeaux walnuts at 46c. per lb. but for present requirements from spot stocks the price is unchanged at 51c. to 55c. per lb. Markets abroad for shelled walnuts are somewhat firmer and it is the opinion of those in close touch with the situation that the price quoted on futures is at the lowest, and there are indications for advances later in the season. Peanuts continue strong with advances registered on shell goods. Roasted peanuts are now quoted at 20c. to 21c. and green at 16½c. per lb.

NUTS—

Almonds, Tarragonas, lb.	0 18	0 20
Walnuts, Grenobles, lb.	0 22½	....
Do., Marbot	0 19	0 19½
Do., California	0 35	0 38
Do., Manchurian,	....	0 18
Filberts, lb.	0 14	0 15
Cocoanuts, Jamaica, sack	....	5 50
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted, lb.	0 20	0 21
Do., green	0 16½	....
Brazil Nuts, large, lb.	0 14	0 16
Pecans	....	0 32
Shelled —		
Almonds, lb.	0 36	0 42
Filberts, lb.	0 32	0 35
Walnuts, Bordeaux, lb.	0 51	0 55
Do., Manchurian, lb.	0 42	0 45
Jordan Almonds	0 63	0 68
Brazils, lb.	....	0 55
Peanuts, in bags, unroasted	0 14	0 15
Pecans, lb.	....	1 10

NO CHANGE IN SYRUPS

Toronto.

SYRUPS.—There are no new developments in molasses or syrups to report this week. Quotations are steady and unchanged under a seasonable demand.

SYRUPS—

Corn Syrup—		
Barrels, about 700 lbs., yellow		0 05½
Half barrels, ¼c. over bbls; ¼ bbls., ½c. over bb's		
Cases, 2-lb. tins, white, 2 doz. in case		4 25
Cases, 5-lb. tins, white, ½ doz.		
Cases, 10-lb. tins, white, ½ doz. in case		4 50
Cases, 2-lb. tins, yellow, 2 doz. in case		3 75
Cases, 5-lb. tins, yellow, 1 doz. in case		4 20
Cases, 10-lb. tins, yellow, ½ doz.		4 00
Sugar Syrup—		
Cases, No. 2 tins 24 to case		4 50
Do., No. 1 tins, 112s, per doz.		1 55
Do., No. 2 tins, 56s per doz.		2 85
No. 2 tins, 2-doz. case		4 00
No. 3 tins, 2-doz. case		5 20
No. 5 tins, 1-doz. case		4 40
No. 10 tins, ½-doz. case		4 05
Pails—No. 1		1 15
Pails—No. 2		1 70
West India, gal.		0 30
Molasses, table grade—		
No. 2 tins, 2-doz. case		6 25
Pails No. 5		3 35
Do., bbls.		7 85

MILLFEEDS UNCHANGED

Toronto.

MILLFEEDS.—The demand for millfeeds continues active and while the market holds fairly strong, quotations show no change as compared with last week.

MILLFEEDS—

Bran, per ton	24 25
Shorts, per ton	26 25
Choice Middlings, per ton	31 25

CURRANTS STILL SCARCE

Toronto.

DRIED FRUITS.—The scarcity of currants continues to be the centre of interest in the dried fruit market. Many wholesalers have none to offer although a few small lots are being picked up. These small lots having changed hands several times are held at a fairly high price, ranging around 23c. per lb. for Filliatras. Direct shipments of currants are reported on the water and are due to arrive in about two weeks. The demand for figs, dates and table raisins is reported excellent and the majority of houses will be well cleaned up of the latter by the close of the holiday trade.

DRIED FRUITS—

Citron caps, 12-lb. boxes, lb.	0 45	0 52
Lemon caps, 12-lb. boxes, lb.	0 26	0 28
Orange caps, 12-lb. boxes, lb.	0 27	0 28½
Mixed containing 4½ lb. lemon per lb.	....	0 34
Drained Peel, mixed, cut ready for use, in No. 1s cartons, 3 4½lb. orange 3 lb. citron caps, 3 dozen per case, per doz.	....	3 55
Currants—		
Greek Filliatras cases	0 22½	0 25
Dates—		
Excelsior, pkgs., 3 doz. in case	....	4 10
Dromedary, 3 doz. to case	....	6 95
Do., 4 doz. to case	....	3 75
Fard, per lb.	....	0 24
Hallowee dates, per lb.	....	0 08¾
Do., Sair	....	0 07½
Prunes—		
20-30s	....	0 34½
30-40s, 25s	....	0 20
40-50s, 25s	....	0 17½
50-60s, 25s	....	0 15½
60-70s, 25s	....	0 14½
Raisins—		
California Sultanas, lb.	....	0 13
Seeded, 15-oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.	....	0 14½
Seedless, 15 oz. pkts.	....	0 14½
Do., 8 oz. pkt.	0 10	0 10½
Do., 11 oz.	....	0 11½
Thompson's seedless, 25s	....	0 14
Valencia, Spanish	....	0 18½
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Table Raisins—		
7 Crown, 20 ls, per box	....	7 65
4 Crown, box	....	5 75
5 Crown, box	....	6 15
3 Crown, 20 ls	....	4 95
Evaporated apples, standards	0 15	....
Do., Choice	0 17	0 18
Figs—		
Layer, 4 Crown, 10 lb. boxes	....	3 00
Layer, 5 Crown, 10 lb. boxes	....	3 75
Layer, 6 Crown, 6-lb. boxes	....	4 25
Esmerelda figs, boxes, 22 lbs., per lb.		0 10½
Mat, per lb.	....	0 07½
Lepe, Fancy, 22 lb. box	....	0 09¾
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Peeled	....	0 21
Apricots—		
Standard	....	0 30
Choice, 25's	....	0 38½

LITTLE CHANGE IN SUGAR

Toronto.

SUGAR.—Quotations are unchanged on the basis of $8, Montreal, and $8.34 delivered Toronto, for standard granulated. The consumer demand is seasonable and it is said that wholesalers are still fairly well supplied with sugar purchased before the last advance. The raw market was slightly easier during the week, sales being made at 3¾c. c. & f., New York, for prompt shipment, 3½c. for January and 3⅝c. c. & f. for February.

SUGAR—

Acadia Sugar Refinery, ex. gran.	8 34
Dom. Sugar Refinery, ex. gran.	8 28
Canada Refinery, gran.	8 34
Atlantic Refinery, gran.	8 34

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. carton.

TEAS CONTINUE TO CLIMB

Toronto.

TEAS.—Cable advices from Colombo and Calcutta indicate another advance on all grades which has later been followed by advices from the London market stating advances there also. In the spot situation there is little change but the tendency continues in an upward direction. Considerable trading is also noted of a second-hand character which

plainly indicates that supplies here are none too large. In regard to the future, one importer sums up the situation as follows:—"At no time have prices here been anywhere near on a level with markets abroad, consequently as shipments arrive bought at the higher range of values, the retail trade can naturally look for further increases."

TEAS—

Pekoe Souchongs	0 46	0 48
Pekoes	0 49	0 61
Broken Pekoes	0 53	0 71
Broken Orange Pekoes	0 53	0 83
Japan and Chinas—		
Early pickings, Japan	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

FRUITS SHOW GOOD MOVEMENT

Toronto.

FRUITS.—Dealers report an excellent movement in fruits for the Christmas trade and although shipments arrive daily, stocks are pretty much absorbed. Quotations, however, show little change as compared with a week ago.

FRUITS—

Oranges, Florida, box	....	6 75
Do., Cal. Navels, 100s, 126s 150s	....	6 50
Do., Cal. Navels, 176s, 200s, 216s	....	6 50
Tangerines, per box	4 00	5 00
Lemons, Messinas, 200s, per box	5 50	6 00
Bananas, per lb.	....	0 08½
Grapefruits	5 50	6 00
Grapes, Spanish Malaga, per keg	8 50	10 00
Do., Cal. Emperors, per keg	....	6 50
Apples in bbls.—		
Kings, 1s	....	6 00
Kings, 2s	....	5 50
Greenings, 1s	....	6 25
Greenings, 2s	....	5 50
Russets, 1s	....	6 50
Russets, 2s	....	5 50
Spies, 1s	....	7 50
Spies, 2s	....	6 00
Apples, B. C. No. 1s per box	2 50	3 50
Pears, Cal. per box, ea	....	5 50
Cranberries, bbl.	....	19 50
Do., ½ barrels	....	10 00
Pomegranates, ½ box	....	3 50

CREAM OF WHEAT LOWER

Toronto.

PACKAGE GOODS.—The general tone in package cereal and starches continues firm at unchanged quotations, with the exception of Cream of Wheat which shows a reduction. The reduction amounts to 60c. per case and is now quoted at $7.40.

PACKAGE GOODS—

Rolled Oats, 20s, round case	....	4 80
Do., 18s, case	....	2 00
Do., 20s, square case	....	5 00
Do., Aluminum Prem., 20s	....	6 00
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg. case	....	6 00
Do., 20s, family, case	....	6 80
Package Peas, per doz.	....	0 90
Cornstarch, No. 1, lb. carton	....	0 09½
Do., No. 2, lb. cartons	....	0 08
Laundry Starch	....	0 07½
Do., in 1-lb. cartons	....	0 08¼
Do., in 6-lb. wood boxes	....	0 11¼
Do., in 6-lb. tin cannisters	....	0 12
Potato flour, 1-lb.	....	0 12½
Fine Oatmeal, 20s	....	5 75
Cornmeal, 24s	2 30	2 70
Farina, 24s	....	3 25
Barley, 24s	....	2 75
Self-rising Pancake Flour, 24s	2 70	3 70
Buckwheat Flour, 24s	....	2 70
F. S. Hominy, gran. case	....	3 60
Do., pearl, case	....	3 60
Scotch pearl barley case	....	2 70
Macaroni 36-16 oz. per case	3 15	3 40
Do., 30-8 oz. per case	2 00	2 20

SPICES LOOK HIGHER

Toronto.

SPICES.—The tendency in spices almost throughout the entire list is upward. This is due partly to the advance in Sterling exchange and also to stronger markets abroad. Quotations on spot are unchanged at the moment but it has been intimated that some price changes will be registered in the near future.

SPICES—

Cassia	0 22	0 25
Cinnamon	0 35	0 40
Cloves	0 60	0 60
Cayenne	0 35	0 37
Ginger, Cochin	....	0 25
Do., Jamaica	....	0 60
Mustard, pure	....	0 45
Pastry	....	0 25
Pickling spice	0 17	0 20
Mace	0 55	0 65
Peppers, black	....	0 20
Do., white	0 28	0 30
Paprika, lb.	....	0 45
Chillies, lb.	0 55	0 58
Nutmegs, selects, 80s	....	0 40
Do., ground	....	0 30
Mustard seed, whole	....	0 25
Celery seed, whole	....	0 40
Coriander seed	....	0 25
Carraway seed	....	0 35
Curry Powder	....	0 35
Cream of Tartar—		
French, pure	0 35	0 40
4-oz. packages, doz.	....	1 75
2 oz. packages, doz.	....	0 90

POTATOES LOOK FIRMER

Toronto.

VEGETABLES.—The potato situation continues quiet and speculative buying is limited. The market situation shows little change but with the colder weather dealers anticipate a firmer market. The cost of heating cars and difficulty in loading at country points are said to be factors in bringing about a firmer tendency.

VEGETABLES—

Potatoes, Ontario, grade A	0 80	0 90
Do., grade B, bag	0 70	0 80
Onions, per bag, 100 lbs.	1 40	1 50
Do., Spanish, large cases	....	4 50
Do., Spanish, half cases	....	2 50
Beets, bag	....	0 65
Carrots, bag	....	0 65
Lettuce, Cal. Iceberg, per crate, 3 doz.	3 to 4	
Celery, Calif., case	....	6 00
Cabbage, per doz.	0 40	0 50
Celery, Calif., case	....	8 00
Sweet potatoes, hampers, ea.	....	2 00
Turnips, per bag	....	0 50
Cucumbers, hothouse, doz.	4 00	4 50
Tomatoes, hothouse, lb.	0 30	0 40
Cauliflower, crate	....	7 00
New Carrots, per doz. bunches	....	0 90
New Beets, per doz. bunches	....	0 75
Belgian Endive, per lb.	....	0 50
Radishes, per doz. bunches	....	0 75
Green Peppers, per doz.	....	1 00
Mushrooms, per basket	....	2 50
Green onions, per doz.	....	0 90
Egg Plant, each	....	0 35

FLOUR HOLDS FIRM

Toronto.

FLOUR.—The tone of the market is firm but quotations remain unchanged.

FLOUR—

First Patents, in cotton bags, bbl.	7 20
Second Patents, in jute bags, bbl.	6 60

MANITOBA MARKETS

WINNIPEG, Dec. 20.—Business in the cities is fair but in the country districts it is below normal. Collections show very little improvement. Christmas lines are practically cleaned up. In a number of cases sales on many lines have exceeded that of last year, especially nuts and dried fruits while sales of candy have been light. There is very little actual change in the grocery market. Reflecting the strong situation in primary markets the spot tea market continues in a strong condition and higher quotations are expected after the first of the year. Bulk cereals continue firm and indications point upward. Sardines are scarce and the market is advancing. Sales of canned fruits and vegetables are light but as stocks are low a better demand is expected during the winter months.

FIRM COFFEE MARKET

Winnipeg.

COFFEE.—There is no change in the coffee market. Prices are steady and are expected to remain so. Locally the demand is good and while primary markets are fluctuating, business locally is on a steady basis without any change in quotations.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, per lb.	0 23	0 30
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb	0 38	0 44

WALNUT FUTURE EASIER

Winnipeg.

NUTS.—There is an easier tone in walnuts for future delivery but spot stocks are practically cleaned up. New crop shelled almonds of good quality are arriving and quotations are slightly lower. Number one Spanish peanuts continue firm and new arrivals will be on the market some time in January. Pecans are advancing. Brazils are firmer in tone.

NUTS, SHELLED—

Almonds, per lb.	0 44
Spanish Peanuts, No. 1, lb.	0 13½
Pecans, per lb.	1 00
Walnuts, per lb.	0 60
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 15
Pecans, per lb.	0 25
Filberts, per lb.	02 2

JAMS MOVING SLOWLY

Winnipeg.

JAMS.—There is little improvement to be noted in the sales of jam except one pound glass which is moving in good volume. Quotations are ruling steady.

JAMS—

Black Currant, 4s, per tin	0 80	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80

SCARCITY OF SARDINES

Winnipeg.

CANNED GOODS.—Canned salmon is in fair demand. Sardines are reported scarce with the market advancing and many merchants are realizing this fact and are buying accordingly. Sales of canned fruits and vegetables are reported light. Retailers' stocks, however, are low and an improvement in the demand for these goods is expected during the winter months.

CANNED FISH—

Shrimps, 1s, 4 doz. case, doz.		2 20
Finnan Haddie, ½s, 8 doz. case		7 25
Herring (Can.) 1s, 4 doz. case per case	**4 50**	**3 00**
Lobsters, ¼s, 8 doz. case, doz.	3 25	3 55
Do., ½s, 4 doz. case, case	5 35	6 00
Oysters, 1s, 4 oz. 4 doz. case, case		8 40
Do., 2 oz. 2 doz. case, case		**7 00**
Pilchards, 1s, tall, 4 doz. case, per case		**6 25**
Do., ½s, flat, 8 doz. case, case		6 50
Salmons—		**Per case**
Sockeye, 1s, tall, 4 doz. case		19 50
Do., ½s, flat, 8 doz. case		20 50
Red Spring, 1s, tall, 4 doz. case		14 00
Do., ½s, flat, 8 doz. case		15 00
Cohoe, 1s, tall, 4 doz. case		11 00
Do., ½s, flat, 8 doz. case		12 00
Pink, 1s, tall, 4 doz. case		6 75
Do., ½s, flat, 8 doz. case		**6 00**

CANNED FRUITS (Canadian)—

	Per case
Apples, 6 tins, in case	3 25
Blueberries, 2s, 2 doz. case	**6 75**
Cherries, 2s, 2 doz. case	**6 70**
Gooseberries, 2s, 2 doz. case	**7 50**
Lawtonberries, 2s, 2 doz. case	**3 00**
Peaches, 2s, 2 doz. case 6 60	7 10
Pears, 2s, 2 doz. case 6 45	7 00
Plums, Green Gage, H. S. 2s, 2 doz. case	**6 00**
Plums, Lombard, H.S. 2s, doz. case	**5 95**
Plums, Lombard, L. S., 2s, 2 doz. case	**4 05**
Raspberries, 2s, 2 doz. case 3 00	3 60
Strawberries, 2s, 2 doz. case 3 00	3 60

CANNED FRUIT (American)— Per case

Apricots, 1s, 4 doz. case	10 60
Peaches, 2½s, 2 doz. case	9 15
Peaches, sliced, 1s, 4 doz. case	10 85
Do., Halves, 1s, 4 doz. case	10
Do., 2s, 2 doz. case	**6 50**
Pears, 1s, 4 doz. case	13 25
Pineapple, sliced, 2s, 2 doz. case	7 50

CANNED VEGETABLES—

Asparagus tips, 1s, tins, 4 doz. case, per doz.	**4 40**
Beans, Golden Wax, 2s, 2 doz. case, per case	**4 70**
Beans, Refugee, 2s, 2 doz. case	**4 75**
Corns, 2s, 2 doz. case	**3 35**
Peas, standard, 2s, 2 doz. case	3 25 4 10
Peas, Early June, 2s, 2 doz. case	**4 65 4 80**
Sweet Potatoes, 2½s, 2 doz. case	5 60
Pumpkin, 2½s, 2 doz. case	3 80 4 85
Sauer Kraut, 2½s, 2 doz. case	3 50 3 90
Tomatoes, 2½s, 2 doz case	**4 05 4 35**

SIAM RICE EASIER

Winnipeg.

RICE.—Siam rice is reported slightly easier while other grades are holding firm and sales are normal for this time of the year. Wholesalers report they are practically out of tapioca but new stocks are expected shortly.

RICE—

No. 1 Japan, 100-lb sacks, lb.	0 03¼
Do. 50-lb. sacks, lb.	0 03½
Siam, 100-lb. bags, lb.	0 06
Do. 50 lbs. bags, lb.	0 06¼
Sago, sack lots, 130 to 150 lbs. per lb.	0 09
Sago in less quantities, lb.	0 09½

SCARCITY OF RAISINS

Winnipeg.

DRIED FRUITS.—With a seasonable demand for raisins wholesalers report a shortage on many lines, but as new arrivals will reach the market within a week or so, supplies will be sufficient to meet the necessary requirements. Raisins on primary markets, especially on Thompsons and Muscatels are slightly easier. Prunes are quiet as well as apricots and peaches.

DRIED FRUITS—

Evaporated apples, per lb.	0 16¼
Currants, 90 lb., per lb.	0 20
Do. 8 oz. pkgs., 6 doz., case, pkg.	0 15½
Dates, Hallowee, bulk, lb.	0 10½
Do., pkgs., 3 doz. case, lb.	0 09
Loganberries, 8 oz., 4 doz. case, pk.	0 26
Peaches, standard, per lb.	0 19
Do., choice, per lb.	0 21
Do., fancy, per lb.	0 24
Do., Cal., in cartons, per carton 1 00	1 20
Pears, extra choice, per lb.	0 30
Do., Cal., cartons, per carton	1 20
Prunes—	
30-40s, 25s, per lb.	0 21
40-50s, 25s, per lb.	0 16
50-60s, 25s, per lb.	0 15
70-80s, 25s, per lb.	0 14
80-90s, 25s, per lb.	0 13½
In 5-lb. cartons, carton 0 70	0 80
Raisins—Seeded—	
Cal. pkg., 16 oz. fancy, per pkg.	0 17
Do, pkg., 12 oz., fancy, per pkg.	0 12½
Do., 16 oz., choice, per pkg.	0 15
Do., 12 oz., choice, per pkg.	0 12¼
Cal., 5 lb cartons, per carton	0 83
Do., bulk, 25-lb. boxes, per lb.	0 14½
Raisins—Seedless—	
Cal., pkg., 11 oz. per pkg.	0 12
Do., bulk, 25-lb. boxes, per lb.	0 15
Do., bulk, 5-lb. cartons, per carton	0 84
Do., Cal. Muscatels, 5 lb. carton, per carton	1 05
Apricots—	
Do., standard, 10s, per lb.	0 33
Do., 25s, per lb.	0 31
Do., Choice, 10s, per lb.	0 39
Do., 25s, per lb.	0 37
Do., Fancy, 10s, per lb.	0 44
Apricots, fancy 25s per lb.	0 45
Aricots, 5 lb. cartons per carton	2 05

STEADY CEREAL MARKET

Winnipeg.

CEREALS. — While there are no changes reported in quotations on cereals the situation continues one of firmness. Package cereals show no new features but indications point to an upward trend on package rolled oats. The demand is seasonable.

PACKAGE CEREALS—

Rolled Oats, 20s, Rd. Ct.	3 85	4 00
Do., 36s, case, square pkts.		4 00
Do., 18s, case.		1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case		2 85
Puffed wheat, 4 doz. case, per case		4 40
Puffed Rice, 3 doz. case, per case		5 70
Cream of Wheat, 3 doz. case per case		7 50
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00

BULK CEREALS—

Rolled Oats, 80s. per bag		2 85
Do., 40s, per bag		1 50
Do., 20s. per bag		0 83
Do., 10-8s, per bale	3 50	3 80
Oatmeal, 98s, grist for stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, split, yellow, 98s, per bag		6 00
Do., split yellow, 49s, per bag		3 15
Do., split yellow, 49s, per bag		3 80
Beans, fancy, hand picked, 100 lb. bag per bushel		3 40
Barley, pot, 98s, per bag		**3 15**
Do., pot, 49s per bag		**1 60**
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 35
Do., pearl, 24s, per bag		1 15
Do., 49s, per bag		1 20
Do., 24s, per bag		0 63
Do. 10-lbs. per bag		2 90
Cornmeal, 98s per bag		2 30

STEADY TONE TO FLOUR

Winnipeg

FLOUR. — Flour prices remain unchanged. The tone of the market is firm with 98 lb. sacks and quoted at $3.40.

FLOUR—

98 lb. sacks	3 40
Two 49 lb. sacks	3 45
Four 24 lb. sacks	3 52½

NO CHANGE IN SUGAR

Winnipeg.

SUGAR.—The refined sugar market is steady on the basis of $9.10. The trade locally express their opinion that this price will remain unchanged until the beginning of the new year, when an easier market may be expected.

SUGAR—

Extra gran., bags, 100 lbs.	9 10
Do., gunnies, 5-10 lbs.	9 30
Do. cartons, 20-5 lbs.	9 60
Do., gunnies, 10-40 lbs.	9 40
Yellow, No. 1 Lt., bags, 100 lbs.	8 60
Do., golden bags, 100 lbs.	8 50
Powdered sugar, bbls.	9 50
Do, boxes, 50 lbs	9 70
Do., boxes, 25 lbs.	9 90
Icing, barrels	9 60
Do., boxes, 50 lbs.	9 80
Do., boxes, 25 lbs.	10 00
Soft lumps, boxes, 100 lbs.	9 90
Do., boxes, 50 lbs.	10 00
Do., cases, 20 5-lb. cartons	10 95
Do., cases, 5-lb. cartons	10 70
Small lump boxes, 100 lbs.	9 80
Do., boxes, 50 lbs.	9 90
Do., cartons, 50 2-lb.	11 20
Do., boxes, 25 lbs.	9 80
Hard lump boxes, 100 lbs.	9 80
Do., boxes, 50 lbs.	10 00
Do., boxes, 25 lbs.	10 20

SYRUPS IN DEMAND

Winnipeg.

SYRUPS.—There is a steady demand for syrups of all kinds and quctations are unchanged.

CANE SYRUP—

No. 2s, 2 doz. case	5 20
No. 5s, 1 doz. case	6 00
No. 10s, ½ doz. case	5 55
No. 20s, ¼ doz. case	5 40

CORN SYRUP—

Cases, 2-lb. tins white, 2 doz. in case	**4 25**
Cases, 5-lb. tins, white, 1 doz. in case	**4 70**
Cases, 10-lb. tins, white, ½ doz. in case	4 45
Cases, 20-lb. tins, white, ¼ doz. in case	4 45
Cases, 2-lb. tins, yellow, 2 doz. in case	**3 75**
Cases, 5-lb. tins yellow, 1 doz. in case	**4 20**
Cases, 20-lb. tins, yellow, ¼ doz. in case	3 95

MAPLE SYRUP—

Pure, 2½s, tins, case of 2 doz.	19 70
Pure, 5s, per case of 1 doz.	18 00
Pure, 10s, per case of ½ doz.	16 00

TABLE SYRUP—

Maple flavor, 2½'s tins, per case of 2 doz.	**3 00**
Do., 2s, tins, per case of 1 doz.	**3 00**

MOLASSES BARBADOES—

2 lb. tins, 2 doz. case	**7 00**
3 lb. tins, 2 doz. case	**9 25**
10 lb. tins, ½ doz. case	**7 75**

MOLASSES BLACKSTRAP—

1½s. tins, 4 doz. case	4 10
2s. tins, 3 doz. case	3 75

ADVANCE EXPECTED IN TEA

Winnipeg.

TEA.—Teas continue to indicate an upward movement in primary markets. Supplies in producing centres are rapidly cleaning up and stocks are strongly held. Local dealers report that after the first of the year package as well as bulk teas will be advanced as present stocks are offered at less than replacement costs.

INDIA AND CEYLON—

Pekoe Souchongs, first quality	0 40	0 42
Do., second quality	0 38	0 40
Pekoe, first quality	0 45	0 48
Do., second quality	0 43	0 45
Broken Pekoe, first quality	0 45	0 50
Broken orange Pekoe, 1st quality	0 50	0 60
Japan, first quality	0 40	0 60

JAVAS—

Pekoe Souchongs	0 40	0 42

SPICE MARKET ACTIVE

Winnipeg.

SPICE.—Reports from primary markets state that the spice market is active, with peppers one of the strong items on the list. Cloves are firmer. Nutmegs are steady and in fair demand.

VEGETABLES UNCHANGED

Winnipeg.

VEGETABLES.—There is little or no change of note in the vegetable market. There is a fair demand for hot-house and imported vegetables. Head lettuce is quoted at $6.50 per case and $2 per doz. Cauliflower range around $4 per case. Valencia onions are slightly higher at $6.50 per case and yellow onions are selling at $3 per sack. Brussels sprouts are in good demand at 35c per lb.

ORANGES SLIGHTLY LOWER

Winnipeg.

FRUITS.—Navel oranges of good quality are being offered at $7 to $7.50 per case. Jap oranges are in fair demand at $1.75 for 10 bundle lots. California lemons are slightly easier with choice quoted at $12.50 per case and fancy at $13 per case. Malaga grapes are in fair demand at $15 per keg and Emperors in lugs at $5.50. Bananas have advanced one cent, now quoted at 11c per lb.

FRUITS—

Wagners, per case		90
Do. per crate	1 50	1 60
Grapes, Emperors, per case		3 50
Do., Emperor, per keg		7 50
Do., Grapes, Malaga, per keg		15 00
Pears, per case	3 50	4 25
Oranges, per case	7 00	7 50
Lemons, per case	12 50	13 00
Grapefruit, per case	7 00	7 50
Bananas, per lb		0 11
Cranberries, per box		9 00

EVEN MORE ANNOYING

(Continued from page 24)

"The government cannot afford to boost mail order business, by carrying goods at less than cost," Mr. Curry added. "The mail order man should have to pay the cost of delivering his own goods."

W. H. Casselman, member for Dundas, asked Mr. Blain if it would not be working in the best interests of producers and consumers to eliminate some of the agencies of distribution.

"It is more economical to sell through wholesalers," Mr. Blain replied. "A manufacturer very often only sells one article. My travelers carry the lines of several manufacturers. A saving is effected in selling costs as well as transportation. The wholesaler is an economic factor."

A. C. Pyke, secretary of the wholesalers' organization, spoke briefly. He drew attention to the fact that the Sherman Act, about which much was heard at former sittings, was likely to be revised. Herbert Hoover, secretary of state in the United States, within the past fortnight, Mr. Pyke stated, had recommended a revision of the Act. Mr. Hoover advocated trade associations, and advised the calling into conference of manufacturers, wholesalers and retailers, that some basis may be reached, whereby trade may be stimulated rather than hampered as at present.

Mr. Curry at the conclusion stated that there had been some complaint about the high cost of living, which probably was responsible for bringing forward such a Bill. "The government was anxious to restore confidence," he said. A great deal of thought had been given the Act, and the committee had hoped that in its amended form, it would meet with approval. The committee's idea had been that a Bill such as now is framed, might allay that public suspicion that the cost of the distribution of foods is too high, and thereby serve the purpose for which it was intended.



Showing the attractive interior of a Toronto store where interior displays are an important factor in building sales.

MARKETS BY WIRE

Alberta Markets

FROM CALGARY, BY WIRE

Calgary, Alta., Dec. 19.—Cream of wheat declined to $6.90 per case, a reduction of 60c. Corn syrups are likely to advance. Flour is quoted at 6.70 per barrel. Rolled oats are slightly lower at $2.85 per bag. California lima beans are advancing in price. A small shipment of Crossed Fish sardines has arrived and are quoted at $3.50 per case. Evaporated apples, 50s, are quoted at 14½c. per lb. and 25s, at 15½c. per lb. An advance on some lines of package teas is expected to go into effect early in the new year.

Tomatoes, 2s	3 45	3 50
Sugar, granulated, cwt.		9 30
Cheese, New Ont. lbs.		0 26
Butter, Creamery, lb.	0 37	0 37
Do., dairy, lb.	0 29	0 35
Lard, pure, 3s		11 60
Eggs, case count	7 25	11 00
Beans, Kotenashi, per cwt.	....	5 50
Beans, per cwt.		5 25
Lentils, lbs.		0 10
Rice, Siam	5 90	6 50
Tapioca, No. 1	7 15	7 50
Jamaica	7 50	8 00
Sago	7 50	8 00
Evaporated apples, 25s, lb.		0 15½
Do., 50s, lb.		0 14½
Dates, Hallowee, lb.		0 11½
Do., Domestic, case		6 65
Currants, cleaned, lb.	0 19	0 21

British Columbia Markets

FROM VANCOUVER BY WIRE

Vancouver, B. C., Dec. 19.—The heavy snow which was interfering with business a week ago has now all disappeared and followed by warm rains, business is much better. California fruits and vegetables are arriving freely and selling rapidly. Cauliflowers are quoted at $5.50 per crate; celery, $1.35 per doz. sprouts, 17c.; parsley and radishes, $1.10 per doz.; Okanagan cabbage, 3c. per lb. Japanese oranges are offered at $1 per bundle and Californian oranges average $6 per case. Dressed turkeys are bringing 42c. per lb.

Nova Scotia Markets

FROM HALIFAX BY WIRE

St. John, N. B., Dec. 19.—There are few changes in the markets to report this week. Clear pork is quoted at $33.50 per barrel. Shortening, pails, is quoted lower at 14½c. and tubs at 14c. per lb.

Eggs	....	0 38
Rice, Siam, per cwt.	....	6 60
Tapioca, per 100 lbs	....	9 50
Sugar, gran., cwt.	....	8 25
Do., No. 1, yellow	....	7 75
Molasses, gal.	....	0 65
Tomatoes, cans, doz.	....	1 70
Raisins, Valencia layers	0 24	0 30
Currants, cleaned	....	0 22
Prunes, 90-100, 25 lb. boxes	....	0 13
Lemon peel	....	0 30
Orange peel	....	0 31
Citron peel	....	0 60
Walnuts	....	0 28
Almonds	....	0 22
Brazils	....	0 20
Peanuts, per lb.	....	0 13
Filberts	....	0 16
Cocoanuts, bag	....	6 00
Potatoes, per barrel	....	2 00
Onions, 100 lbs.	....	2 00
Pork, clear barrels	....	33 50
Oranges, per case	5 00	8 00
Bananas, per lb.	0 11	0 12
Lemons, case	....	7 00
Grapefruit, case	6 00	7 00
Pigs' feet, per 20-lb pail	....	2 25
Hams, shoulder, per lb.	....	0 22
Bacon, side per lb.	....	0 38
Bacon roll, per lb.	....	0 62
Lard, 1920s, in pails, lb.		0 15
Lard, pure, in tubs, lb.		0 17½
Oleomargarine, lb.	....	0 22
Shortening, in pails, lb.		0 14½
Shortening, in tubs, lb.		0 14
Butter, creamery, prints, lb.	....	0 41
Eggs, fresh, per doz.		0 45
Do., No. 2, per doz.		0 37
Butter, creamery, solids, lb.		0 38
Cornmeal, gran.		1 90
Rolled oats, bag		1 60

New Brunswick Markets

FROM ST. JOHN, BY WIRE

Halifax, N. S., Dec. 19.—Christmas lines have been moving in good volume and business in general is good. No changes in quotations are noted in general groceries but produce lines are firmer. Fresh eggs are quoted at 65c. per doz. while creamery butter is up 2c. per lb., making prints 44c. and solids 42c. per lb.

Oranges, case	4 00	7 00
Lemons, case		3 00
Hams, 2- to 9?- lbs.		0 30
Do., 12 to 18 lbs.		0 28
Do., 18- to 25 lbs.		0 25
Cheese		0 27
Eggs, fresh, doz.		0 65
Do., storage, doz.	....	0 40
Butter, creamery prints		0 44
Do., Creamery solids		0 42
Raspberries, Ont., 2s, doz.	....	1 75
Peaches, standard 2s, doz.	....	2 75
Corn, 2s, doz.		1 50
Peas, 2s, doz.	....	1 75
Potatoes, 90 lb. bag		1 25
Flour, Hard wheat, per bbl.		8 80
Do., Blended, per bbl		7 80
Onions, Canadian, 100 lbs.	....	2 25
Cornmeal, bags	....	2 10
Rolled oats, per bag		3 90
Rice, Siam, per 100 lbs		8 50
Tapioca, 100 lbs.		9 00
Sugar, standard gran.		8 25
Do., No. 1 yellow		7 75
12 to 18 lbs		0 25
Breakfast Bacon		0 34
Roll Bacon		0 22
American clear pork, b		34 00

OREGON'S NUT CROP

Nut raising is becoming an industry of importance in Oregon. This season the Oregon crop will be about 130,000 pounds of walnuts and 40,000 pounds of filberts.

Displays of Xmas Meats and Other Lines at Abattoirs

Toronto, Dec. 20. (Special).—During the past week the displays of Christmas beef and meats generally at the Toronto abattoirs have attracted a good deal of attention. Gunns, Ltd., held their annual show from the 13th of December until the 19th, and it was very largely attended. In the fancy beef shown were the prize cattle purchased at the annual winter fair at the Union Stock yards here. These constituted very fine stock. The showrooms were beautifully decorated in the Christmas colors, and all the products made by this firm were on exhibition.

At the plant of the Swift Canadian Co. the annual Christmas exhibition was held on December 12, 13 and 14. It was held each evening until ten o'clock, and merchants were present not only from Toronto, but a number of visitors were there from out of town. The prize cattle bought at the Royal Winter Fair were a feature of the exhibit. All the Swift lines were shown, and a good deal of interest was manifested in the same.

From Tuesday until Saturday of last week the Harris Abattoir, West Toronto, held their Christmas show. Hundreds of people were present each day, and keen interest was evidenced in the fine array of tempting Christmas meats and other products that are put up by this concern.

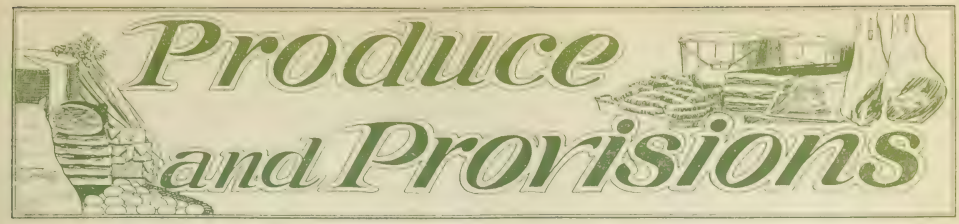
At the plant of the Wm. Davies Co., in East Toronto, the showroom where the Christmas meats and other products were displayed was handsomely decorated in the Christmas colors. Hundreds of retailers attended, and many helpful suggestions were given them as to the best way to display meats, the best "cuts" to buy for the Christmas trade, and many other ideas that will help stimulate Christmas sales.

At the Canadian Packing Co. plant at the foot of Bathurst Street the annual Christmas show was held last week. From an educational standpoint this exhibition was decidedly advantageous to the large number of retailers who attended. The showroom was attractively decorated in Christmas colors and the many lines that constitute the output of this concern were temptingly arrayed.

CLEMENCEAU'S FAVORITE ONION SOUP HAS A RIVAL

Washington, Dec. 19.—The United States has brought forth a rival for Georges Clemenceau's favorite dish of onion soup.

It is the Florida grape fruit. The "Tiger" has taken a sudden fancy to this American appetizer and has given it a place of honor with eggs and onion soup on his unique menu. He has evidenced a keen interest in where and how grape fruit is grown, saying it is virtually unknown to France.



Hungarian Turkeys Are Sent to Canada for the Christmas Trade

Large Consignments of Turkeys From the Western Provinces Are Also Being Offered on the Eastern Market—Will Have Tendency to Ease Prices

LONDON, Dec. 19.—Already faced with keen competition from farmers of Saskatchewan, Alberta and other agricultural districts of the Canadian Northwest, Ontario farmers catering to the Christmas turkey market have in the last day or so encountered an entirely new and somewhat unique competition in poultry raisers of Hungary, who it is learned, have been induced by commission agents in Montreal and London, England, to enter the Canadian field, where the demand for this famous Yuletide delicacy is well known.

Just how extensively the importation of foreign birds to the Ontario market will affect the situation is something that remains to be seen, but A. E. Silverwood, of Silverwood, Limited, declared that he had no doubt but that the latest development would undoubtedly lower prices.

"The turkey market is in a peculiar state just at the present time," declared Mr. Silverwood. "Twelve years ago, in 1910, we shipped 50,000 birds to the Canadian Northwest for the Christmas trade; to-day I believe that there are just exactly 50,000 turkeys on the way from the Canadian Northwest for the Ontario market, so that it is just exactly a reversal of the market situation in 12 years."

Mr. Silverwood stated that Western turkeys were quoted at 34 and 37 cents, f. o. b. shipping point, with $3 per hundred freight rates. Laid down locally these birds would sell at about 40 cents to 42 cents.

Ontario farmers are quoting turkeys at 40 and 42 cents, while the Hungarian turkeys, now on the way here, would in all probability wholesale at about 36 or 38 cents.

The importation of Hungarian turkeys to the Ontario markets is declared by those in touch with market conditions to be the very first attempt at anything of this sort in history. Last year Hungarian birds were sold in the United States in small quantities.

Making Winnipeg a Shipping Centre for Dairy Products

Winnipeg, Dec. 18.—A movement is being launched by the produce bureau of the Winnipeg Board of Trade to make Winnipeg a greater shipping centre.

Plans for a new venture along these lines were discussed at a meeting of the producers' bureau in the office of the Board of Trade recently. The plans made thus far leave the venture as yet only in its preliminary stage.

It is proposed to make Winnipeg the shipping centre for all dairy products gathered from all over the province. At present these products are being shipped in comparatively small quantities to the markets of the world. The plans under consideration will, when accomplished, centralize the channels through which these products will be marketed. It is proposed to have dairy products gathered from all the branch lines in the province, brought to Winnipeg and shipped from here to the markets in Europe and the United States in carload lots.

At the meeting of the producers' bureau, Thursday, the matter of mak-

(Continued on next page)

Apples in Barrels and Boxes in Storage December 15

THE following table shows the quantities of apples, in barrels and boxes, held in storage December 15, 1922, together with the quantities in storage December 15, 1921:

	1921		1922	
	Barrels	Boxes	Barrels	Boxes
St. John, N.B.	3,000	3,100	2,832	18,516
Annapolis Valley, N.S.	.....	.....	775,000	.....
Quebec City	13,000	5,000	12,700	9,300
Montreal	14,000	18,500	44,500	41,200
Ottawa	8,500	1,900	10,900	9,000
Wellington	.....	.....	1,230	.....
Belleville	.....	.....	1,880	8,760
Brighton	19,500	400	41,200	.....
Trenton	10,000	.....	21,000	.....
Cobourg	6,100	.....	600	.....
Colborne	27,000	.....	32,000	.....
Port Hope	4,600	.....	5,800	.....
Oshawa	15,500	.....	16,500	.....
Toronto	.....	.....	16,000	25,350
Hamilton-Grimsby	.....	.....	19,560	3,420
London-St. Thomas	800	1,000	1,775	2,600
Georgian Bay	1,025	2,200	21,200	3,200
Winnipeg	1,188	94,140	900	82,898
Regina	.....	13,400	200	15,000
Moose Jaw	.....	3,900	.....	6,000
Swift Current	.....	.....	.....	4,000
Saskatoon	.....	5,839	.....	.....
Edmonton	.....	20,000	.....	18,140
Calgary	.....	.....	.....	27,000
Medicine Hat	.....	.....	.....	4,000
Inland in British Columbia	.....	114,094	.....	249,600
Vancouver	.....	.....	.....	83,000
Victoria	.....	.....	.....	10,840

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 20.—A steady and firm market is evident in nearly all produce and provision lines. Three outstanding features are noteworthy. Butter is in a particularly strong position with a good export to the United States and local prices have been advanced. Eggs are higher with the likelihood of another advance. There is a very heavy demand for poultry. Some wholesalers say it is the biggest they have seen in years. Turkeys show no signs of being higher and as the local supply came to the market after shipments from the west arrived, the market is fairly easy. This condition is expected to last over New Year's. There is no change in the fresh or smoked meat market. Hogs are on a firm basis and lard is steady under a fair demand. The cheese market is strong but without any change. Halibut prices are too low according to fish dealers and chicken halibut is scarce. The demand has been good and for the week between Christmas and New Year's is expected to be heavy.

HIGHER PRICES ON BUTTER

Montreal.

BUTTER.—There has been a steady increase in the movement of butter, particularly for the export trade. During the past week many carloads of Canadian butter have been shipped into the United States and the price quoted here in car lots for the best creamery is 39c a lb. As a result the wholesale price is advanced to 41c a lb. for creamery prints and solids are quoted at 40c per lb. The future of the market is strong and while a further advance is not expected until after Christmas another jump is likely before the end of the month provided the export market keeps as active as it is at present.

BUTTER

Creamery, prints, finest	0 40	0 41
Creamery, solids	0 39	0 40
Dairy, solids	0 32	0 33
Dairy, prints	0 34	0 35

CHEESE MARKET FIRM

Montreal.

CHEESE.—There is a good market for cheese both for the domestic and export trade and prices are firm. No change in the wholesale price is expected before the New Year at least and for the present the market is on a steady basis.

CHEESE—

Ontario, twins	0 25
Old white	0 25
Stilton, per lb.	0 30
Quebec	0 25
Stilton, per lb.	0 30
Fancy old cheese	0 28
Large cheese	0 25

STORAGE EGGS HIGHER

Montreal.

EGGS.—The striking feature of the egg market is that receipts of the past week and in fact for several weeks, have been far below that of the corresponding week of last year and that at the same time prices now quoted are much below that of a year ago. No. 1 storage are advanced to 38c. a doz. as compared with 48c. quoted one year ago and selects now quoted at 42c. were then quoted at 55c. It is evident that with the drain on storage supplies that the good domestic demand is bringing this year that values are due to be higher, particularly in view of the fact that receipts are so much smaller.

EGGS—

New Laid	0 80	0 85
Fall Fresh	0 54	0 55
Selects		0 42
No. 1		0 38
Storage		0 28

HOG MARKET STEADY

Montreal.

FRESH MEATS.—The market for live hogs remains unchanged with a steady feeling evident. The demand for dressed hogs continues steady with prices also firm. Some improvement in the demand is expected this week but the market values are not expected to change.

SHORTENING PRICES STEADY

Montreal.

SHORTENING.—Conditions in the shortening market are like those in lard a steady trend with a fair demand for small lots. Local wholesalers cannot forecast any change for the near future since all influences bearing on the market point towards a steady market.

SHORTENING—

Tierces, per lb		0 13
Tubs, per lb.		0 13½
Pails, per lb.		0 14
Prints	0 15½	0 16

HALIBUT PRICES LOW

Montreal.

FISH.—Local fish dealers complain the low prices current on halibut. Chicken halibut is scarce and quoted at 16c. to 17c. per lb. Medium halibut is quoted at 19 to 20c. and the second grade at from 15c. to 17c. a lb. The first shipments of Newfoundland frozen herring are on the market at reasonable prices.

LARD MARKET UNCHANGED

Montreal.

LARD.—There is no change in lard prices. The market is steady with a fair demand for small lots to meet immediate requirements.

LARD—

Tierces, 350 lbs.	0 16	0 17
Tubs, 20 lbs.	0 16½	0 17½
Pails, 20 lbs.	0 17	0 18
1 lb. bricks	0 19	0 20

COOKED MEATS STEADY

Montreal.

COOKED MEATS.—With a limited demand for cooked meats and packers carrying only supplies needed to meet demands, the market is firm at the present basis and no change is expected.

COOKED MEATS—

Hams, cooked		0 40
Sandwich		0 47
Square hams		0 42
Bologna	0 10	0 21
Smoked shoulders		0 22
Corned Beef 1's per doz.		3 25
Per doz. 2's		5 75

SMOKED MEATS STEADY

Montreal.

SMOKED MEATS.—The Christmas trade has had little or no effect upon the smoked meat market. Prices are steady and if anything the brisk business in poultry has detracted from the demand for smoked meats. The market, however, is on a firm basis.

GOOD SUPPLY OF TURKEYS

Montreal.

POULTRY.—The feature of the market is the steady feeling in turkeys despite the heavy Christmas demand. Western turkeys are quoted at 47c. a lb. and local supplies at 45c. a lb. This is 6c. a lb. lower than the wholesale price of last year and local dealers expect a good movement both for the Christmas and New Year trade. Other lines of poultry are in good supply and prices are comparatively easy. Towards the last day or so bigger supplies of local turkeys may be on the market than can be foreseen at present, and in that event prices will be easier.

MAKING WINNIPEG A SHIPPING CENTRE FOR DAIRY PRODUCTS

(Continued from previous page)

ing application to the railways for special rates in this connection was under consideration. Nothing definite was done, however, beyond reaching a decision to make inquiries in other large centres as to whether or not railways in their cases have been making it a practice to give special rates.

The opinion is expressed by members of the Board of Trade that such a program, if carried out, would increase greatly shipping activities in Winnipeg, and would also have a salutary effect on industry.

ONTARIO MARKETS

TORONTO, Dec. 20.—For the most part, produce and provision lines show little change but maintain a firm tone. Butter and cheese under export enquiry continue firm, with quotations to the retail trade unchanged as compared with a week ago. Receipts of new laid eggs are a little heavier but the quantity arriving is still very limited. New laid eggs from the U.S. are arriving in good volume. Live hogs are lower under heavy arrivals, but lard, hams and bacon and other pork products show little change. Poultry of all kinds is plentiful and the market holds steady. The demand for fish is active and prices are well maintained.

FIRMNESS IN BUTTER

Toronto.

BUTTER.—The butter market holds firm. The shortage in the United States helps to maintain the firm position here, as any surplus is readily absorbed across the border. Some shipments have arrived from the western provinces and New Zealand butter is due to arrive after the turn of the new year. There are no changes in quotations.

BUTTER—

Creamery prints, No. 1	0 41	0 42
Creamery prints, No. 2	0 37	0 39

CHEESE HOLDS FIRM

Toronto.

CHEESE.—The cheese market is firm under a good export demand. Quotations to the retail trade are unchanged at 25c per lb. for new, and 26c to 27c per lb. for old.

CHEESE—

Large, new	0 25	....
Do., Old	0 26	0 27
Stilton, new	0 26	0 27

Twins, 1c higher than large cheese and triplets 1½c higher than large.

EGG MARKET FIRM

Toronto.

EGGS.—A slight increase in receipts of new-laids is noted but the supply available is still extremely limited. Considerable U. S. new-laid eggs are arriving to meet local demand. Quotations on new-laid range from 70c to 75c per doz. Storage eggs are in a firm position but quotations are unchanged.

EGGS—

No. 1s	0 37	0 38
Select	0 42	0 42
Selects in cartons	0 46	0 48
New-laid, doz.	0 70	0 75

HOG PRICES DROP

Toronto.

FRESH MEATS.—Buyers of hogs during the past week were able to put into effect a cut of 50c per cwt., owing to the large quantity offered. On the fed and watered basis live hogs are sold at $10.50 although some sales were made at $10. Cattle are also weaker due to the overloading of the market.

FRESH MEATS—

Hogs—		
Live fed and watered, cwt.	10 00	10 50
Live, f.o.b.		9 50
Live, off cars		9 75
Dressed, light, per cwt.	15 50	16 00
Do., heavy, per cwt.	13 00	15 00
Fresh Pork—		
Legs of pork, up to 35 lbs.	....	**0 20**
Loins	....	0 31
Fresh hams, lb.	....	0 21
Tenderloins, lb.	....	**0 50**
Picnics, lb.	....	0 15½
Montreal shoulders	....	0 20
Boston butts, lb.	....	0 21
New York shoulders	....	0 17
Fresh Beef—from Steers and Heifers—		
Hind quarters, good quality, lb.	0 14	0 16
Hind quarters, med., quality, lb	0 10	0 14
Ribs, lb.	0 14	0 18
Chucks, lb.	0 06	0 08
Loins, whole lb.	0 20	0 26
Hips, lb.	0 10	0 12

Cow beef quotations about 2 cents per lb. below above quotations.

Calves, lb., top quality	**0 13**	**0 15**
Sheep, good quality, lb	0 12	0 15
Do., medium	0 08	0 12

COOKED MEATS STEADY

Toronto

COOKED MEATS.—There is no change in cooked meats this week. The demand for boiled hams during the past week was fairly heavy owing to the approach of the holiday season, but market conditions continue in a steady position.

COOKED MEATS—

Boiled ham, lb.	....	0 38
Do., square pressed	....	0 40
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.	....	**0 60**
Jellied pork tongue	....	0 33

Above prices subject to daily fluctuations of the market.

NO CHANGE IN SHORTENING

Toronto

SHORTENING.—Quotations are unchanged at 16c to 16½c for one-pound prints and 13¾c to 13¾c per lb. on the tierce basis.

SHORTENING

1-lb. prints	0 16	0 16½
Tierces, 400 lbs.	**0 13¼**	**0 13¾**

Tubs are ½c higher than tierces and pails one cent higher than tierces.

LARD FAIRLY STEADY

Toronto

LARD.—The market for lard continues on a fairly steady level. Quotations are generally unchanged but in some quarters a drop of one half cent per pound is noted on the tierce basis.

LARD—

1-lb. prints	0 18	0 18½
Tierces, 400 lbs.	0 16	0 16½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE QUIET

Toronto.

MARGARINE.—The demand for margarine continues steady but the market is rather quiet. Quotations are unchanged.

MARGARINE—

Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

BACON AND HAMS ACTIVE

Toronto

PROVISIONS.—According to packers the demand for hams and bacons for the holiday season has been particularly good this year. This to some extent has had a certain amount of influence on the market, in creating a steady feeling throughout the entire list. The hog market, however, is unsettled and inclined to drop and there is some talk of easier prices on bacon after the holiday demand is over.

PROVISIONS—

Hams—		
Small 6 to 12 lbs.	0 25	0 [illegible]
Medium, 12 to 20 lbs.	0 24	0 26
Large, 25 to 35 lbs. lb.	....	0 20
Heavy 35 lbs., and upward		0 [illegible]
Backs—		
Boneless, per lb.	0 44	0 46
Rolled, per lb.	0 55	0 [illegible]
Peameal	0 38	0 40
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 34
Do., special trim		0 [illegible]
Cottage rolls in casing		0 33
Cottage rolls	0 [illegible]	0 30
Roll., per lb.	0 27	0 29
Wiltshire (smoked boneless) lb		0 [illegible]
Do., three-quarter cut		0 30
Do., middle		0 [illegible]
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.		0 [illegible]
Do., av. 80-90 lbs.		0 26
Clear bellies, 15-30 lbs.		0 2[illegible]
Fat backs, 10-12 lbs.		0 2[illegible]

Out of pickle prices range about 2 cents per pound below corresponding cuts above.

Mess pork	37 00
Short cut backs, 200 lbs.	**41 00**
Pickled Rolls—	
Lightweight	42 00
Heavy	37 00

Above prices subject to daily fluctuations of the market.

FISH MARKET BRISK

Toronto

FISH.—There is a plentiful supply of seasonable fish on the market and prices are generally ruling steady and unchanged. Oysters are moving in good volume and also smoked fish show an active demand.

FRESH SEA AND LAKE FISH—

Cod steak, lb.	0 06	0 10
Do., market, lb.	0 06	0 08
Haddock, lb.	0 08	0 09
Flounders, lb.	....	0 10
Herring, large, lb.		0 08
FROZEN FISH—		
Halibut Medium	0 18	0 20
Do., chicken	0 19	0 20
Salmon, Red Spring	0 25	0 28
Do., Alaska Quali		0 2[illegible]
Do., Qualla	0 16	....
Do., Cohoe, lb.		0 1[illegible]
Whitefish, lb		0 12
Trout, lb.		0 1[illegible]
OYSTERS—		
No. 1, pkg.	2 25	2 [illegible]
No. 3, pkg.	9 25	9 [illegible]
No. 5, pkg.	15 00	16 00
Glass Jars, per doz.		4 50
Shell oysters, per bbl. 1,000		17 50
Sea Herring		0 05
White Fish	0 12	0 14
SMOKED AND SALT FISH—		
Fillets, lb.	**0 14**	**0 16**
Kippers, box		2 75
Haddies, lb.		0 12
Cisco[illegible], lb.	0 15	0 18
Digby Chicks, bdle.		1 [illegible]

POULTRY PRICES HOLD

Toronto

POULTRY.—Supplies of chickens, turkeys and geese are plentiful and generally there is little change in prices. Turkeys are quoted to the retail trade at 48c to 50c per lb. and geese are bringing 30c per lb.

POULTRY—	Live	Dressed
Prices paid by dealers		
Turkeys	0 30	0 44
Chickens, spring, over 2 lbs.	0 14	0 18
Chickens, 4 lbs. and over	0 20	0 24
Roosters	0 10	0 13
Fowl, 4 to 5 lbs.	**0 16**	**0 20**
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 08	0 14
Guinea hens, pair	1 25	1 50
Geese		0 22
Prices to retail trade—		
Turkeys, dressed	0 48	0 50
Chickens, spring	0 30	0 30
Ducklings		0 35
Fowl, 4 to 5 lbs.		**0 30**
Geese		0 30

MANITOBA MARKETS

WINNIPEG, Dec. 20.—The butter market is ruling steady. Cheese is slightly easier and a decline has been recorded on the local market. Eggs show no change. Lard is ruling steady under a fair demand. The movement of cooked meats continues light and a slight reduction is noted on cooked hams. Hams and bacon are ruling steady with no change in quotations. Large supplies of turkeys are arriving and as the supplies in Eastern Canada and United States have been filled lower prices are expected on this line. Fish is in good demand. The hog market is ruling easier.

STRONG TONE TO BUTTER

Winnipeg.

BUTTER. — The butter market is steady in tone especially on the better grade. Quotations to the retail trade range from 40c to 42c per lb. on finest prints, with second grades quoted at 38c to 40c per lb.

CHEESE QUOTED LOWER

Winnipeg.

CHEESE.—Dealers report that there is an easier tone to the cheese market in the East and this has been reflected in a decline on the local market of 2c per lb. Large cheese is quoted at 24c, twins at 24½c and triplets at 25c per lb. New make Stilton is in fair demand at 27½c per lb.

CHEESE—

Stilton cheese, large, lb	0 27½
Ont., twins, lb	0 24
Ont., twins, lb	0 24½
Ont., triplets, lb	0 25

EGGS UNCHANGED

Winnipeg.

EGGS.—The egg market remains unchanged with a fair demand for select eggs at from 38c to 42c per doz. and No. 1 candled at 34c. There are practically no fresh eggs arriving from country districts.

LARD MARKET STEADY

Winnipeg.

LARD.—The lard market is ruling steady and buying is done in a conservative manner. Shortening is in fair demand at 14½c per lb. on the tierce basis.

LARD—

Pure Lards, No. 1 Quality, per lb (in tierces, 400 lbs.)	0 16½
Do., wooden pails, 20-lb. pails	4 00
Shortening, tierces of 400 lbs.	0 14½
Do., per pail, 20 lbs.	3 30

COOKED MEATS LOWER

Winnipeg.

COOKED MEATS.—The movement of cooked meats continues light and a reduction of 2c per lb. has been recorded on hams. Best quality cooked ham is quoted at 38c to 40c per lb. Other lines of cooked meats however show no change.

COOKED MEATS—

Hams, best quality, skinned, 8-14 lbs.	0 40
Do., 13-18 lbs.	0 38
Roast ham, lb.	0 40
Roast shoulders, lb.	0 33
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 34
Head cheese in 6 lb. tins, lb.	0 18

BACON AND HAMS FIRM

Winnipeg.

PROVISIONS. — The situation in smoked meats is firm with little change in quotations. Hams averaging from 8 to 16 lbs. are quoted at 26c with boneless at 30c per lb. Peameal bacon is quoted at 42c with breakfast bacon at 43c. Other varieties are quoted as low as 25c per lb.

SMOKED MEATS—

8 to 16 lbs., per lb	0 26
16 to 20 lbs., per lb	0 26
Boneless, 8-14 lbs., per lb	0 30
Skinned, 18 to 22 lbs., per lb	0 30
Bacon, 10 lbs., per lb	0 42
Cottage rolls, boneless	0 22
Butts, 8 to 10 lb. per lb	0 32

TURKEY RECEIPTS HEAVY

Winnipeg.

POULTRY.—Large supplies of turkeys are arriving daily and the production this season has been remarkably heavy. One reason for the abundant supply for city markets is that the United States has not purchased so heavily this year. Turkeys that arrive from now on will be sold locally and consequently quotations will be lower.

POULTRY—

Broilers, 1½ to 2 lbs. per lb		0 26
Chickens, 2½ to 3½ lbs., per lb.	0 24	0 26
Do., 3½ lbs., and up, per lb.		0 30
Fowl, per lb.	0 20	0 23
Roosters, per lb.		0 16
Turkeys, young, per lb.	0 35	0 42

FISH DEMAND IMPROVES

Winnipeg.

FISH.—More seasonable weather has improved the demand for fish. Frozen halibut at 17c per lb. and salmon at 20c per lb. are selling freely. The demand for smoked fish such as haddies, kippers, fillets and goldeyes are showing an improvement in the demand. Oysters in gallon cans are finding ready sales at $3.75 to $4.

FISH—

Black cod, lb.	0 12
Brills	0 10
Halibut, cases 300 lbs., chicken	0 17
Halibut, broken cases, chicken	0 18
Salmon, Cohoe, in full boxes, 500 lbs.	0 13½
Salmon, Cohoe, in broken cases	0 14
Salmon, Red Spring, in full boxes	0 20
Soles	0 10
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½

Smoked Fish—

Bloaters, Eastern National large tagged, per case	3 25
Kippers, East. Nat., 40 count, per count	3 00
Fillets, 15-lb. boxes, per lb.	0 14

Salt Fish—

Labrador Herring, 100 lb. bbls., per bbl	7 00
Do. 20 lbs. pails, pail	2 50

EASIER TONE TO HOGS

Winnipeg.

FRESH MEATS.—The hog market has an easier tone. Quotations on select bacon hogs are lower at $9.90. Fresh pork cuts however show no change in quotations. The cattle market has developed a weaker tone due to the heavy supplies of cattle arriving. The sheep and lamb markets are also easier and good lambs are quoted at $11, with mutton sheep at $7.50.

FRESH MEATS—

Select hogs		9 90
Thick smooth		9 00
Heavies		8 00
Extra Heavies		7 00
Sheep hogs		7 00
Lights and feeders	8 50	8 75
Roughs	5 50	6 50
Sows, No. 1		7 00
Sows, No. 2		6 00
Stags		4 00

Fresh Pork—

Legs of pork, lb.	0 15	0 17
Spare ribs		0 15
Loins of pork, lb.	0 22	0 24
Shoulders	0 12	0 14

Fresh beef—from steers and heifers—

Hind quarters	0 08½	0 15
Front quarters	0 03½	0 07
Whole carcass, good grade, lb.	0 06	0 10

Lambs—

Choice	0 25

Did You Ever Stop to Think---

THAT it is the get-together, stay-together and boost-together citizens that build a city.

THAT a city that has built a reputation with industry and commerce should be a proud city.

THAT all citizens should boost with real enthusiasm.

THAT their city is worthy of their best endeavors.

THAT the stay-backs and the pull-backs among their citizens often harm themselves more than they do their city.

THAT city builders have enthusiasm.

THAT enthusiasm is what starts things.

THAT the city knocker lacks enthusiasm. His narrow mind never goes beyond his own pocketbook.

THAT making trouble is his great pastime.

THAT trouble of that kind is very timid in the presence of optimism.

THAT there should be an "OPEN SEASON" on city knockers.

THAT city boosters should occasionally give a little of their careful and undivided attention to these pests.



THE HOME OF PREMIUM PRODUCTS

Premium Ham and Bacon
Silver Leaf Lard
Jewel Shortening
Cotosuet Shortening

Brookfield Sausage
Brookfield Eggs
Brookfield Butter
Premium Frankfurts

Merry Christmas



Swift Canadian Co., Ltd., wish one and all of their many customers and friends a hearty Xmas Greeting and hope that the Year 1923 will be one of continued success and happiness.



Swift Canadian Co.

Limited

Toronto Winnipeg Edmonton

The Season's Greetings to our Friends!

"May your joys be as deep as the Ocean
Your troubles as light as its foam."

Canadian Maple Products Limited
250 VAN HORNE ST. TORONTO



Thank you for your orders in the past year!

Thank you in anticipation for your continued patronage in the New, more Prosperous, Year ahead.



GREETING

We desire to thank our many good friends who have sent us their orders throughout the closing year.

To wish them a Merry Christmas and a Happy New Year.

F. W. FEARMAN CO., Limited
Curers of the celebrated "STAR" Brand Hams and Bacon
HAMILTON

Announcing
Canadian Produce Association



Eleventh Annual Convention at Toronto
King Edward Hotel
Jan. 8 and 9, 1923
We extend a cordial invitation to Produce men to attend.
LET'S GO!

Advertising to Buyers is one way to surely make Advertising Pay

Advertise Your Product in
Canadian Grocer
It reaches the Buyers It's a Business-Getter
Rates and Information on Request

We Wish Our
Customers and Friends
through the Dominion
A Merry Xmas
and a
Happy and Prosperous
New Year

Henri Jonas & Co.
Est. 1870 MONTREAL

Can We Help You?

There may be certain articles that you would like to have information on. Do not hesitate to ask us. If we can be of any service to our readers it will be a pleasure to do so.

Canadian Grocer

is published in your interest, and we want to help you at all times.

Address:
CANADIAN GROCER
153 University Ave.
Toronto, Ont.





Make Larger Profits Sure!

Every motorist who passes your store is a prospective buyer of something you have to sell.

A Bowser Chief Sentry at your curb will make them stop because motorists know and are constantly being told that patronizing Bowser equipment is an assurance of speedy, accurate and quality service.

In your store a Bowser Kerosene outfit, neat and tidy, constantly invites your customers to buy, and further emphasizes your progressiveness and fair dealing as a merchant.

Write today for Booklet C-11 and learn how hundreds of other merchants have made larger profits sure with Bowser equipment.

Bowser equipment is MADE IN CANADA by

S. F. Bowser Co., Ltd.
Toronto, Canada
Branch Offices and Service Departments throughout Canada and in principal cities abroad

BOWSER
ESTABLISHED 1885
ACCURATE MEASURING PUMPS

BOWSER PRODUCTS
for Handling Gasoline and Oils Wherever Sold or Used

Filling Station Pumps and Tanks for Gasoline.
Portable Tanks for Oil and Gasoline.
Storage and Measuring Outfits for Paint Oils, Kerosene and Lubricating Oils.
Carload Oil Storage Tanks.
Power Pumps.
Dry Cleaners' Underground Naptha Cleansing Systems.
Richardson-Phenix Oil Circulating and Filtering Systems and Force Feed Lubricators.

The Directors and Executive of
Wallace Fisheries, Ltd.
desire to express their best wishes for
A Happy Christmas
and a Prosperous New Year

Christmas, 1922 Vancouver, B.C.



We Wish You A Joyous Yuletide

May this Christmas bring to you and yours Happiness and Goodwill

Connors Bros., Ltd.

Black's Harbor, N.B.







Best Wishes for

A Merry Christmas
and
A Happy New Year

With sincere wishes that you and those whose happiness is yours may have a full measure of Christmas joy and success for the New Year.

BRADSHAW'S LIMITED
Atlantic Ave. *Toronto*



Bee Brand Products

Make Them Your LEADERS Through 1923

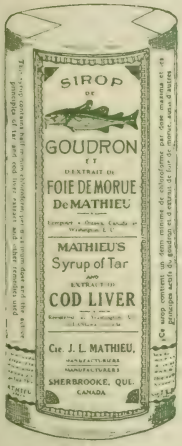
We extend to our many customers through Canada our best wishes for

A Merry Christmas and a Happy New Year

The BEE STARCH Company

291 ST. PAUL W., MONTREAL

Mathieu's



Wish their Customers and Friends through all parts of Canada a Merry Xmas and a Happy and Prosperous New Year.

J. L. MATHIEU CO.

SHERBROOKE - QUEBEC



1922-1923

Greetings from the Manufacturers of

REINDEER FLOUR

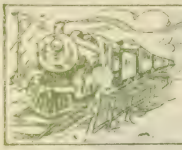
In appreciation of your valued patronage and co-operation, we extend to our many friends in the trade our heartiest wish for merriest of Christmases and may the dawn of the New Year find you on the threshold of a bigger and better year than you have yet known.

Peterboro Cereal Co., Ltd., Peterboro, Ont.

MILLS AT

Peterboro, Ont. Campbellford, Ont.

General Sales Office :
PETERBORO, ONT.



BUYERS' MARKET GUIDE
Latest Editorial Market News



TORONTO SALT WORKS
60-62 Jarvis Street
SALT
Carload lots and less, phone long distance at our expense. M. 2437

WHITE-COTTELL'S
Best English Malt Vinegar
QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng. Agents
W. Y. COLCLOUGH, 259 Kingswood Road, Toronto, Ontario. Phone Beech 2170
T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

R. H. TOMALIN
94 St. Lawrence Market
TORONTO, ONTARIO
—DEALER IN—
Butter, Eggs and Poultry.
We will buy or sell. Write us for prices.

TEA
Individual Tea Bags
Are Manufactured By
NOCK and COMPANY
110 CHURCH ST., TORONTO.
Let us quote you.

When Answering Advertisements Mention Canadian Grocer

TURKISH FIG LOSS ESTIMATED LARGER

A recent commercial report places the probable loss of the fig crop of Asia Minor, due to the Greek retreat, at about 35 per cent. The report places the yield at 56,000,000 pounds before sustaining the loss, which is somewhat larger than an earlier commercial estimate of 50,000,000 to 55,000,000 pounds.

LARGER CROP OF FORMOSA RICE

It is reported in a despatch from Taikoku that the first harvest of uncleaned rice in Formosa amounted to 2,735,620 koku. As compared with the first harvest of rice for last year, this is an increase by 226,814 koku, and the record for the rice crop in Formosa since the island passed into Japan's hands. It is due to the fact that many farmers have abandoned the cultivation of sugar cane and engaged in rice cultivation, and that weather conditions were very favorable this year.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¾-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

SUTTON AND CLARKE
Limited
Wholesale Grocers, Toronto
Offer
CURRANTS
Fine Filiatra Cleaned
Due in two weeks
13½ CENTS PER LB.
F.O.B. Toronto Warehouse
Phone Orders and Enquiries to
Main 1763 — Adelaide 4937
Watch This Space Each Week for Specials.

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:— W. R. Barnard, 374 Bank Street.

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

Ship us your
Eggs and Poultry
We Pay Highest Market Prices
Kavanagh Provision Co., Ltd.
372 Bleury St., Montreal

SHERER SANITARY GROCERY COUNTERS
We manufacture four styles of counters for the retail grocer.
1. Dry bulk groceries.
2. Fruit and vegetables.
3. Combination counter and show case.
4. Bakery goods.
Ask for information about the style you want. Dept. 57.
Sherer-Gillett Co., Ltd., Guelph, Ont.

This Space is Yours for $2.20 on Yearly Order



With a full appreciation
of the many favors which
you have extended to us
during the past year,
we beg you to take on
our very best wishes for
a Happy Christmas

H. P. Eckhardt & Co.

Merry Xmas 1922



Happy New Year 1923

HATTON'S

Wish Their Many Customers in all Parts of Canada

A Merry Christmas and a Happy, Prosperous New Year

D. Hatton Company - - Montreal

ROYAL ACADIA SUGAR

A Merry Christmas

And

A Happy New Year

In sincere appreciation of your valued patronage and our pleasant business relationship during this closing year, we extend to our esteemed patrons and friends our heartiest wishes for a Merry Xmas and a Happy New Year.

Acadia Sugar Refining Co., Ltd.

MONTREAL HALIFAX

A Most

Happy Christmas

To Everyone

And may the coming year bring you full measure of prosperity.

White & Company, Limited

Wholesale Fruit Importers
Wholesale Fish Dealers

Phone M.6565 Toronto, Ont.

Georgian Bay District Apples

The Northern Spy is very small crop in this district this year.

Correspondence solicited.

LEMON BROS.

OWEN SOUND, ONT.

Mr. Merchant:



Here is the Leader of hair tonics and renewers

Glover's Mange Medicine

A business success of over 35 years is behind this medicine.

Advertising matter bearing imprint and display cards supplied gratis.

H. Clay Glover Company, Inc.

129 West 24th Street New York City

Norwegian Sardines

There is a shortage of high-grade Brisling, but we have a small stock on hand of

QUEEN MAUD BRAND

¼ D's (smoked) in Olive Oil

There are none better packed, and you would do well to order your requirements from your wholesaler before stocks are exhausted. We have also on hand for immediate shipment several excellent lines of Sild, such as

SHIP BRAND

¼ D's (2 layer smoked) in Olive Oil

LYNG BRAND

¼ D's (1 layer smoked) in Olive Oil

We are now booking orders for spring delivery of

KIPPER SNACKS

This is a good selling line, and should always be kept in stock. Goods are attractively labelled and carry our full guarantee.

J. W. Windsor Ltd.

MONTREAL, P.Q.

Our Christmas Greetings

If your Christmas brings you the same pleasure that we have experienced in our dealings with you during the past year, it will indeed be the merry Christmas we wish for you and yours!

And may the New Year bring you abundance of prosperity.



Imperial Extract Company, Toronto

Shirriff's Extracts
Shirriff's Marmalade
Shirriff's Jelly Powders

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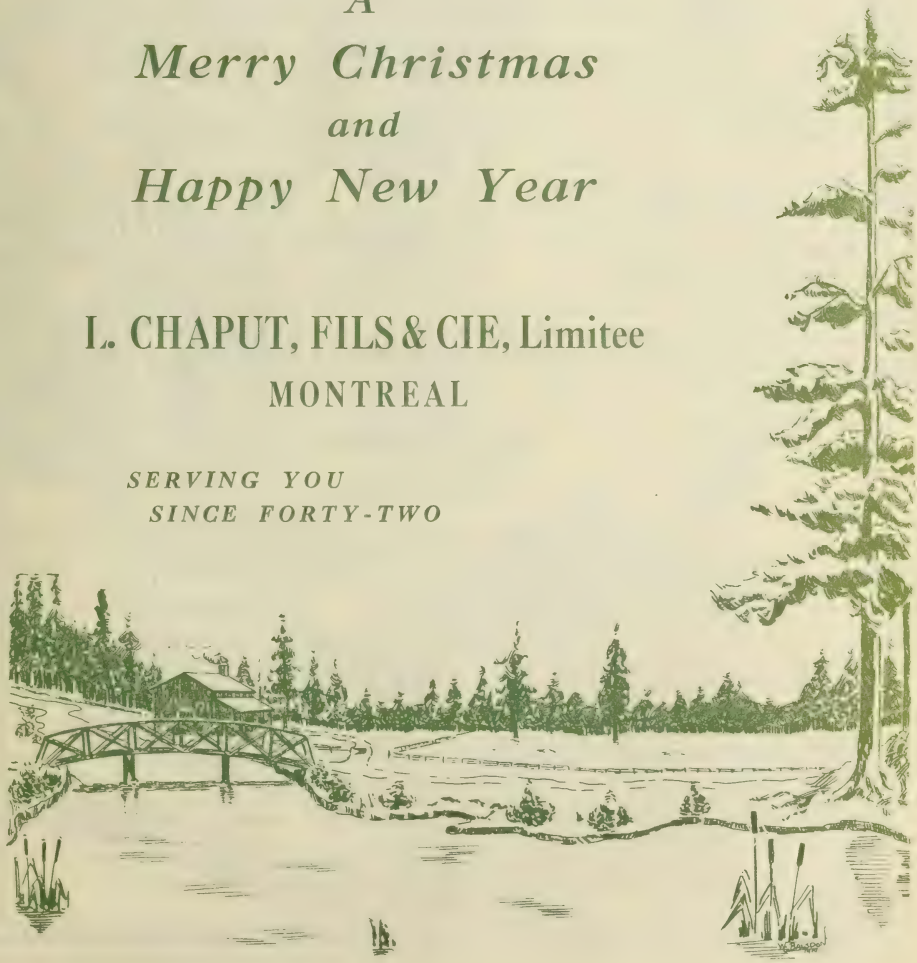
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Greeting

Wishing You
A
Merry Christmas
and
Happy New Year

L. CHAPUT, FILS & CIE, Limitee
MONTREAL

SERVING YOU
SINCE FORTY-TWO



Wanted

Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

FOR SALE

FOR SALE—PRICE TICKETS, LETTERED $1.50 a hundred. blanks, 75c.; Christmas samples, 25c. M. Moorby, Newmarket, Ont.

FOR SALE—FUEL OIL STORAGE TANK—10,000 Gals. Capacity. This is a new tank. We have not yet taken delivery of it, and offer it at a very attractive price. The tank will be sold within the coming week, so phone or wire if interested. Apply Box 300, Canadian Grocer, 153 University Ave., Toronto.

RATS cleaned out of stores or factories overnight. Guaranteed permanent.
PAL LEE Rat Expert
246 JAMES ST. N.
HAMILTON ONTARIO

AGENCIES WANTED

A LONDON FIRM OF PROVISION IMPORTERS, with trading connections throughout England, wish to act as Agents or Consignees for exporters of Eggs, Butter and General Provisions. References provided. "Z.P. 270," Deacon's, Leadenhall St., London, England.

POSITIONS WANTED

POSITION WANTED AS CLERK OR MANager Grocery Department. Ten years' experience in retail grocery. Good education. Honest. Reliable. Apply Box 302, Canadian Grocer, 153 University Ave., Toronto, Ont.

ONTARIO CLERK DESIRES POSITION IN French General Store. Am in Saskatchewan at present time. Speak both languages. Not afraid of work. Age 24. State salary. Apply Box 300, Canadian Grocer, 153 University Ave., Toronto, Ont.

OPPORTUNITIES FOR INVESTMENT

IN THE TOWN OF LEASIDE ARE OPENINGS for grocers, butchers and various other lines of business. The tremendous industrial development taking place there assures a rush for locators in very near future. For information apply to Mr. Pinner, Joseph H. Smith & Co., Ltd., 9 Richmond St. East, Toronto, Ont.

Good Sellers make business easy

BAKER'S
Cocoa and Chocolate

on the market and consistently advertised for years, are the recognized standards of the trade. They are the first choice of good housekeepers.



Registered Trade Mark

Made in Canada

Walter Baker & Co. Limited
Dorchester, Mass. Montreal, Can.
Established 1780

CLASSIFIED ADVERTISING

Do you need a clerk? **Do you want a position?**
Do you need a salesman? **Do you want to buy a business?**
Do you need a bookkeeper? **Do you want to sell a business?**

Do you want to change your present position?

Any of these needs can be supplied if you go about it the right way. The cost is so small—only 3 cents per word for the first insertion—2 cents per word for each subsequent insertion—5 cents extra per insertion for replies to be placed under box number.

Displayed with 1 line border
$2.50 for one inch deep x 2¾ inches wide per insertion.

STRICTLY PAYABLE IN ADVANCE.

CANADIAN GROCER - 143 University Ave., TORONTO.

MACDONALD'S



The Tobacco with a heart

LONG years ago Macdonald's created a distinctive flavor in tobaccos.

To-day the Canadian taste for Macdonald tobacco is as distinctive as the Scottish taste for oatmeal.

There is no other tobacco line of such general appeal—**make the most of the opportunity.**



Why should a merchant display this Sign?

Because the Public knows these facts:

Why "No Springs" in Toledo Scales

International Encyclopedia says: "Spring Scales are not as reliable as balance scales." "The force of the spring varies with temperature which alters the length and elasticity of the wire and renders impossible precise measurements."

The Encyclopedia Britannica says: "Spring balances are very extensively used for the weighing of the cheaper articles of commerce and other purposes, where a high degree of precision is not required." "Their indications are apt to vary from fatigue of the springs . . . Their indications also very with the temperature."

Chambers' Encyclopedia says: "Spring balances are made in many forms, but the principle in all is the same—the stretching of a spiral spring. They have no pretension to great accuracy."

Nelson's Encyclopedia says: "The spring balance becomes unreliable when frequently used."

Why Toledo Scales give "Honest Weight"

Weighing is simply measuring the force of gravity. There is only one never-varying measure of gravity, and that is gravity itself. Springs vary, but the pull of gravity is constant and unchanging.

It is this constant, never-changing pull of gravity which operates the pendulum in Toledo Scales; and the pendulum automatically counter-balances the load on the platter, thereby measuring the weight of the load by gravity itself.

It is the Pendulum that makes Toledo Scales automatic without springs, and therein lies their great practical advantage.

It is the Pendulum that makes possible that confidence-inspiring, trade-bringing slogan, "Toledo — No Springs Honest Weight."

This is the slogan that is universally recognized as the guaranty of a square deal on both sides of the counter.

Canadian Toledo Scale Company, Limited

Windsor, Ontario

Sales Rooms and Service Stations throughout the Dominion

TOLEDO SCALES

NO SPRINGS–HONEST WEIGHT

SEASON'S GREETINGS

CANADIAN GROCER

Members of the Associated Business Papers—Only Weekly Grocery Paper Published in Canada

The Largest Circulation of any Trade Paper in Canada

THE MACLEAN PUBLISHING COMPANY, LIMITED

VOL. XXXVI. PUBLICATION OFFICE: TORONTO, ONT., DECEMBER 29, 1922 No. 52

SOVEREIGN BRAND SALMON



The Elite of the Pacific Ocean



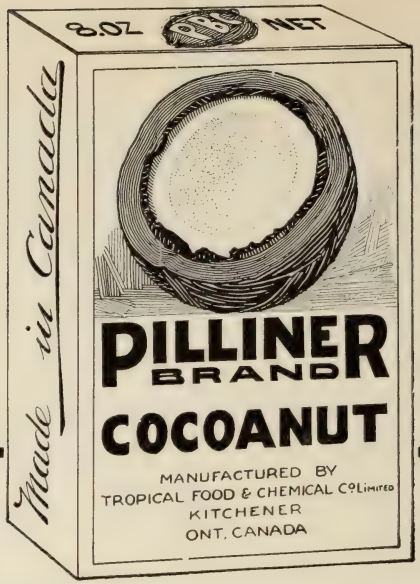
Angus McIntosh
Selling Agent
FOR
Province of Quebec
AND
ONTARIO Excepting
Hamilton

11 St. Sacrament St.
MONTREAL

General Agents:
H. BELL-IRVING & CO., Limited
Vancouver, B.C.

Circulation of Canadian Grocer has been audited by the Audit Bureau of Circulations.
Copy of Report will be sent on request to anyone interested.

Made in Canada



Sold by the package

PILLINER BRAND WILL INCREASE YOUR COCOANUT SALES IN 1923

Pilliner Brand Cocoanut, in the air-tight sealed cartons, will make your cocoanut business profitable.

First, there is absolutely no waste—no crumbling in the barrel, no loss by evaporation or deterioration in flavor. Every dollar you put into Pilliner Brand Cocoanut returns you a good profit.

Second, your customers are sure to appreciate Pilliner Brand quality. It is made of selected Jamaica nuts and the package retains all the original flavor and keeps the cocoanut spotlessly pure. Once your customers buy Pilliner Brand they will ask for it again.

Third, housewives are showing a marked preference for package goods of all kinds. They are handier, cleaner and better.

Package cocoanut has the call to-day. Order Pilliner Brand through your jobber or write us.

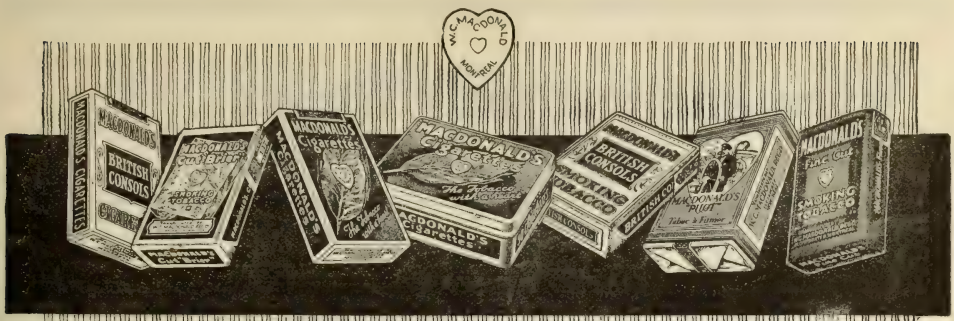
MESSRS. CRUIKSHANK & GUILD,
32 FRONT STREET, TORONTO
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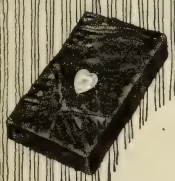
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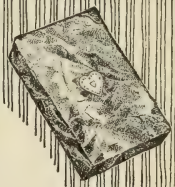
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THE DEALER has positive assurance of abundant trade in the stocking of **Macdonald** lines. No dead stock and the largest and most dependable class of trade in the country.

Everything that can be put **behind** and **into** the product to make it sell —with larger profits for the dealer.



The Tobacco with a heart



MACDONALD'S

When Information Is Wanted

When the United States Tariff Commission wanted information a short time ago about the Lemon situation in Canada, they wrote CANADIAN GROCER for it. Here is their letter:

UNITED STATES TARIFF COMMISSION
8TH AND E STREETS, N.W.
WASHINGTON

Nov. 24, 1922.

Editor Canadian Grocer:

The United States Tariff Commission wishes to secure information regarding the marketing of California and Italian lemons in Toronto and in other Canadian cities. We shall esteem it a great favor if you will be kind enough to co-operate with us in this matter by furnishing answers to the following inquiries:

(1) Are California lemons regularly or only occasionally sold in Toronto? In other Canadian cities?

(2) In what months do California lemons appear in largest quantities? Italian lemons?

(3) Do receipts of California lemons fluctuate with seasonal changes or do they merely appear when Italian fruit is temporarily absent from the Canadian market?

(4) What comparison can you make between the selling price of California lemons and Italian lemons? (a) Messinas? (b) Verdellis? How do you explain these differences?

(5) Are either the California or the Italian lemons sold at auction?

(6) Are Italian lemons ever brought to Toronto or other Canadian cities via New York?

(7) In your price quotations on lemons, which we have examined for a number of years, we note Verdellis are quoted in the summer and fall and Messinas in the winter and spring. Will you kindly explain this change?

(8) Are the prices which you have quoted brokers' wholesale prices or auction prices?

(9) What size or weight of box is used as a basis for your quotations on Italian lemons?

The Tariff Commission will greatly appreciate your aid in this matter and we hope that such of these inquiries as you are unable to answer you will submit to members of the trade and will transmit their answers to us. An addressed envelope requiring no postage is enclosed for your convenience in answering.

UNITED STATES TARIFF COMMISSION,
Washington, D.C.
By John F. Bethune,
Secretary.

Their letter was answered a day or two later and the following reply received:

"The Commission has received your letter of November 30, containing answers to our inquiries regarding sale of lemons in Toronto, and wishes to thank you for your courteous and prompt attention to our inquiries, and for the information which you have supplied."

This is just another evidence of Canadian Grocer's leadership in the food product field in Canada.

Two Products of Well-Known Aylmer Quality

AYLMER BRAND

Tomato Soup Vegetable Soup

These two soups made in Canada from selected Canadian grown vegetables have a flavor that is at once appetizing and pleasing. Many grocers tell us that their customers prefer Aylmer Brand Soups because they combine high quality with reasonable price. Your customers will like Aylmer Brand Soups for the same reasons. A stock of Aylmer Brand is the first step in building up a profitable soup business.

Your Jobber can supply you.

Dominion Canners Limited

HAMILTON, CANADA

Your Customers Want

EDDY'S

There is no mistaking the fact that the Canadian public prefer Eddy's to any other Matches.

Their preference is well demonstrated by the fact that for the past ten months shipments of Eddy's Matches have exceeded all previous records in the history of the Company.

Eddy's continue to lead because they are the Best Matches in the World and CANADIAN CLEAN THROUGH.

Let your wholesaler know you want EDDY'S —everytime.

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Alfred Powis & Son, Hamilton.
Tees & Persse, Limited, Port Arthur, Fort William, Winnipeg, Regina, Moose Jaw, Saskatoon.
Tees & Persse of Alberta, Limited, Calgary and Edmonton.
Mitchell Bros., Victoria and Vancouver.

If your refrigerator did not give satisfaction last summer, don't make the mistake of thinking it will do for another season.

Purchase a Eureka Refrigerator and you will get the most satisfactory refrigerator on the market, and one that will last for years to come.

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Efficient!
Economical!
Attractive!
Durable!
Satisfactory!

You will know the value of perfect refrigeration, only when you have installed the Eureka.

Don't delay! Order now! We can give your order prompt attention, as we have a full line of grocers' models ready for shipment.

Write for free illustrated literature and prices.

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Increase Your Sales Through the Coming Year by Carrying the Complete Line of—

STICKNEY & POOR'S PRODUCTS

Mustard — Spices

Seasonings and Flavorings

Quality, Full Strength and Full Weight in Every Package

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Your Co-operating Servant
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Mustard Spices Seasonings

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The eye is the greatest salesman. That organ sells most of the world's goods. Whether it is pictures, rugs, automobiles or food, the sight determines the purchase more often than any other sense.

A neat, orderly display of cereals in packages makes your grocery store attractive. It brings in new people. It makes old customers better pleased.

And when your customers, new and old, use the package cereals they buy from you, they know the goods you sell are just as pure and well flavored as they looked to be. The eye again proves itself to be a good salesman.

People like to deal at a clean, neat store. The time is past when slovenly disorder is looked upon with favor by the purchaser of household supplies.

Quaker Package Cereals Are Best

—best for your customers and best for you

The Quaker Oats Company have been successful in pleasing the consumer, hence, the enormous and steadily growing demand for their packages. The grocers' turnover is greater and they therefore realize much better profits. That is why so many of the better class grocers handle the Quaker line exclusively.

Make a good display of the right packages--put the Quaker line out in front--and let the greatest salesman of them all show you what he can do in making more sales in your store.

Your Wholesaler can fill your order for Quaker Oats, Quaker Corn Flakes, Tillson's Aluminum Oats, Tillson's Health Bran, Puffed Wheat and Puffed Rice, and other Quaker Quality Products.

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PETERBOROUGH and SASKATOON

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WRITE FOR PRICES.



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T. H. Estabrooks Company Limited

St. John, N.B. Montreal Toronto Winnipeg Calgary

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"To Fetch the Public
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This was once said by Mark Twain.

Our faith in this doctrine is manifested in the great success we have met with—in the sale of "SALADA." We have served the public **well**; they have been "fetched" (as Mark Twain said) because SALADA is purer and more delicious than other teas.

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A Big Help To The Salesmen

Many wholesale grocers in Canada subscribe for Canadian Grocer for all their traveling salesmen. They find it keeps their men in touch with changes in the retail business, new merchants in the trade, food regulations, business systems and store management, window and interior displays, what the retail trade is doing and discussing—all of which is of great assistance to the salesmen. Wholesalers should get in touch with us for subscription terms.

Canadian Grocer

143 University Ave., Toronto **Southam Bldg., Montreal**

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CANADIAN GROCER

VOL. XXXVI. TORONTO, DECEMBER 29, 1922 NO. 52

Review of Grocery Trade for Year Now Ending Sees More Staple Conditions at Its Close

Strength of the Sugar Market and the Rapid Absorption of the Huge Carry-over of Cuban Raws From the Year Before is a Feature—Lower Production of Teas Enhances Values—Trend in Other Commodities is Fairly Steady

THE situation in both retail and wholesale grocery circles at the close of the present year is considerably more encouraging than in the closing days of 1921. A year ago merchants had still a fair stock of merchandise bought when the market was at the peak but during the first few months of the year such stocks were practically liquidated and as the year advanced the unemployment situation showed a marked improvement, placing collections on a better basis. Viewing the situation as a whole the tone is appreciably better and merchants are looking to the coming year with a greater degree of confidence than at any time since the termination of the war. Furthermore the firmness, almost throughout the year, which characterized the markets for general grocery commodities, is having its effect on merchants and consumers alike and there is a greater disposition to adopt the policy of buying in quantity for future delivery.

Strength of Sugar a Feature

Of outstanding interest in the grocery markets during the year 1922 was the strength displayed in sugar and the rapid absorption of the huge carry-over of Cuban raws. At the beginning of the year and shortly after the commencement of harvest of new crop sugars, stocks of old crop sugars in all Cuba amounted to over 1,200,000 tons and to which each week was added an accumulation of new crop sugars. But by the middle of the year both the old sugars and a large part of the new had been fairly well absorbed and on December 1 the total stocks of sugar in Cuba only amounted to 27,266 tons. The diminishing of these stocks was due principally to the demand in European countries for both raws and refined sugars, and also to the increased consumption on this continent. The total meltings of raws in the United States by refiners from January 1 up to December 1 was 3,479,000 tons, an increase of 1,095,000 tons over the same period last year. Out of the former figure, 808,000 tons were exported as against 373,000 tons for the same period in 1921. Canadian refiners also participated in the export business. For the seven months' period from April 1 up to October 31, Canada exported sugars to the amount of 244,292,703 pounds of which 173,891,300 pounds went to the United Kingdom, as compared with 82,540,016 pounds for the same period in 1921 and as against 64,443 889 pounds in 1920.

Highest Points in December

This condition in the raw sugar market created a steadily advancing price. In Canadian refined sugar the

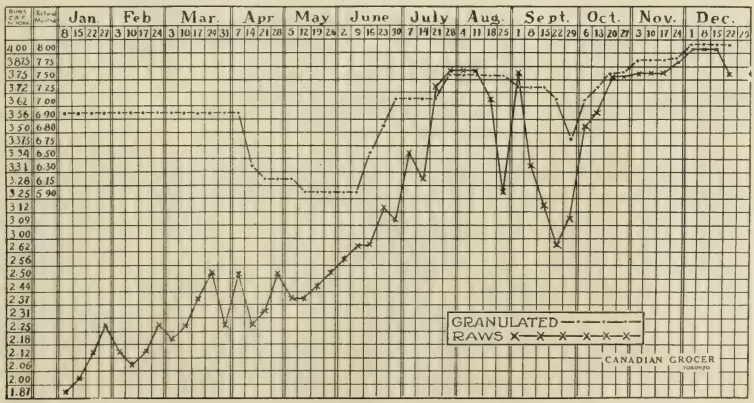


Chart showing the fluctuations in refined sugar and in raws week by week during 1922. The prices quoted on raws are cost and freight New York for prompt shipment on the date specified. Refined sugar prices are on the Montreal basis.

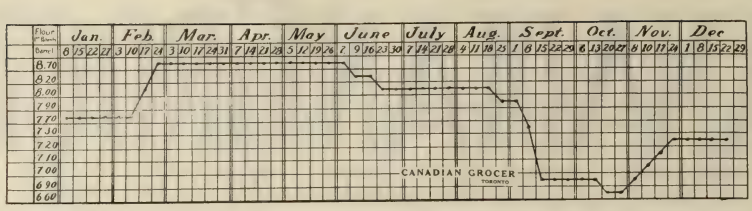


Chart showing price fluctuations on flour week by week during 1922.

Prices here quoted are for first patents basis Toronto.

price trend was fairly steady until the month of April, when it commenced to drop in spite of the advancing market for raws. The downward movement continued until the middle of June and from then on, prices showed a gradual strengthening reaching the highest point the first week in December. The commencement of harvesting of the Cuban crop for the season 1922-23 was greatly delayed, the first shipment of this crop not leaving Cuba until about the 15th of December. Sales of the new crop sugars for January and February shipment were made at a slightly lower basis, from 3 3-8c. to 3½c., c. & f. New York, as compared with 4c. the average price during the month of December for old crop sugar. The present estimate for the world production shows an increase of nearly one million tons over last year, but in view of the heavy consumption of the year just closing and the fact that Cuba was able to dispose of a carry-over of over one million tons, makes it extremely difficult to predict the future course of the market.

Lower Production Boosts Teas

Another commodity which has been watched with much interest during the year under review, was the situation in teas. The end of the war and the cessation of government control in England released an overwhelming supply of low grade tea, which for a time rendered the business of production unremunerative. Heavy stocks featured the markets and the growers decided to cease the production of common tea, which was not wanted and was saleable only at a loss, and to confine their attention to the better grades for which there was an increasing demand. This concentration upon quality rather than quantity, or fine plucking has had a twofold result. It has caused a reduction in stocks and raised the average price. Another factor resulting has been to reduce the total production in both India and Ceylon. Stocks held in London on November 30 were said to be reduced to a three months' supply, and the total production is estimated to be 75,000,000 pounds less than actual consumption.

Market Depends on Growers

The total Indian production for this season was about 275,000,000 pounds as against 300,000,000 pounds last season, and as compared with the average season's yield of 340,000,000 pounds. The quantity available in Calcutta for shipment during the first part of November was only 15,333,000 pounds as compared with 19,250,000 pounds for the corresponding period in 1921. The total shortage in this season's crop of Ceylon tea is estimated at 151,250,000 pounds. Prices throughout the year showed an increase every week and they now show an advance of fully one shilling from the low point. As to the future condition of the market, that will depend largely on the attitude of the growers. If they revert again to coarse plucking, it may have a tendency to bring prices down, but the experience of the last two years does not encourage such a course even if the bushes, after their drastic pruning, permitted it. In any event should this occur prices would hardly be greatly affected in this country until well into the middle of the coming year.

Situation in Other Commodities

The trend in other commodities during 1921 was fairly steady. Price fluctuations were not numerous and were under the control of supply and demand, rather than due to any speculative movement such as occurred two years ago. Canned goods opened at a lower price basis than a year ago and consequently a larger consumer demand has resulted with probably the exception of fruits and jams. The demand for jams so far has not been large, owing no doubt to the low prices ruling this past season on fresh fruits which enabled housewives to preserve fairly large quantities.

Prices on flour and cereals held on an even level until the new crop grains were available and something could be learned about the size of the crops and probable prices for grains, after which the markets were considerably stronger in tone and prices advanced. The upward movement in rolled oats was particularly noticeable, but this was due to a large extent to the congestion of freights at the head of the lakes, making it extremely difficult for millers to get supplies. Since navigation closed and supplies are coming more freely to the mills, an easier tone is manifested. In farm produce, prices generally were much lower than last year and were under the influence of seasonable demand. Butter and cheese were fairly low in price, as compared with the previous two years, well into the latter part of the year. In November, however, an export enquiry for both these commodities developed, resulting in stronger markets and higher prices.

Hog prices were controlled mostly by the demand for immediate use as packers did not show any inclination to stock up. The peak price was reached in mid-summer and was attributed to the small shipments causing keen competition among buyers. As the year advanced heavier offerings were made, prices dropped and stood at

(Continued on page 30)

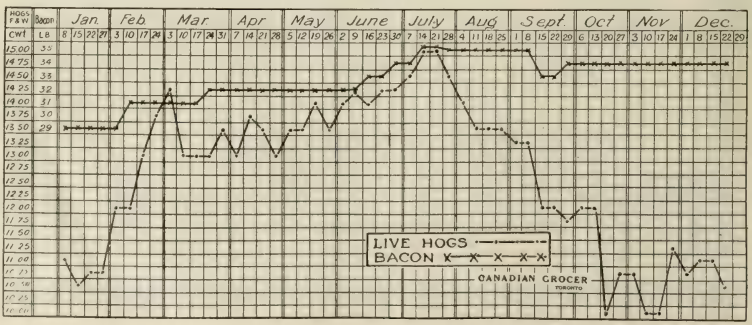


Chart showing the price trend of hogs and bacon during each week in each month during the year 1922.

Quotations on live hogs are on the fed and watered basis, Toronto. Bacon prices are for good quality breakfast bacon.

Takes His Inventory In Three Days



An interior view of the store of C. L. Grant, Montreal, following inventory taking. The table in the centre is used to clear odd lines that have been brought out during stock-taking. This table is a splendid means of display and sells a lot of goods.

MONTREAL, Dec. 26 (Special).—The task of stocktaking is often looked upon as a tedious, exasperating and laborious piece of work which comes once a year, and sometimes twice. The story of how one Montreal grocery accomplished the work in three and one half hours, together with giving the whole store a thorough cleaning, is interesting and may prove helpful to many grocers who are about to take an inventory of stock on hand.

Keeps a Price Book

This is the story told to a Canadian Grocer representative by C. L. Grant, the store manager of Grant's Grocery, at the corner of MacKay and St. Catherine Streets, Montreal.—"In the first place we have what we call a Price Book. Through the year we keep the list of prices paid, per unit, for any goods that come into the store. For instance, if we get a case of a certain brand of canned goods, we put down in the book the name of the brand and the price per dozen. The next time we get an order for the same goods, we check up the price and in that way at the end of the year have an accurate statement of the last price we paid for any of the goods in the store. On that basis we make our inventory.

Dividing the Task

"At seven o'clock one evening early in January, we began the work with twenty men, office staff, clerks, drivers and two outsiders. We divided the store into eight sections, putting each section in the care of the man most familiar with the particular line. In my opinion the most accuracy is required of the man who counts the goods, names the brand and checks over the quality and merits of the goods on hand. Almost anyone who can write can put down the figures. In the case of canned goods, bottled goods, fruit and packages, it only took two men to each section, but where cases had to be moved, bins emptied, bulk goods weighed, it required three of four men to each section.

Only Took Three and One Half Hours

"It only took from seven in the evening until a little past half past ten to finish the work. Everything in the store was moved at least once. The shelves were all dusted as the line was taken out and counted and particular care was taken to examine the goods as they were put back and piled neatly on the shelf. In the case of bulk goods every bin was emptied, the goods accurately weighed, the bins cleaned and the goods put back. I feel safe in saying that every inch of shelving, cupboards and bins were cleaned during that evening.

A Revelation

"The stocktaking taught us many things. For instance it pointed out a number of lines that had not been moving freely, in fact lines that we decided to discontinue. In the case of these lines we are making special sales but without any fuss. In our trade it would damage our reputation to make any big fuss about the sale of odd lines. In other cases it would be only beneficial to the grocer to do this, but we do not want to intimate to any of our customers that there is anything on our shelves that is not first class. Nevertheless in our store, as in all others, goods will be left at the back of the shelves and deteriorate to some extent. The safest plan is to write this off as a loss, then if anything can be realized on the goods put it in against the loss later.

Prices Down to New Basis

"We honestly endeavor to write our inventory on the basis of to-day's prices without trying to deceive ourselves in the least. Now that it is all over we can safely say that there was very little if any loss to be written off, since during the decline we have kept our stocks very low, pushed sluggish lines and bought closely to the market.

"Buying from day to day in the hands of two or three in the store is apt to duplicate certain lines. When stocktak-

(Continued on page 19)

Counter Slips and Cash Register Tickets Are Exempt From Tax

New Rulings on the Receipt Tax Which Comes Into Effect on January First Are Announced—Eliminate Words "This is a Receipt" so Often Seen on Cash Tickets

"THE intention of the government is evidently to exempt cash register checks, and counter slips given at the time of sale in cash transactions," stated E. M. Trowern, Dominion Secretary of the Retail Merchants' Association to a representative of Canadian Grocer, in discussing the new rulings in regard to the receipt tax. "However, the ruling is very clumsy and, on the face of it, might mean that all cash register and counter slips are not exempt. I think I can definitely state that these are exempt from the receipt tax, and the retailer may not feel any concern in regard to them. The other clauses I consider are quite clear, and the merchant and buiness men generally need not have any doubt as to the course he is to follow in regard to them."

Eliminate "This is a Receipt"

Discussing the new regulations applying to the receipt tax which comes into force on the first of January, (Monday next), with representative men in the trade, it would appear that it is not the intention of the government to tax cash register checks, unless it is stated on the same that it is a receipt. A. E. McLean, sales manager of the National Cash Register Co., Toronto branch, told Canadian Grocer that on a great many cash register slips, the words were printed "this is a receipt." With these words the cash register check constitutes a receipt, and is therefore liable to the tax, applying on amounts of ten dollars and over. "However we intend to change the registers at once," Mr. McLean stated. "We will have these words eliminated. Merchants are well advised to have this change made in their machines at once. It will be an easy matter to do this. Some of the large department stores have already done so, anticipating that the check handed out from the cash register with the words "this is a receipt" would be liable under the law. I expect that the government will permit a certain amount of latitude in the enforcement of the law at the start, permitting merchants time to have their cash registers changed."

The Letter is a Receipt

A. C. Pyke, secretary of the Canadian Wholesale Grocers' Association, discussing the new regulations, stated that he had not looked into them closely, but first hand, he thought the intention of the government in regard to this legislation had been made clearer. It was apparently not the purpose of the government, he said, to place the tax on cash sales over the counter. A letter or card acknowledging the receipt of payment is evidently viewed as a receipt, and the stamp on the letter is the only stamp tax required.

In regard to the clause in reference to payrolls, a manufacturer remarked that usually employers demanded signatures of employees as receipt for the same. "There might be a tendency," he said, "to offset the tax that must accompany these signatures, by paying employees with cash." However in most instances a signature of receipt is required, and with this the tax is demanded.

REGULATIONS GOVERNING THE RECEIPT TAX

"Counter sales slip and cash register tickets are not taxable, provided no words implying or stating acknowledgement of the receipt or the payment of money appear thereon.

"Payrolls, signature of employee thereon, being receipt for wages, taxable in respect of each such signature.

"Receipts for payment of taxes are taxable. A receipt for money in a deed or mortgage is taxable.

"Receipts for payment of taxes except those given to or by the Dominion Government or a Provincial Government, are taxable.

"Individual freight bills and periodical statements of same, acknowledging receipt of payment, are taxable.

"Customs House brokers' receipts are taxable.

"Letters forwarded by mail, also postcards, acknowledging the payment of money, are regarded as letters and cards, and are not subject to this tax.

"All insurance policies, whether fire, marine, life or casualty, wherein the payment of money is acknowledged, are taxable.

"All insurance receipts, acknowledging the payment of money, are taxable.

"Receipts drawn out of Canada, but not valid until countersigned in Canada, are taxable.

"Voucher cheques and cheques with receipts endorsed thereon, when drawn upon or addressed to a bank, are not taxable as receipts.

"Remitter's counterfoil, being part of a taxable express money order, is not taxable as a receipt."

Persons violating or evading the regulations are liable to a penalty not exceeding $100.

Rex Harper has commenced business with a store and stock at 79 Simcoe St., Oshawa.

Ald. Gordon Drake's Store Badly Damaged by Fire

London, Ont., Dec. 24.—Fire which caused damage to the extent of between $6,000 and $7,000 broke out early this morning in the grocery store of Ald. Gordon Drake, Rcetory street. Mr. Drake and his family occupy the second story of the building, and they awakened with their rooms filled with smoke and the large frame warehouse in the rear of the store was in flames.

A passerby saw the fire and sent in an alarm but before the brigade arrived Ald. Drake succeeded in taking two motor cars from a garage which was close to the warehouse.

PEDLARS MAY ORGANIZE FIRST UNION IN CANADA

Quebec, Dec. 27.—Fear that they will be liable to a very heavy license to operate in this province if the recommendations of the Retail Merchants' Association are accepted, has prompted the "pedlars" in the province to start organizing and forming an association to protect their rights. This will likely be the first "pedlars' association" in Canada and is to resist some of the demands made by the retail merchants by which they would be licensed at a rate of $1,000 per annum.

MORE BRAZIL NUTS

Brazil nuts may be as popular and as widely used in a few years as the lowly peanut. During 1922 more than 15,000 tons of Brazil nuts were harvested, says Consul Pickerell, Para, in a report to the U. S. Department of Commerce and prices reached a low figure, but nevertheless they paid. Owing to the big money in rubber, the natives have concentrated on supplying that commodity and have neglected the nut, but now the owners are really cleaning up their forests and making an effort to facilitate a greatly increased harvesting of Brazil nuts. Hitherto only a very small percentage of the crop has been gathered and then only from those trees that grew close to the river's edge.

TURKISH FLOUR IMPORTS AND PRICES

Flour prices in Constantinople have dropped 5 per cent. during the previous week, according to a cable dated November 29 from the Constantinople office of the Bureau of Foreign and Domestic Commerce. Arrivals during the week reached 20,000 sacks, and stocks on hand total 50,000 sacks. Shipments aggregating 50,000 additional sacks were en route to Constantinople. The Turkish pound has been quoted at between 50 and 57 cents lately, on November 29 being quoted at 55½ cents. Trade has improved somewhat on prime necessities. Native Armenian and Greek merchants are still cautiously doing a limited business.

Globe "Buy By Mail" Scheme Assailed

General Merchant on Pelee Island, Ontario, Lays Bare Some Facts in Regard to the Mail Order Question and Writes The Globe in Regard to the Same—The Position of the Merchant in the Country

Editor Canadian Grocer:

I notice in your issue of November twenty-fourth some editorials on the mail order business, and the new C. O. D. department of the post office, and an invitation to your readers to express their opinions.

One of the special advertising pages and questionnaires of The Globe came to us, and we thought it worth while replying to it, but up to the present time we have not had any acknowledgement of our letter. However, we have a copy of our reply, which we are taking the liberty of enclosing, as it may contain some points that have not been covered by other communications. At any rate it covers our side of the question pretty thoroughly, although we might say more and still leave things unsaid.

If not too much trouble, if you do not use the enclosed may we ask you to return it? We would also like to take this opportunity of expressing our appreciation of your magazine, the Canadian Grocer, which we find of great assistance, both instructive and interesting in every particular.

A. M. McCORMICK & SON.
Pelee Island, Ont., Dec. 15, 1922.

The Letter to the Globe

The following is a copy of Mr. McCormick's letter to The Globe:

The "Globe:"

Toronto, Ont.

I have read with much interest your advertising sheet, booming the new postal C. O. D. service, also your questionnaire, and thought it might be of interest to give you my views on the matter, from a double standpoint, first, of a rural postmaster, and secondly, a retail merchant in a rural district.

We admit, of course, that this service, from the standpoint of a Toronto daily paper, looks like a pretty good thing, not so much perhaps, for the general public, but for the Toronto department stores, whose money, collected from all parts of the Dominion, yields large profits that are invested in Toronto.

However, to be fair in this matter, we must look at all sides of the question. In every post office in the country the postmaster and his assistants spend all their time and energy in a service that is more arbitrary and exacting than any other public service, with less pay and longer hours of work, and are finding themselves every year more and more an "annex" to the Toronto department stores.

Salary on Basis of Stamp Sales

The postmaster's salary is based—not on the mail matter that he distributes, or the tonnage that he handles, but on the number of stamps that he sells. Consequently, two or three stamps that he sells, will bring him fifty or a hundred pounds of mail matter to distribute.

This in itself would seem to be a sufficient burden to add to the ordinary post office work, but now a paternal government, imitating our American neighbors, makes the postmaster, already nearly crowded out of his office with mail order parcels, responsible for the collection of the department store accounts, through the C. O. D. service. It is of absolutely no benefit or convenience to the public; a package cannot be delivered until the charges are paid, and it simply adds work and expense. As an instance of this, a firm in Toronto advertised a two-dollar article at a special price of one dollar. A patron of this office sent the dollar, and the article is mailed to him with a C. O. D. charge of $1.15, including charges the amount to pay is $1.22, which he must pay before he gets his purchase.

From the Retailer's Point of View

That is the postmaster's side of the story. Now look at it from the standpoint of the retail merchant, and show us where the public receives any benefit. True, the Toronto merchants are enabled to unload "sight unseen," as small boys trade broken jack knives, a quantity of goods that they could not handle over the counters, and the money they receive is invested in Toronto, and nine times out of ten they get away with the transaction because it is less bother to keep an unsatisfactory article and wear it out as soon as possible than to return it, and get your money back.

In the meantime, the retail merchant in the country or small town is trying to hold his trade, compete with the big department stores and make ends meet, and does not always find it an easy problem. In the first place, he must keep a better class of goods, because he could not sell over the counter the class of goods sold by advertising, and in the second place, in many cases he is waiting for his money while his customers are sending all their ready cash away to pay for the wonderful bargains (?) they read about in The "Globe." Possibly their conscience troubles them a little as they remember some absolutely necessary items they must have for dinner to-morrow, but then you know "we have an account with Mr. Jones, and he won't mind waiting until next month for the money—in fact, he ought to be glad to have our custom at all, and we could not afford to miss a bargain like this."

What the Country Merchant Does

Now no one will deny that the retail merchants throughout the country are a necessity—a necessary evil, judging from the amount of abuse they get. Nevertheless, they are a necessity, and besides being good citizens, they endeavor, as far as possible, to give as good service as any department store in the city. They carry a pretty heavy stock, too, compared with their volume of trade, much heavier than a city store, because they have to carry every line that is carried by a big department store, and their profits are less because they cannot turn their stock over as quickly. They pay taxes at home, they help keep up roads, schools and churches. They employ help at home, nearly always supporting from the business one or two families of employees, and when hard times come and money is scarce, they are the ones who hold a man up and keep him and his family from suffering for lack of necessities until he gets another job. Now, how much of this neighborly assistance and co-operation does the country district or the far-away customer receive from a department store in Toronto?

Cut out "buying by mail," and we venture to say trade will be better for the merchants and the customers will have a lot better return for their money, and the postmasters will rise up and call you blessed, when the parcel post and the C. O. D. services are abolished.

HALF AND HALF

Pat had just purchased a mule, but he was not satisfied, so he went back to the horse-dealer with it.

"You said the mule was quite tame," he said to the dealer.

"And so he is tame, isn't he?" replied the dealer, in an aggrieved tone.

"Not altogether—only partially so," the disconsolate Pat replied. "He is tame enough in front, but he is mighty wild behind!"

Wrong Slant on Profit Computation

Statement in Business Paper That Profit on Any Article is the Difference Between Its Cost and Selling Price is Taken Exception to by a Number of Merchants, and is Shown to be Incorrect

By HENRY JOHNSON, Jr.

FAR be it from me to place hurdles in the way of any sincere efforts to improve business or business men. Even if awkward, or half fledged, or ill-digested, so long as they are honestly put forth, they should be welcomed. The great need of the hour—of any other hour, for that matter—is that men shall be stirred to think, for then they are more than likely eventually to arrive at sound conclusions. Therefore even the most arrant nonsense has its uses.

But it certainly is surprising to have a publication called "Better Business," published in Winnipeg, come out with its editorial department burdened with stuff about "profit" all of which was known to be wrong by every enlightened merchant a generation ago, understood to be wrong by merchants only partly enlightened now and conceded to be wrong even by merchants who act on their better knowledge only part of the time, to-day.

In its August issue, "Better Business" ran material which I condense as follows:

> Profit on any article is the difference between its cost and selling price. And the percentage of profit is the proportion between that profit and the cost.....There is no use trying to evade the issue or to "educate the people" to believe that anything else is correct.....One of the factors that has brought about the present depression....was when someone put over the argument that profit was what the dealer had over after he paid his expenses and that percentage of profit should be figured on the selling price. The only reason a dealer is allowed a profit is to pay the expenses of his business. If he had no expenses, he would not be entitled to any profit. His expense includes a reasonable interest (per annum, not per amount of sales) on the money used in the business, a reasonable return to him for service....and payment of legitimate charges in connection with that service.

It would be difficult to crowd more error and misstatement into as few words, to say nothing of the question of clarity; but the following merits most careful study:

> The danger of charging profit on the selling price is that the selling price contains the expenses; naturally, there is little tendency to cut expenses if one is to have a profit on them.

And you will have to think pretty hard to get the meaning of this:

> It is not right to make a profit on another's money, and that happens when you get a dollar from a man for an article and charge a profit on the whole dollar; part of that dollar is his money, you have no right to a profit on it.

Further:

> If you have one of those cards showing how to charge profits on the selling price, throw it away and get back to the actual mathematical, multiplication table way of marking your profit.....And it may as well be added at once that the method of computing profit by percentage is very faulty. The use of the money involved....is only one part of the service given....When the cost of an article doubles....it does not justify doubling the selling price....A broom costs 30c. wholesale and was sold for 45c.; then it was raised to 90c.—the dealer is not justified in charging $1.35 for it....The broom drops to 15c. wholesale—can you sell it at 22½c.? You know you cannot pay the service costs and do so.....All you can do is figure out as low a margin as you can do business upon; then increase sales and reduce expenses to bring the profits.

H. Cross, Wood Mountain, Saskatchewan, sent me the clippings I have condensed, with this comment:

> Apropos of your contention for calculating margin on selling price, which, by the way, I have practised for thirty years or more, I am sending by this mail a copy of the Credit Men's Magazine, "Better Business," which contains an article reverting to the prehistoric methods of our revered forefathers. Please read this and give us your comments, when you have time, that is if you consider th's old dead dog worth any more ammunition.

The Wilson Grocery Company, Kamloops, B. C., also comments as follows:

> In your articles in Canadian Grocer you have always advocated the figuring of profits on the selling price. In this we quite agree and believe that system the only safe one, but we got a surprise a short time ago when we read the editorial in the August issue of "Better Business," clippings from which we enclose. Now, we would like to know what you think of an editor who issues a paper with the idea of promoting "better business," spreading such stuff broadcast amongst the merchants of the West. It seems to us that the people who are behind this so-called trade paper have in mind the keeping of storekeepers in ignorance of proper methods of doing business, so that they will be led to imagine that they are making a good profit when, as a matter of fact, they are not doing better than breaking even. We enjoy reading your "stuff" as you call it. Some of the problems you are asked to solve are really amusing. The fellow who is looking for a cheaper container than the cookie cans which belong to the biscuit manufacturer for his dried fruit must surely be Scotch. He reminded us of the old lady who asked if there was anything cheaper than Parowax to use in sealing up milk bottles in which she was canning her jam for winter use!

Some Still Contend the Earth is Flat

Well, I am really not much worried about any harm the editor of "Better Business" will do. As I recall it, such a question was discussed in a far western journal about ten years ago, and, as is invariably the case so far as my observation goes, the man who sought to maintain that cost was the right basis got himself badly involved. In fact, this matter of figuring wrong is the most alluring thing. It looks simple, logical, workable. But any man who seeks to follow it through a mercantile business soon gets mixed somewhere in his figures. Our editor quotes what also looks simple: "Two and two make four." But our difficulty is not in finding the sum of two and two—it is in making sure that, having the first two we shall get the second. We can add 'em all right whether we are eastern, western or middle. What bothers us is to get 'em!

Do not let us get discouraged. There are men to-day, caliphs—meaning successors—of the manager of what formerly was humorously called Zowie's Dion, who maintain that the world is flat. And it may be at that—from certain points of view. Aviators tell us that is as flat as a map when looked down on from up in the air. Quite evidently, this editor is up in the air—so we must expect his vision to be somewhat distorted. If he gets down to earth, behind the counter of any store, with the job wished on him to make money out of that store, he won't bother much about taking what isn't "his'n," for he will find that the best brains he has or

can hire will be needed to get the second two of the equation aforesaid.

He is approaching reason, too, as any man must, who thinks for a time on these problems. For though in his beginnings he insists that the total spread between cost and selling price is "profit," in his last sentence he makes a much clearer statement: "All you can do is figure out as low a margin as you can do business upon. Then increase sales and reduce expenses to bring the profits." That is a good differentiation—may I say, "the beginnings of wisdom?"

A Little Specific Stuff May Help

To confute all the error in the editorials would be to cover the entire subject—and there is neither space for that nor would it be useful nor even tolerable to most readers. But I feel that it will be worth while for many, including the editor of "Better Business," to refer to Fernley's "Right Way to Figure Profits," "Profits in Prunes," "Apple Money is Easy Money." I may add:

The difference between cost and selling price is margin—not profit.

The dealers—in all lines—who survived the recent depression were those who figured on sales, not cost. Witness Harvard's report on department stores as the only business which, as a whole, passed through 1921 with profit—the business which, as a whole has figured correctly for the longest time most universally of all. Consult Eaton's, Ltd., for the method followed; or ask B. Altman & Co., or Marshal Field, or Arthur Letts, or the Slessingers, or Harry Selfrige, or Harrods, Ltd., or Duffy Powers Co., just for samples. And will you prefer to follow known successes—will you consent at least to ask about their methods—rather than take the say-so of somebody who talks about brooms quite evidently without knowing a thing about the practical handling thereof?

For, though it may surprise him, this editor should know that brooms have been retailed at not merely as low as 22½c. but at 20c., and 15c.; that the margin in these cases was not more than 33-1/3 per cent. (correctly figured, by the way) which meant 6-2/3c. in the one case and 5c. in the other—gross—in

(Continued on page 30)

Saturday Night Shopping Passing?

By Amy Campbell

IS Saturday night shopping not a thing of the past, particularly in grocery stores? There is something to be said for the little group thus described:

"As sure as Saturday night comes 'round
There's a nameless group of three,
Who get fussed up and go down town
On a sort of unconscious spree—"

But the story of this very likeable group of Dad, Mother and little Chap has this to say of their shopping—

"They haven't very much to spend,
But they purchase with their eyes
The very best that the windows hold,
Nor wonder if its wise—"

Not only because "they haven't very much to spend," but because their Sunday supplies are already tucked away in their pantry, do they turn to the luxury of "purchasing with their eyes" from the window displays, with a careless leisure that does not include the anxiety of choosing Sunday's "roast" or the replenishing of the week-end supplies. These have had their place en regle. Saturday night is gala night with nothing to do with waiting for change or parcels or boring tired clerks.

In spite of this growing fact it is perhaps the grocers that are hardest to educate to the change. Competitors wait on each other to come into line with the result in London, Ontario, that of over two hundred or more grocery stores, a very small majority close their doors to business at seven. Another agitation is at its height among these merchants and fine results are expected.

"Perhaps we lose a small amount of trade," admits John Diprose, whose store is situated on Dundas street, in the very heart of the city's business centre.

"But," he continues, "what is that to the comfort of not having to return on Saturday night after supper to another half day's work, already tired beyond usual, with the rush of the week-end orders.

"One's own customers very readily accustom themselves to the early closing and co-operate accordingly. The amount of business missed is scarcely worth mentioning. At least we don't consider it so and all the other grocers adopting the new hours are exceptionally well pleased with the results."

"It isn't justice," declares Harry Ranahan, "to expect lady clerks to start their day at eight o'clock in the morning and come back to wearisome walking up and down behind counters all evening." That Mr. Ranahan's store has one of the busiest sections of Richmond Street for its site, makes the fact of sacrifice of Saturday evening business interesting as an experiment.

"With pay-day coming on Thursday, the Saturday night shopping is not so necessary as it used to be. Telephone orders are in long before the evening, as a general rule. It is very unusual to have our patrons call up that they have forgotten their orders or overlooked an item. People become thoroughly acquainted with the change in hours and remember them. They are glad to co-operate with the grocers for a civilized week-end.

"There are several more grocers contemplating falling in line. They are handicapped in many cases by competitors who still hold out for the old order of things, but it is certainly coming our way, especially with two of the principal departmentals closing every Saturday night at six o'clock."

Mr. Ranahan tells an interesting story of an order secured after Thanksgiving Day from a spasmodically regular customer. The latter arriving with a goodly order on the Saturday evening preceding the holiday, found the door locked, remembered with a jerk that "things that used to be were not"—and was good-natured enough and co-operative in sufficient degree to hold his order over till Tuesday for Mr. Ranahan, instead of taking it to another shop that was open, and where he was in reality a more regular customer. The order and the story both came the way of the grocer who was not afraid of respectable and early closing. It begins to look rosy for the future of sane Saturday evenings for tired business people. Another evidence that the world continues to grow better, more considerate and charitable.

Problems of This Year's Inventory

Trend of Price Fluctuations This Year Raises Some New Problems in Pricing the Stock on Hand—What the Inventory Should Include—Pricing at Cost or Market Whichever is Lowest

Written for Canadian Grocer by G. W. HAFNER, Manager G. W. Hafner, Inc., Auditors.

AN inventory is a part of a statement of the financial position and operating condition of a business upon a certain day. And yet anyone at all familiar with actual conditions will agree that the inventory is usually the most dubious figure in the financial statement or balance sheet. It may look very precise, but it commonly covers a multitude of sins. The entire process is often full of guessing and juggling; and, to cap it all off, a thoroughly unsound scheme of valuation may be employed.

What an Inventory Should Include

The influence of the closing inventory figures upon the showing of net income and financial position is so great as to demand the most searching scrutiny of inventory practices, and the insistence upon the use of principles and procedures which are as rational and accurate as possible. Especially in these days of heavy income and profits taxes has the inventory process—both taking and pricing—become a matter of utmost significance to all business men.

Hence our endeavor should be to ascertain, not alone how to take the inventory so as to eliminate mistakes, but also the best manner in which to price the inventory after it is taken. What we should be interested in is getting at the facts, whatever they may be. We want to know what the goods on hand on a certain day are worth as an asset of the business.

The merchant or manufacturer must not forget that, where the title to the goods is vested in him or in his concern, the following classes of merchandise should be taken into account in the inventory: consigned goods, in the hands of customers; goods in public warehouses, subject to order; goods in transit and the like.

Pricing at Cost

A choice of two distinct methods of valuing the inventory is offered: "Inventories should be valued at (a) cost, or (b) cost or market, whichever is lower." However, the use is permitted under abnormal conditions, of the selling price, **if actual selling prices were lower than cost or market.**

When used as a basis for pricing inventories, the word "cost" in the first method means the actual invoice price paid for the merchandise plus freight, hauling and handling. At the option of the taxpayer, cash discounts, may or may not be deducted, but the method adopted by the taxpayer in this respect must be followed consistently thereafter.

Now, the question immediately arises, how are cost prices to be determined? A plan widely adopted by business men is of assuming that goods utilized or sold are always taken from the oldest lot first; or in other words that the stock actually inventoried consists of the most recently acquired lots. In carrying out this plan it is necessary merely to arrange invoices in a chronological sequence; and beginning from the latest, take off both quantity and value figures until a quantity total has been obtained equivalent to the quantity shown on the physical inventory. Thus, the corresponding value total would be the value of the inventory. By this means the inventory value is drawn from the actual records in a simple and systematic way, all guesswork and uncertainty being eliminated.

Pricing at Cost or Market

Where the second method—"Cost or market, whichever is the lower"—is used; it becomes necessary to set up three price columns on the inventory records, designated as "Cost," "Market," and "Lower," as illustrated by Fig. 4. The cost per item or unit should be entered in the first column. the market price in the second column; and the lower of the two preceding figures, in the third column. The number of units of each item appearing on the inventory sheets are then extended at the values showing in the third column.

Market is defined as the current bid price prevailing at the date of the inventory for the particular merchandise. In establishing a "bid" price it is necessary to show actual tradings in the particular merchandise, goods or materials at the prices used. But it is not necessary for the individual taxpayer, himself, to have made the transactions used to establish the market price; the known transactions of others are acceptable evidence of the validity of such a price. Getting at the market price is sometimes difficult, but there is no mystery about getting such values in the same form as it is bought.

The material part of any manufactured product, such as in the case of tinsmiths, would also be priced at market, plus labor and overhead. In labor

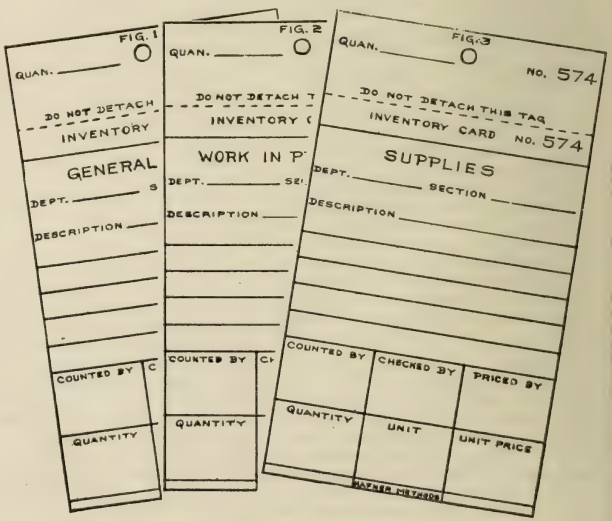


Fig. 1, General Stock tag. Fig. 2, Goods in process. Fig. 3, "Supplies" for sundry items of supplies on hand. Tags used in conducting the annual inventory.

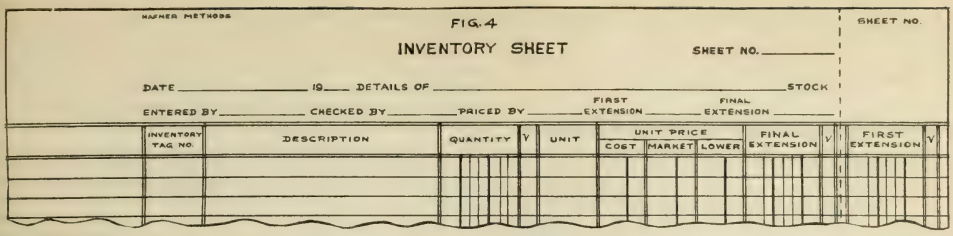

NAMED METHODS

FIG. 4

INVENTORY SHEET

SHEET NO.

SHEET NO.

DATE ____ 19__ DETAILS OF ____ STOCK

ENTERED BY ____ CHECKED BY ____ PRICED BY ____ FIRST EXTENSION ____ FINAL EXTENSION ____

	INVENTORY TAG NO.	DESCRIPTION	QUANTITY	V	UNIT	UNIT PRICE COST	MARKET	LOWER	FINAL EXTENSION	V	FIRST EXTENSION	V

Fig. 4 provides columns for designating the Cost, Market and Lower price. The number of units of each item are then extended at the values showing in the third column.

and overhead the use of "market" also applies. These are usually measured of course by the actual payments for labor during the period, and by actual overhead for the period, or by an average rate or a standard rate of overhead. Thus the labor represented in the goods being inventoried may have been at a higher rate than that obtaining at the close of the year. The actual burden rates at the end of the year may, likewise, be lower than the rates applied when the products were manufactured. In such cases the lower rates in effect may be substituted.

In the Nature of a Photograph

This whole matter of pricing the inventory will be simplified and clarified, if it is borne in mind that the inventory is in the nature of a photograph, a snapshot, of the value of the stock on a particular day. It is not an impressionable painting that brushes into the values either the hopes or the fears of the future. Neither is it a forecast of what the business will be in a week, a month, or six months hence.

It is advisable, then, from every conceivable standpoint that inventories be valued by the second method; i.e., "cost or market, whichever is lower." As an indication of financial condition on a specific date, actual cost is not, in the very nature of the case, a satisfactory valuation. Price changes between purchase and inventory dates, are quite likely to be so striking as to render "cost" an extremely dubious representation of the true economic position of the concern. Especially during a phase of depression, with the trend of prices constantly downward, such as that we are now experiencing, it would put a valuation upon the inventory entirely too high.

Taking the Inventory

The taking of a true physical inventory involves some considerable preparation. This matter of preparation is a governing factor in securing accurate quantities. If you want an exact inventory you must begin some time in advance. A definite plan of procedure must be laid out, definite instructions sent to all officials and employees, and everyone must familiarize himself with the instructions. For the guidance of business men in this respect, the following general instructions are presented:

The following instructions outline the means of taking a physical inventory of stock at the close of business, December 31st, 1922. In order to obtain dependable information, these instructions must be understood by the executives of the company, as well as by ALL the individuals who will handle the detail work of counting, checking, pricing, recording and extending the inventory.

The manager will assume the entire direction and responsibility for properly carrying out instructions and taking inventory. He will determine that all persons in any way connected with the work understand the instructions, and are thoroughly familiar with just what will be required of them.

The department manager, or individual in charge, in each department will be held responsible for the count of all merchandise which is within the boundary of his department at the time of taking inventory.

Each department manager will assign certain individuals in his department, who are competent, to the various sections to make the count of all stock within such section. Since the department manager will be held responsible for the accuracy of this work, he should use care in choosing the men who write legibly, know the stock thoroughly and are careful and accurate.

The Working Arrangement

The men shall work in gangs of two, one counting the stock, and the other writing up the description and other necessary information on the tags to the proper lot of merchandise. The tags marked "general stock" (figure 1) shall be used for listing all stocks of merchandise; the tag marked "goods in process" (figure 2) for all products in course of manufacture; and the tag marked "supplies" (figure 3) for sundry items of supplies on hand.

Every tag will be numbered, and all of them must be accounted for. In case an error is made in writing a tag, under no circumstances must it be destroyed. It shall be marked void, and given to the department manager.

As soon as an entire department or section has been completed, the department manager will notify the inspection committee, who will make a sufficient examination to determine that all stock has been tagged, that the description on each tag is correct, that the proper unit appears on the tag, and that the quantities appearing on the tags are correct.

As this is done, the inspectors will tear off the bottom portion of the tag, place their initials in the space marked "checked by," and turn the tags over to the department manager. The department manager will see that all tags received by him are accounted for, and will then turn them over to the office, for checking with the issue records. The stubs must remain with the merchandise and no stock shall be removed until all tags are accounted for.

When the tags are received in the office, and are checked with the issue records, they will be turned over to the pricing clerks, who will price the tags under the direction of the manager.

When all the tags are accounted for and priced, they shall be assorted, first by the following classifications, and then by particular items.

1—General Stock.
2—Goods in process.
3—Supplies.

Having been thus assorted, they shall be listed on inventory sheets (figure 4) and the first extension made on the stub of these sheets.

After this extension has been made, all sheets will be numbered, the stub to bear the same number as the sheet. The stub will then be torn off and the final extensions made in the column provided on the sheet proper. By comparing the total of each sheet with the total of its respective stub a proof of the clerical accuracy of extensions and footings will be obtained.

TAKES HIS INVENTORY

(Continued from page 13)

ing comes there should be a consultation and the buying confined to one or two of the best brands in each particular line. I know of one store in particular in this city which sells seven different brands of canned peaches, all of which are about at the same price, same quality and are competitive with each other. Personally I believe this to be a big mistake and where I find such competition among lines in my store I endeavor to cut it down to at least two or three."

CANADIAN GROCER

MEMBER OF THE ASSOCIATED BUSINESS PAPERS
ESTABLISHED 1886.

The Only Weekly Grocery Paper Published in Canada
Subscription Price $4.00 Per Year.

Published Every Friday by

THE MACLEAN PUBLISHING COMPANY, LTD.
Publication Office—143-153 University Avenue, Toronto
MONTREAL WINNIPEG VANCOUVER

VOL. XXXVI. DECEMBER 29, 1922 No. 52

Seek Out the White Elephants

A REPORT from Columbus, Miss., states that a wholesale grocer there has a private zoo which included a large elephant. Recently the elephant lost its life in an accident. The elephant escaped from its keeper and foundered in a slough. Her neck was broken in attempting to haul her out.

We have not yet heard of any grocer in Canada having a live elephant, but we wonder how many grocers will find "a white elephant" among their stocks when they take their yearly inventory?

One of the valuable results obtained from taking an inventory at least once a year, and apart from the desire to know just where the merchant stands, is to become better acquainted with the stock. To find what goods or brands have been selling and those which have not, to analyze the situation and learn just why certain goods sell freely while other brands are barely moving at all, are tasks for the retailer at this time. It is an opportunity to clean house and to cull the "white elephants." We know of one merchant who does this as regularly as the inventory is taken. When the clerks go over the stock, to those lines which have not been selling as fast as they should for some reason or another, a colored tag or slip of paper is attached. Then when the stock is all written up, the goods with the colored tags attached are gathered together, placed on a display table and a special price put on them. This enables the merchant to get rid of the "white elephants" with as little loss as possible and makes him more careful in buying and in the selection of his merchandise during the coming year.

A Lesson For The Retailer

MANY OF the most pressing problems facing the trade to-day are those in connection with costs of distribution. This subject has many ramifications for the retailer involving as it does the question of store administration, but it is a subject to which manufacturers and wholesalers are also giving much more attention and as their decisions in regard to marketing methods directly affect the retailer, he must be fully alive to what is going on and introduce such efficient methods in his business and take such steps to stimulate turnover that producers will not be given cause to consider other channels for adequate marketing of their goods.

For some months it has been quite apparent to manufacturers that too much attention has been paid in the past to production, and too little to distribution. This was a more or less natural development of the war period when productive capacity of our industries was strained, and in the immediate post-war period when there was little hesitation on the consumer's part to buy freely. In recent times, however, this condition has changed and not only must the manufacturer seek an outlet for his normal production but in many cases he must secure more than ordinary distribution to keep running those plants which were expanded under the pressure of war requirements. Thus the problem of distribution has become an acute one for all concerned.

After examining production costs closely some of the shrewdest manufacturers in the industry state they have been paying too big a price for distribution. There has been too much careless buying on the part of retailers which has hurt their own interests as well as those of the manufacturer. The solution is a larger volume of business on a smaller margin of profit. This can be partly brought about by using stock limits on seasonable merchandise and other mediums of intelligently guiding buying and selling. The trouble which certain retail grocers claim is facing them today in the form of too many retail stores is fundamentally the same trouble which has been facing the manufacturer for some time past. There have been too many factories and too little buying on the part of the retailer. But the manufacturers have not endeavored to solve the trouble by taking action to curtail the number of producers, they are following out the more constructive plan of adopting more efficient methods so as to shorten the margin and secondly of developing their connections with their retail customers on the basis of service. "We are selling our connection to-day rather than merely a product" says a prominent manufacturer who finds that the plan plus fair prices has solved many of their marketing problems. The same solution will do for the retail grocer.

Foresight of British Traders

GERMANY MADE a big mistake in considering that the people on the American continent were price buyers, stated A. C. Pearson, vice-president of the Dry Goods Economist recently. She assumed America was a cheap market. Great Britain knew different. She has always succeeded in selling in America her quality wares, despite tariff barriers and other restrictions. Printers Ink comments that even the recent United States tariff will not keep out really high-class merchandise. If it has exceptional quality and other distinguishing features, the American people are willing to pay its price.

This bears out Canadian Grocer's contention that those in this trade who are looking for price regardless of quality, are following the wrong path.

Circulars to Dead Men

A BUSINESS man showed us recently a circular from a manufacturer of a beverage that was addressed to his wife, or rather to his wife if he had had one. He is a bachelor and naturally displeased.

Another business man in a certain institution is receiving regularly from financial houses, circulars addressed to a man who has been dead at least ten years. At one time he was connected with the same institution and his name is somewhat similar to the individual who is now getting these circular letters.

This again goes to show how difficult it is to keep mailing lists in proper shape. Not only that, but it gives a very poor impression of the house that sends out such a circular. It would be interesting to know just how many dead men are getting circulars everywhere in Canada. The loss in postage, stationery, and time in getting them out and mailing them, must be enormous. There is far too much waste along this line.

Current News of The Week

Canadian Grocer Will Appreciate Items of News From Readers For This Page

Maritimes

The general store of George St. C. Wilson, at Yarmouth, N. S., was burned to the ground a few nights ago. Mr. and Mrs. Wilson and family had a narrow escape, and had to get out in their night clothes.

Quebec

Angus McIntosh of Montreal, has been appointed selling agent for Sovereign Brand salmon for the provinces of Quebec and Ontario, excepting Hamilton.

Ontario

Dentinger's grocery store has recently been opened in Kitchener.

The Walkerville Dairy, Limited, Walkerville, has opened a retail store where cheese, butter and milk will be sold.

The general store of W. A. Shadd, at North Buxton, near Chatham, was entered the other night, the till broken open and a sum of money stolen.

Held up at Davenport and Marchmont Roads, Toronto, last Saturday night, by armed youths, who jumped from a stolen motor, Kenneth Charles, aged 14, a messenger boy employed by a Davenport Rd. grocer was robbed of $30 in cash. The robbers, three of them, escaped.

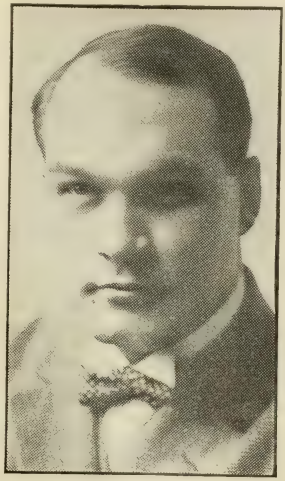
W. A. Bishop of Owen Sound, and father of Col. R. Worth Bishop, of Bishop and Pringle Co., pickle manufacturers, Owen Sound, passed away a few days ago, following a lengthy illness. He was in his 65th year and had lived in Owen Sound practically all his life. The late Mr. Bishop was president of the company.

T. J. Stillman, head of Stillman Creameries, Ltd., Stratford and St. Marys, dropped dead on the train at Utica, N. Y., a few days ago. He was returning from the funeral of his sister at Hornell, N. Y. The late Mr. Stillman was 55 years of age. He took an active part in the political and municipal affairs of St. Marys.

Business Changes

W. Percy is now the manager of the Dominion store at 835 Danforth Ave., Toronto, Ont.

The West Indies Trading Association here, opened a branch at 1002 College St., Toronto. C. McDonald is the manager.



GEO. F. STEVENSON

who has been appointed general sales manager for Dominion Canners, Limited

Sudden Passing of Sales Manager of Eby, Blain Company

Toronto, Dec. 26. (Special).—Seized with an attack of heart failure while at dinner, Horace Hardy, sales manager and director in the Eby, Blain Company, died suddenly at his home, 185 Balsam avenue, about 7 o'clock on Friday night last.

A son of Thomas Hardy, a well-known merchant of Toronto, he was a native of this city, and since boyhood had been engaged with the firm in which he attained to the high position of sales manager and director.

The late Mr. Hardy held many high offices in the Masonic Order, being a Past Master of Beaches Lodge, Past Master of St. Aidan's Lodge, Past Z of Beaches Chapter, and Assistant Grand Director of Ceremonies of the Masonic Grand Lodge of Canada.

He is survived by his wife, two children, two brothers and a sister.

McLAREN'S, LTD., SALESMEN ARE IN ANNUAL CONFERENCE

Hamilton, Dec. 26.—Representatives of McLaren's, Ltd., Hamilton, gathered together from all parts of Canada for a three-day discussion of the further developments of this already gigantic organization this week.

Chas. Peebles, the general manager, presided, and the following salesmen were present: James A. Unwin, Toronto; Maurice E. Basemen, Hamilton; J. Stewart MacKenzie, manager, Winnipeg branch; N. N. Munro, Montreal, Que.; James H. Wagner, Hamliton; J. S. Cotton, Port Arthur; Arthur Lavis, Hamilton; Harry L. Quillie, Brantford; Percy Entwhistle, Hamilton; H. S. MacQuarrie, Dartmouth, N. S.; Fred Mingay, London; Charles Tufts, Cobourg; Fred Pinney, Hamilton; Walter M. Currie, Hamilton; Arthur Proulx, Beauharnois, Que.; John Brady, Brantford; John Bate, Brandon, Man.; J. W. Stafford, Edmonton, Alta.; Wm. Longmire, Calgary; C. E. Bradstock, Winnipeg; Fred W. Smith, Winnipeg; J. W. Helps, Regina; B. M. Armstrong, St. John, N. B.

Jobbers Buy Together to Meet Prices of Competing Chain

A number of Saskatchewan wholesale grocers have formed a buying organization, the purpose of which is to be able to buy in larger quantities at better prices. The organization has been divided into sections each of which forms a separate purchasing association within the organization. For instance, two or three men are selected to purchase only canned fish. Jams will be bought by another set of men and so on.

Several reasons are given for the establishing of such a buying organization. Among them are that the wholesale grocers of Saskatchewan may be able to save money by buying in larger quantities; that they may be able to sell goods cheaper to the retail trade who will then be in better position to compete with mail order houses. Still another reason stated is to be able to compete better with an existing chain of wholesale grocers throughout Western Canada.

Former President and Director of Wholesale Grocery, Ltd., Face Conspiracy Charge

J. Kenneth Knowles and J. C. Knowles, of Wholesale Grocery, Limited, Are Charged With Conspiracy to Steal Between $60,000 and $70,000 in Groceries From Wholesale Grocery, Limited

TORONTO, Dec. 27. (Special)—J. Kenneth Knowles of 25 Northcliffe Boulevard, who was president and J. C. Knowles of 263 Main Street, a director of Wholesale Grocery, Ltd., were yesterday arrested by Detectives McConnell and Mulholland on the charge of conspiring to steal between $60,000 and $70,000 in groceries from Wholesale Grocery, Limited. The charge arises out of alleged transactions with a retail store in the East End. The men were later admitted to bail.

Wholesale Grocery, Limited, of which J. Kenneth Knowles was president and general manager, made an assignment for the benefit of creditors to John L. Thorne, authorized trustee, on September 27. The business was carried on at 7 Wellington street, west. J. C. Knowles was a director.

In a sworn statement made before C. W. Adams, a commissioner, on the day of the assignment, J. Kenneth Knowles estimated his total liabilities at $57,790.33. Of the total the unsecured creditors rank for $36,716.31. The secured creditors have claims for $18 880.29 and preferred creditors' claims of $2,193.73. The assets, according to the estimated value placed by J. Kenneth Knowles, amount to $44,450.01. The stock in trade is valued at $30,581.62, and book debts were expected to realize $4,849.

The assets, when compared with the liabilities, are alleged to show a deficiency of $13,340.52. There are 156 unsecured creditors.

Canned Corn Will be Rigidly Inspected, Says Ottawa Report

Claim Made by One Canner's Representative at the Capital That "Choice" and "Standard" Grades Are Masquerading Under "Fancy"—The Various Grades Defined

OTTAWA, Dec. 27. (Special).—Information has come to your correspondent that there may be some changes in the system of grading canned vegetables during 1923; or perhaps it would be more accurate to say that the grading will be rigidly enforced. Not long ago a representative of one canner was in Ottawa and visited the Department of Agriculture that has this matter in charge. He stated that in some cases at least, canned corn was not being graded properly. In other words, his claim was that some corn graded as "fancy" should have been graded as "choice" or only "standard." He went into the matter carefully with some of those in charge. Several tins of corn were sampled and it is understood that the officials of the department agreed that more care should be exercised in the grading for the protection of the canner who is grading his goods properly, as well as for the protection of the merchant who buys according to grade, and of the consumer.

It is understood that assurance has been given that the matter will be gone into thoroughly early in the new year, and that the products of the various companies will be checked up more closely.

The department defines the various grades of corn as follows: Standard Choice, Fancy and Seconds.

"Standard," "Choice" and "Fancy" grades shall be packed from certain varieties of corn known to the trade as sweet corn, or "sugar corn." The corn shall be picked from the stalks when it is young and tender; that is when the kernels are in a creamy or milky state on the cob.

"Standard corn" shall be fairly young and tender and free from any considerable portion of cob, silk, husks or specks. The color must be reasonably white with very little brown in it.

"Choice corn" shall be young and tender; the color should be bright. It must have the distinctive flavor of young corn and be practically free from pieces of cob, silk, husks or specks.

"Fancy corn" shall be selected stock of young and tender sweet or sugar corn. It shall be packed while still fresh and must have the distinctive flavor of young corn. It must be free from pieces of cob silk, husks or specks. The color must be bright and the appearance creamy.

"Seconds corn" shall be packed from sweet or sugar varieties of corn which, while still in the green state, are too matured to meet the requirements of any of the foregoing grades. Certain varieties of corn known as "Indian" corn, "Field" corn and "Common" corn may also be used in this grade but these latter varieties will not be allowed in any other grade. The finished product shall be fairly free from pieces of cob, husks or silk and shall be fairly bright in color.

All grades shall be solid pack and the cans must be filled full. The minimum net weight of the contents of a No. 2 can shall be 20 ounces.

It will be noticed from the above that the "Standard," "Choice" and "Seconds" varieties may have some cob, silk, etc., in them but that the "Fancy" must be entirely free. This was one of the chief points taken up with the department by the visitor to Ottawa.

Letters To The Editor

PRICING GOODS AT INVENTORY

Editor, Canadian Grocer:

We are getting our stock in shape to take stock and would be glad to have your opinion on the following questions:

1.—Should goods be priced at the actual invoice cost or what we can buy them for to-day?

2.—We find that we have some goods which have been in stock for some time and are not selling. In fact it is doubtful whether we could get the cost out of them. How should these be priced?

3.—How should fixtures be priced?

Yours very truly,
G. B. H.

Editor's Note:—The purpose of taking an inventory is to know the actual value of the stock at a certain date in the year. Therefore, to know accurately that value, the stock must be priced at the figure at which it can be replaced on the day the inventory is written up.

2.—To answer this question the merchant should p ce himself in the position of a buyer, or in other words imagine himself as buying the stock. If there are certain goods in the stock which have become shop worn, labels soiled or something else the matter with them which would hinder their sale at the original price, then a price should be set upon them at which they could be moved, no matter whether the actual selling price was cut 50 per cent. or even more. Pricing an inventory should be accurate even if by so doing the merchant shows himself a loss.

3.—There is no hard and fast rule by which a merchant could inventory his fixtures but it is a well known fact that in five or six years or even in a less time, fixtures will not bring in the open market 50 per cent. of their actual cost. The majority of merchants and manufacturers figure that fixtures and machinery should pay for themselves in ten years, so they distribute the cost over a period of ten years writing off ten per cent. of the cost each year. If the fixtures cost say $1,000 last year, then they would be put at $900 this year. This appears to be a very good plan and merchants can hardly go astray in adopting it.

News of Western Canada

The Kerr Grocery in Lethbridge, Alta., has been purchased by H. E. Meibech of the same city.

R. T. Fagan, manager of the factory of the Crescent Creamery Co., Ltd., at Dauphin, Man., has been elected mayor of Dauphin for 1923.

RAPID DEVELOPMENT OF DAIRY INDUSTRY IN MANITOBA

Winnipeg, Dec. 26.—Manitoba's dairying industry has shown remarkable development during the past few years, and out of 51,000 farmers in the province there are now 26,000 of them producing and shipping milk and cream. Immediately prior to the war, Manitoba was an importer of dairy products, but to-day the province is one of the greatest exporting provinces of the Dominion. Seventy carloads of butter were brought into the province in 1914, while exports now total 100 carloads annually.

"It has been one of the most remarkable developments of a new industry that I have ever known," stated J. S. Evans, deputy minister of agriculture for Manitoba, in discussing the history of dairying in Manitoba.

Gibson Paterson Ltd., Sales Staff in Convention

Winnipeg, Dec. 26. (Special).—The annual sales convention of the Gibson Paterson, Limited, manufacturers' agents and brokers, ended Friday morning after four days. Salesmen from all over the West were in attendance. The year's work was reviewed and it was found that sales had shown substantial increase. The outlook for the coming season is regarded with optimism and enthusiasm. The following Winnipeg members were in attendance: R. M. Gibson, T. E. Paterson, C. R. Obinson, R. H. Knight, E. A. Rankin.

Members of the staff from outside points in attendance were: R. H. Quinn, Vancouver; J. M. Deans, Edmonton; A. Simpson, Calgary; G. S. Grover, Regina; O. D. Gould, Saskatoon; G. V. Hicks, Brandon.

Western Travelers Have New Officers for Coming Year

Winnipeg, Dec. 27.—New officers elected at the annual meeting of the North-West Commercial Travelers' Association of Canada, recently held here, are as follows:

President, J. E. Holland; vice-president, S. J. Godwin; treasurer, Chas. Holden; vice-president representing Saskatchewan, J. Thomas Fox, of Saskatoon; vice-president for Alberta, R. W. Watson, of Calgary; vice-president for British Columbia, Geo. H. Hewitt, of Vancouver.

Executive committee—J. D. Campbell, Saskatoon, representing Saskatchewan; Geo. Mather, Vancouver, British Columbia; S. S. Savage, Calgary, Alberta; C. W. Baker, W. J. Snell, N. C. McDougall, M. B. Clint, Adam Mitchell, D. M. Campbell, W. H. Lewis, Geo. Laing, John Stevens, A. N. Doupe, J. S. McDiarmid, A. Webber and Jack Snydal, past presidents.

Provincial Officers

British Columbia advisory board—President, J. J. Whalen, Vancouver; vice-president, F. J. Hall, Victoria; treasurer, E. W. Dean, Vancouver. Directors—R. L. Brown, Vancouver; F. J. Lumsden, Vancouver; F. Davidson, Vancouver; J. I. Loutit, Vancouver; Dave Kerr, Nelson; J. W. Newman, Vancouver; H. W. White, Vancouver.

Saskatchewan advisory board—President, A. A. Brown, Regina; vice-president, J. W. Lightbody, Yorkton; treasurer, D. D. Thompson, Regina. Directors—E. N. Argue, Saskatoon; R. W. Birch, Regina; W. J. Bright, Regina; T. B. Jones, Moose Jaw; R. F. Macintosh, Saskatoon; Thos. Smith, Saskatoon; T. H. Treleaven, Saskatoon.

Alberta advisory board—President, A. J. Brown, Edmonton; vice-president, J. A. Eoll, Calgary; treasurer, W. C. McRoberts, Calgary. Directors—W. R. Saults, Calgary; Robt. Gray, Lethbridge; C. E. Wright, Calgary; E. R. Ford, Calgary; A. M. Mouat, Calgary; J. R. Renton, Calgary; H. H. Free, Edmonton.

HIGH IDEALS IN BUSINESS

H. C. McLaughlin, vice-president of the McCaskey Systems Limited, Galt, Ontario, in tendering Christmas greetings brings out the high ideals that should characterize business to-day. His greeting reads:

This is the Birthday of Him who stands, of all ages, the bright unsullied example of unselfish love.

Business has been, and is being arraigned as the quintessence of sordid, selfish greed.

And yet, by a strange paradox, business is becoming humanity's highest and finest expression of His spirit and follower of His teaching.

Business is feeding the hungry, clothing the naked, healing the sick, visiting those in prison, opening the eyes of the blind, carrying the lame and the halted, teaching the ignorant, training the incompetent, and printing and distributing the Glad Tidings to all nations.

Business is learning that war is waste. Business is to-day gathering its mighty forces to put an end to class hatred, industrial strife, destructive competition, sectional hatreds, and international war. Thus is Business bringing "Peace on Earth—Good Will toward men."

Business makes friends and brothers of all nations and all races.

Trade knows no color line, nor race prejudice. Community of business interests, means unity in thought and feeling. It is the fruition of the desire of Him who said, "All ye are brethren."

Business has demonstrated the practical truth of the Golden Rule He uttered. Business now rests upon the principle He laid down, when He said "He that would be greatest among you, let him be your servant."

Business, more than any other human agency, has brought, and is bringing, harmony between men and nations. Harmony is an expression of Love, and He said, "This is my commandment, that ye love one another."

TRAGEDY OF CHINA'S TEA TRADE

The decline of China's tea trade is the greatest commercial calamity that has befallen that country, and one for which there is little justification, says Consul General Cunningham, Shanghai, in a report to the U. S. Department of Commerce. Ceylon and India have been wise. The Chinese have been slow. They have failed to read the signs of the times, with the result that their former great tea trade is passing to their southern neighbors. Green, black and brick tea are still being exported from China, but in pitifully small quantities compared to the hundred of millions of pounds exported when the Chinese tea industry was in its prime. The two principal varieties of green tea, known as "Chu" and "Yui" will always be in demand the world over. The leaf of the former has the appearance of a pearl, which is, in fact, the meaning of "Chu." The leaf of the latter variety is longer than that of the "Chu." The best green tea is supposed to be Hyson. The heaviest export now is Green Powder, and the next Young Hyson and Hyson.

R. L. Goodfellow is managing the Dominion Stores at 261 Danforth Ave., Toronto.

G. L. Thomas has opened for business with a store at 1151 Main St., Hamilton, Ont.

Weekly Grocery Market Reports

Statements From Buying Centres

MARKETS AT A GLANCE

HOLIDAY business is reported from all quarters as quite satisfactory and better than a year ago. Special Christmas lines have been fairly well cleaned up and in fact some lines had become scarce in wholesale houses several days previous to the holiday. Markets during the past week were under the influence of the holidays and generally presented a quiet appearance if not closed until after the turn of the year. The raw sugar market after developing quietness has suddenly turned firmer. Sales of Cubans being made at 3 5-8c c. & f. New York for early January shipment and 3 1-2c c. & f. for the latter half of January, and in addition some 3,400 bags of Cubans in port were sold to operators at 4c c. & f. apparently to cover exchange transactions. This price, however, refiners were not willing to pay therefore nominal spot quotations remain at 3 3-4c c. & f. There are now two definite estimates of the new Cuban crop. Himley, of the Federal Sugar Refining Co., places the crop at 4,102,857 tons while Guma-Mejer estimates the crop at 4,193,000 tons. The U.S. refined situation is quiet at $7.10 seaboard basis. Prices for export are unchanged at 4.75c for prompt shipment and 4.60c for February and March shipment, net cash in bond p. a. s. The Canadian refined situation is without any special feature, but it is understood that there is no pressure at sell. Refiners' lists are unchanged at $8 basis Montreal.

The situation in tea continues to be one of outstanding interest and the tendency remains strong and upward. Markets abroad are closed on account of the holiday season but it is expected that when they again open after the turn of the new year that the situation will show even a stronger tone with possibilities of further advances. Another factor in the tea situation is the advance in Sterling exchange which so far means about one cent per pound on tea imported into Canada. Coffees are firm but no change is noted in quotations to the retail trade. Currants on spot continue scarce but shipments are expected in a couple of weeks on which prices are lower. Raisins are firmer while other dried fruits show little change. Canned vegetables are moving in good volume with the situation steady but firm in tone.

QUEBEC MARKETS

MONTREAL, Dec. 27.—The grocery market is quiet and will remain so until the early part of next week when the wholesale travellers will be out on their territories again. The wholesale trade is looking for a brisk month in January since stocks carried by the retail trade are not heavy. This will serve to strengthen a market that is already firm. Grocery lines in general are in a much better condition than at the beginning of the year. Cutting in canned goods has almost disappeared and, in fact, the market in a number of lines is strong. Buying in canned goods will be heavy in January. The sugar market is uncertain for the future and opinions vary concerning it. At the present time it has every appearance of a steady market. Corn syrups have a strong tone on account of the strength of the market for the raw product. There has been an easier feeling in cereals but mainly on account of the quiet market and with a better movement, which is sure to come, a better tone is expected. There is no change in package goods. Cloves and cassia are scarce on primary market but demand has been light here and the local market does not show the effect directly. Coffee is in a steady position but tea dealers claim that another advance in black teas must come in January. The nut market is quiet and weak in all lines except shelled walnuts which show a strong tendency. Dried fruits are all easier for the new year but the importers are well pleased with the holiday business.

ROLLED OATS IRREGULAR

Montreal.

CEREALS.—There is some irregularity in local prices on rolled oats due to keen competition for what business there is passing. This is a result of the quiet holiday period but millers are of the opinion that early in January there will be a bigger demand for replenishment of both wholesale and retail stocks and then rolled oats will take on a stronger appearance. For the last three weeks the cereal market has been quiet and the result is an easier feeling for the present.

CEREALS—		
Rolled oats, bag	3 10	3 25
Oatmeal	....	3 75
Pearl Hominy	....	2 40
Corn meal	2 50	2 80
Graham Flour 98 lbs.	....	7 65
Buckwheat Flour	....	4 25
Pot Barley	....	3 25
Pearl Barley	....	8 85
Beans, Ont.	....	3 80
Do., Can.	....	3 30
Lima Beans	....	0 06
White Beans	....	0 07½
Green Peas, dried	0 03	0 05¾
Split Peas	....	0 07¼
Peas, standard	1 70	1 80

COTTON TWINE STEADY

Montreal.

COTTON TWINE.—Prices on cotton twine and rope are steady and without any indication of a change.

COTTON TWINE—	
4 ply balls	0 51
3 ply balls	0 48
3 ply cones	0 47
3 ply tubes	0 47
4 ply cones	0 50
4 ply red and white	0 58
Cotton rope 3-16	0 45
¼	0 44
5-16	0 44
⅜	0 44

CANNED GOODS FIRM

Montreal.

CANNED GOODS.—The demand for canned goods has been limited during the past two weeks on account of the holiday season but the wholesale trade is expecting a marked revival of the demand early next week as soon as the travelers are on the road. Stocks carried by the retail trade are small and must be replenished. The feeling locally is

that a strong market for canned goods will be a feature for the remainder of the winter with some advances. Tomatoes in particular are looked upon as a good buy. There is a striking contrast between the canned goods market for this year and that of last. Price cutting has practically disappeared.

CANNED VEGETABLES

Asparagus, imported (2½s)	5 00	5 25
Beans, golden wax	1 50	2 05
Beets, 2s whole	....	2 40
Beets 2s sliced	....	2 40
Cabbage, Simcoe, 2½s	**180**	....
Corn, 2s	1 20	1 40
Corn, extra quality	....	1 40
Corn (on cob) 2½	2 40	**2 75**
Carrots (sliced), 2s	1 45	**1 75**
Spinach, 3s	2 85	**2 90**
Squash, 3s	2 86	**2 90**
Succotash, Can. (2s)	....	1 45
Do., Can. (2s)	....	**1 80**
Do., California, 2s	**3 15**	**3 50**
Do., (wine gals.)	**8 00**	**10 00**
Sauerkraut, 2½-lb. tins	....	1 60
Tomatoes, 1s standard	0 95	1 00
Do., 2s	....	1 05
Do., 2½s	1 42½	1 45
Do., gallons, standard	....	5 25
Parsnips, Simcoe, 2's	**1 80**	....
Pumpkins 2½s (doz.)	1 50	1 55
Do., gallons (doz.)	....	**4 50**
Do., early June	1 85	2 00
Do., extra fine, 2s	....	**3 25**
Do., Sweet Wrinkle	....	1 57½
Do., 2-lb. tins	....	2 75
Peas, New Pack—		
Standard, 2-lb.	....	1 45
Early June, choice	....	1 80
Do., standard	....	1 70
Fine French, 2-lb.	....	2 30
Canned chicken haddies, 48, lb.	....	**9 00**

CANNED FRUITS

Apricots, 2½-lb. tins	....	4 25
Apples, 2½s, doz.	**1 50**	**1 65**
Do., 3s, doz.	**1 60**	**1 70**
Do., gallons, doz.	**4 80**	**5 40**
Currants black, 2s, doz.	4 00	4 05
Do., gals, doz.	....	**13 50**
Blueberries	1 75	1 80
Cherries, red, pitted, heavy syrup, doz. 1	....	3 20
Do., 2½	....	**3 50**
Do., 2	3 20	**3 30**
Gooseberrics, 2s, heavy syrup, doz.	....	2 75
Raspberries, 2's	....	3 75
Pineapple—		
Extra fancy sliced 2½s	....	5 25
Extra fancy sliced, 2s	....	4 15
Extra grated, 2s	....	3 40
Extra sliced 30 oz. glass	....	9 00
PEARS—		
Extra fancy 2½s	....	5 25
Extra 2s	....	4 00
Standard 2½s	....	4 85
PEACHES—		
2½s, yellow cling	....	4 50
2½s, yellow	....	4 25
Extra yellow 2s	....	3 25
Cling sliced 2s	....	**3 50**
Standard 2½s	....	3 75
Standard Yellow Cling, sliced	....	4 00
Strawberries, 2's	....	3 30
Greengage Plums, heavy syrup, 2	**2 20**	**2 00**
Lombard plums, heavy syrup, 2-lb.	....	**2 40**

COFFEE PRICES FIRM

Montreal.

COFFEE.—There are no new features to the coffee market. Prices are firm backed by a strong note in primary markets. Local coffee dealers do not predict or favor a change in the near future. The demand is good and buying is steady for small lots.

COFFEE—

Java	0 45	0 48
Mexican	0 35	0 40
Maracaibo	0 32	**0 36**
Jamaican	0 29	0 35
Santos	0 30	0 33
Rio	0 22	0 24

DRIED FRUITS WEAK

Montreal.

DRIED FRUITS.—Dried fruits show weakness in nearly all lines after a brisk holiday trade. Better supplies of currants are now in New York and the shortage, with consequent high prices that threatened, has been averted. The raisin market is easy and more Sultana raisins than were some time ago expected are available for the trade. Figs are in better supply and lower prices may be expected early in the new year. Evaporated apples are easy and wholesale prices will be somewhat adjusted in January.

DRIED FRUITS—

Apricots, fancy	....	0 38
Do., choice	....	0 33
Do., slabs	....	0 30
Apples (evaporated) 25 lbs.	....	0 15
Do., 50 lbs.	....	0 14
Peaches (fancy)	....	0 28
Do., (choice)	....	0 25
Pears (choice)	....	0 22
Do., fancy	0 27	0 28
Peels—		
Cut mixed	....	0 31
Lemon	....	0 25
Orange	....	0 25
Citron	....	0 55
Raisins		
Valencias	....	**0 16**
Muscatels, 2 Crown, spot	....	0 14
Do., 3 Crown, spot	....	0 15
Do., 4 Crown, spot	....	0 16
Turkish Sultana, 5 Crown	0 25	0 27
Fancy seeded (Bulk)	0 18	0 19
Do., 16-oz.	0 20	0 21
Cal. seedless, cartons, 12 doz.	....	0 12
Do., 16 oz.	....	**0 13**
Cluster, 20 1-lb. pack	4 00	....
New Spanish table raisins—		
3 Crown, 22 lb. box	....	**4 50**
4 Crown, 22 lb. box	....	6 00
5 Crown, 22 lb. box	....	6 50
6 Crown	....	7 30
Packages, 3 Crown 20/1s	....	5 25
4 Crown, 20/1s	....	6 25
5 Crown, 20/1s	....	6 75
Currants, loose	....	**0 18**
Dates, Excelsior, (36 10s) pkg.	....	4 10
Dromedary, (3-10 oz.)	3 60	6 75
Loose	0 10	0 12
Figs, 4 Crown	....	0 21
5 crown	....	0 22
6 crown	....	0 23
7 crown	....	0 25
Mats, Portuguese	....	0 03
Smyrna cooking, bags	....	0 13
Prunes (25-lb. boxes)—20-30s	....	0 20
40-50s	....	0 17
60-70s	....	0 14
70-80s	....	0 13
80-90s	....	0 12
90-100s	....	0 11

CLOVES SCARCE

Montreal.

SPICES.—Primary market reports a scarcity of cloves and nutmegs. The local market is quiet and has not yet felt the shortage or shown its effect in price. A strong market nevertheless exists in these lines as well as in cassia. In this line as in others, an improved demand to replenish stocks is expected early in January.

SPICES—

Allspice	0 18	0 20
Cassia, pure	0 25	0 26
Cassia compound	....	0 16
Caraway seed, Dutch	0 23	0 25
Cocoanut, 20 lb. pails, per lb.	....	0 22½
Do., sweetened, lb., packages	....	0 34
Chicory, (Canadian) lb.	....	0 14
Cinnamon—		
Rolls	....	0 32
Pure, ground	....	0 35
Cream of Tartar, French pure	0 41	0 45
Do., American high test	0 45	0 50
Whole Cloves	....	0 55
Ginger (Jamaica)	0 45	0 55
Ginger (Cochin)	....	0 27
Mace	....	0 55
Mixed spice	0 30	0 32
Nutmegs, whole—		
Do., 64 lb.	....	0 40
Do., 80 lb.	....	0 38
Do., 100 lb.	....	0 30
Do., ground, 5, 10, 25 lb.	....	0 35
Pepper, black	0 20	0 24
Cayenne pepper	....	**0 38**

HIGHER TEA PRICES LIKELY

Montreal.

TEAS.—The feature of the tea market is the strength of black tea and the probability of a further advance in bulk tea. The small stocks held locally both by tea merchants and retailers is having a telling effect upon the market. Local importers state that present quotations are not what present import costs warrant. A further advance in prices is expected in January after the holiday season is over. The market for Japan teas is firm without any change.

TEAS—

Pekoes	0 45	0 50
Broken Pekoes	0 48	0 60
Orange Pekoes	0 50	0 80
Broken Orange Pekoes	0 50	0 80
China—		
Common	0 24	0 35
Medium	0 40	0 50
Choice	0 50	0 60
JAPAN TEAS—		
Choice (to medium)	0 49	0 54
Early Picking	0 50	0 60
Finest grades	0 60	0 80

MOLASSES FIRM

Montreal.

SYRUPS.—A strong market for corn syrup is evident. The demand is good and while there has been no change in prices for some time the cost of the raw product, corn, has been increasing and the syrup has been accumulating strength. Unless corn shows weakness in January it is highly probable that there will be an adjustment of prices. Molasses is firm and is likely to remain so, particularly in view of the contract basis on which it is supplied.

MOLASSES—

Puncheons, Island of Montreal	0 70
Barrels	0 73
Half Barrels	0 75
Puncheons, outside of Montreal	0 67
Fancy molasses in tins—	
No. 2, 2-doz. per case	7 75
No. 3, 2-doz. per case	10 75
5-lb. tins, per doz.	8 95
10-lb. tins, per case	8 60
Case goods subject to 10 per cent. discount.	
CORN SYRUPS—	
Barrels, about 700 lbs.	0 05½
Half barrels, about 350 lbs.	0 05¾
Quarter barrels, about 175 lbs.	0 06¼
2 gals., 25-lb. pails, each	2 00
5-lb. tins, per case, white	4 70

NUT MARKET QUIET

Montreal.

NUTS.—As was expected the nut market showed a last minute demand for supplies that finished the Christmas and New Year trade. With an improvement over the sales of last year and with stocks fairly well cleaned up this market is now quiet and a weaker market for nuts in shell is evident. Shelled walnuts, however, are strong and for the later months of the winter higher prices may be expected.

Almonds, Tarragona, per lb.	0 12½	0 13
Valencia shelled almonds 3 crown	0 39	0 40
Soft shell	....	0 60
Pecans, new Jumbo, per lb.	....	**0 60**
Do., large, No. 2, polished	0 29	0 30
Cocoanut (shredded, bulk)	0 26	0 28
Brazils, shelled	....	0 50
Pecans, new Jumbo, per lb.	....	0 50
Filberts (Sicily) per lb.	0 10½	0 11
Walnuts, Grenoble in shell	0 30	0 33
Walnuts, Marbot	0 16	0 18
Do., new Naples	....	0 23
Do., Bordeaux, shelled	0 52	0 60
Jumbo, roasted Specials		0 18
Extra		0 14
Do., Choice		0 13½
Do., shelled, No. 1 Virginia		0 11½

Peanuts (salted)—		
Fancy wholes, per lb.	....	0 33
Fancy wholes, 10 lb. tins	....	2 10
Do., 10 lb. boxes	....	1 80
Do., 25 lb. boxes, per lb.	....	0 17

NOTE—Jobbers sometimes make an added charge to above prices for broken lots.

PACKAGE GOODS STEADY

Montreal.

PACKAGE GOODS.—January will certainly bring an increased demand for all lines of package goods. While there has been a steady drain on the retailers' stocks for the last three weeks there has been little buying in the wholesale trade. Rolled oats are stronger and some millers are discussing higher prices on the package line but unless bulk oats show a stronger tone this is hardly likely to take place in the near future. Other lines are steady.

PACKAGE GOODS—		
Aluminum package, 20s	....	6 00
Rolled oats, large	....	4 80
Do., small	....	2 00
Oatmeal, fine cut, 20 pkgs	....	5 50
Puffed Rice	....	6 70
Puffed Wheat	....	4 40
Farina, case, 24s	....	2 55
Hominy, pearl or gran., 2 doz.	....	2 50
Scotch Health Bran (20 pkgs.) case		5 50
Pancake Flour, case	....	7 1[illegible]
Pancake Flour, self-raising, do.	....	2 25
Wheat Food, 18-1½s	....	3 25
Porridge wheat, 36s, case	....	6 40
Do., 20s case	....	50
Self-raising flour, (3-lb. bags) doz.	....	2 05
Do., (6-lb. pkg.) doz.	....	4 00
Corn starch (prepared)	....	0 09½
Corn starch, 1 lb. pkgs.	....	0 08
Potato flour	....	0 12½
Flour, tapioca	0 15	0 16
Puffed rice pancake flour	....	2 90
Shredded Krumbles, 36s	....	4 35
Shredded wheat	....	4 45
Cooked Bran, 12s	....	2 25
Enamel Laundry Starch, 40 pkgs. case	....	3 00
Celluloid starch, 45 pkgs. case	....	3 90
Malt Breakfast Food, (96 pkgs.)	....	9 60
Macaroni	....	2 75
Spaghetti	....	2 75
Egg noodles, Quaker	....	2 25
Canadian Cheese loaf, lb.	....	0 33
Pimento loaf,	....	0 35
Swiss cheese loaf	....	0 44
Package dates, 48-10	....	3 60
Excelsior dates	....	4 10
Dromedary, small	....	3 60
Do., Large	....	6 75

RICE MARKET QUIET

Montreal.

RICE.—The rice market is quiet with only a limited demand. Prices are on a steady basis, but a demand is expected for January to replenish stocks for the retail and wholesale trade. Tapiocas are strong and with increased buying will likely show an advance early in January.

RICE—		
Carolina, extra fancy	0 07½	0 08
Do., fancy	....	0 06
Honduras, fancy	....	0 06
Rangoon CC, per cwt.	....	5 75
Rangoon, B, per cwt.	....	5 75
Texas rice	....	0 05½
Do., (pearl)	....	0 90
Do., (flake)	0 08	0 08½
Sago	0 08	0 08½

OPINIONS VARY ON SUGAR

Montreal.

SUGAR.—Opinion varies as to the future of the sugar market. On one point the trade is agreed and that is that for the present at least the sugar market is on a firm basis. Some local wholesalers are of the opinion that before the end of January a lower price on refined sugar will be quoted. The demand is limited at present to small lots to meet immediate requirements and the trade is quiet, but a more brisk market is expected in January. Spot stocks of raws are now selling at New York at 3¾c. c. & f. The wholesale and retail trade is carrying no more sugar than is actually needed and an easier market is expected.

SUGAR—		
Granulated, per cwt.	....	8 00
Do., barrels	....	8 05
Granulated, gunnies, 5-20	....	8 20
Do., cartons	....	8 40
Do., gunnies, 10-10	....	8 35
Do., cases, 50 2-lb. cartons	....	8 50

VEGETABLES IN GOOD DEMAND

Toronto.

VEGETABLES.—There have come to the market good supplies of imported and hot house vegetables for the holiday trade. This supply was sufficiently large in many cases to afford some reductions. Cranberries are selling as low as $16.00 and $17.00 per barrel. Florida lettuce, new beets and new carrots are a feature of this market.

VEGETABLES—		
Florida lettuce, crate	4 00	4 50
Iceberg lettuce	7 00	7 50
Celery, per crate	....	3 50
Parsnips, bag	2 00	2 50
Peppers, green, per crate	3 50	4 00
Yellow onions, per bag	....	1 75
Onions, per crate, Spanish	....	1 15
Spinach, per barrel	4 00	4 50
Cucumbers, hot house, doz.	....	3 00
Tomatoes, Hot house No. 1 per lb.	0 30	0 40
No. 2 per lb.	0 25	0 30
Turnips, per doz.	1 25	1 50
Green beans, 30 lb. hamper	10 50	11 00
Wax Beans, 30 lb. hamper	9 50	10 00
Sweet Potatoes, basket	....	2 25
Horseradish, bag	....	2 00
Cranberries, barrel	16 00	17 00
Mushrooms, 3 lb. basket	2 00	2 50
Brussel Sprouts, per lb.	0 30	0 35
Green Peas, per hamper	11 00	12 00
Potatoes, per bag	1 00	1 25
Sweet potatoes, per hamper	....	2 25
New beets, per doz.	....	1 25
New carrots	....	1 25

ORANGES AND APPLES EASY

Montreal.

FRUIT.—The feature of the fruit market is the low prices quoted on oranges. Large supplies of oranges came to this market for the holiday trade and although there has been a splendid demand and a good movement to the consumer prices remain easy. Boxed apples are also easy in price and for the holiday trade showed some slight reductions on account of the keen competition. The grapefruit season opens in January with prices ruling easy. The demand for imported grapes for the holiday trade was good and prices were unchanged. A good supply still remains on the market and some easier prices may be expected. The lemon market shows no change and supplies are sufficient to meet all requirements.

FRUIT—		
Apples—		
Baldwin, per bbl.	6 50	7 00
Wealthys per barrel	5 00	6 00
Alexanders	....	9 00
McIntosh, No. 1	8 00	9 00
Boxed Jonathans	2 00	2 25
Fameuse	7 00	8 00
Lemons, 300s-600s, Messina	....	7 50
Malaga lemons, 420s	....	8 00
Limes, per 100	....	1 00
Grapes, Tokay, per case	....	4 50
Grapes, Emperor, per keg	....	6 50
Grapes, Canadian, per basket	0 40	0 45
Malaga grapes, per keg	....	7 10
Pears, Keiffer, bushel	....	2 25
Oranges, Florida	4 85	8 00
Oranges, California	5 00	8 00
Pears, per box	....	5 00
Porto Rico Oranges, per case	....	4 00
Oranges, Mexican	3 50	4 00
Bananas, per bunch	5 50	6 50
Floridas, Grapefruit	5 00	6 00

ONTARIO MARKETS

TORONTO, Dec. 29.—Trading in wholesale circles is fairly quiet this week after the rush of the past few weeks in preparation for the holiday trade. Business has been satisfactory and special Christmas lines have been pretty well cleaned up. Market conditions show practically no change, being under the influence of primary markets which are mostly closed until the turn of the new year. Speaking generally, a firmness continues and there is no indication at the moment for any lessening. The raw sugar market which a week ago was somewhat easier, has since developed a firmer tone and buyers' and sellers' ideas are much stronger. This condition is reflected in the refined market and although there is no actual change it is understood there is no pressure to sell sugar. Potatoes are weak while cereals and beans are steady to firm. Teas continue to indicate an upward movement and coffees are also firmer.

BEANS STEADY AND FIRM

Toronto.

BEANS.—The market shows little change as compared with a week ago. Prices are steady but firm. Ontario hand picked are quoted at $3.65 per bushel and one pound pickers at $3.40 per bushel. Limas are steady in price.

BEANS—		
Canadian hand picked, per bus.	....	3 65
Do., 1 lb. pickers, bush.	....	3 40
Cal. Limas, per lb.	0 10¾	0 11½
Madagascar Limas, per lb.	0 06¾	0 07½

ROLLED OATS SHADE EASIER

Toronto.

CEREALS.—Quotations on cereals are unchanged but the tone of the market continues firm on most lines. Rolled oats although showing a slightly easier tendency are unchanged in quotations.

CEREALS—		
Barley, pot, 98s	....	3 50
Do., pearl	....	4 75
Cornmeal, golden, 98s	2 85	3 00
Oatmeal, 98s	3 75	4 00
Corn flour, 98s	....	3 00
Rye flour	....	3 25
Rolled oats, 90s	....	3 30
Rolled wheat, barrels	....	5 75
Do. kegs, 50 lbs.	....	3 30
Cracked wheat, bag	....	4 50
Breakfast food, 98s	4 25	4 50
Rice flour, 100 lbs.	....	10 00
Flaxseed, 98s	....	6 00
Graham flour, 98s	....	3 25
Whole Wheat Flour	....	3 35
Wheat Kernels	....	4 50
Marrowfat Blue Peas, per lb.	0 05¾	0 06½
Small Blue Peas, per lb.	0 06½	0 07

FIRM TONE IN COFFEE

Toronto.

COFFEE.—The spot situation in coffee continues with a firm tone and although there is some talk of higher

prices in certain quarters, so far nothing has developed in that way. But judging by conditions in primary markets the tendency is upward rather than downward.

COFFEE—

Java, Private Estate	**0 51**	**0 53**
Bogotas, lb.	**....**	**0 43**
Guatemala, lb.	**0 46**	**0 52**
Mexican, lb.	**....**	**0 55**
Maracaibo, lb.	**0 47**	**0 48**
Jamaica, lb.	**....**	**0 35**
Rio, lb.	**0 23**	**0 25**
Santos	**....**	**0 35**
Mocha, lb.	**0 52**	**0 55**

CANNED VEGETABLES IN DEMAND

Toronto.

CANNED GOODS.—The movement in canned vegetables continues good and wholesalers are of the opinion that after the first of the year a brisker demand will develop. Prices are steady at the moment and little change is expected in the near future. Canned fruits and jams so far are not moving in large volume but prices are fairly firm. Fish shows a steady movement with quotations unchanged but firm.

CANNED GOODS—

Shrimps	2 30	2 85
Salmon—		
Sockeye, 1s, doz.	....	5 00
Do., ½s, doz.	2 70	2 75
Alaska red, 1s	3 75	3 95
Cohoes, 1s, doz.	....	2 65
Do., ½s, doz.	....	**1 45**
Pinks, 1s	1 60	1 65
Pinks, ½s, doz.	....	0 95
Lobster, ½-lb. doz.	5 30	5 75
Do., ¼-lb. flat, doz.	2 90	3 10
Whale steak, 1s, flat, doz.	**1 75**	**1 90**
Pilchards, 1-lb. talls, doz.	**1 75**	**1 80**
Herrings in Tomato Sauce—		
Ovals 1s per doz.	**1 75**	**2 15**
Ovals ½s, per doz.	**....**	**1 80**
Kippered Herrings—		
Ovals 1s, per doz.	**1 75**	**2 00**
Ovals, ½s, per doz.	**....**	**1 30**
Canned Vegetables		
Peas, extra sifted, doz.		3 00
Sweet wrinkle, doz.		2 35
Early June, doz.		1 87
Peas, standard, doz.		1 42½
Beets, 2s, doz.	1 90	2 85
Beans, golden wax, doz.	....	1 92½
Do., Golden wax, fancy, dos.	**....**	**2 25**
Do., fancy Refugee doz.	....	325
Asparagus tips, 2s, per doz.	1 50	4 75
Do., large green 2½s	....	4 90
Do., small green tips No. 1	....	4 75
Canadian corn	1 25	1 45
Golden Bantam Corn, 2s Doz.	....	1 90
Tomatoes, 2½s, doz.	1 40	1 47½
Pumpkins, 2½s	....	1 45
Spinach, 2½s, doz.	....	2 90
Do., 2s	....	2 25
Pineapples, sliced, 2s doz.	....	3 75
Do., sliced, 2½s, doz.	**....**	**4 25**
Do., Singapore, sliced 1½s,	....	2 40
Apples, gal. water pack, doz.	4 35	4 90
Do., gal. steam pack, doz.	....	6 40
Do., 2½s, doz.	....	1 65
Pears, 2s, doz.	....	2 90
Peaches 2s. doz. H. S.	....	2 25
Plums, Lombard, 2s, doz.	1 40	1 45
Do., ½s, doz.	....	0 95
Blueberries, 2s	**3 35**	**3 45**
Strawberries, 2s, H. S.	3 25	3 85
Raspberries, 2s	4 50	5 00
JAMS—		
Black currants, 12 oz. doz.	**3 00**	**3 25**
Do., 16 oz. doz.	**3 50**	**3 90**
Do., 4s each	0 80	0 91
Strawberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	3 40	3 60
Do., 4s, tins	0 83	0 92
Raspberry, 12 oz., doz.	2 75	3 05
Do., 16 oz., doz.	....	3 60
Do., 4s, tins	0 80	0 90

RAISINS FIRMER

Toronto.

DRIED FRUITS.—Supplies of currants are still very low. Some wholesale houses are out of currants entirely, while those that have any are holding prices around 22½c per lb. Direct shipments, however, are on the way and should arrive within the next two weeks. Seeded raisins are quoted slightly higher at 16c per package.

DRIED FRUITS—

Citron caps, 12-lb. boxes, lb.	0 51	0 52
Lemon caps, 12-lb. boxes, lb.	0 29	....
Orange caps, 12-lb. boxes, lb.	0 32	....
Mixed containing 4½ lb. lemon per lb.		0 34
Drained Peel, mixed, cut ready for use, in No. 1s cartons. 3 4½lb. orange 3 lb. citron caps. 3 dozen per case, per doz.	....	3 55
Currants—		
Greek Amalia cases	0 22½	0 25½
Dates—		
Excelsior, pkgs., 3 doz. in case	....	4 10
Dromedary, 3 doz. to case	....	6 95
Do., 4 doz. to case	....	3 75
Fard, per lb.	....	0 24
Hallowee dates, per lb.	....	0 08
Do., Sair	....	0 07½
Prunes—		
20-30s	....	0 34½
30-40s, 25s	....	0 20
40-50s, 25s	....	0 17½
50-60s, 25s	....	0 15½
60-70s, 25s	....	0 14½
Raisins—		
California Sultanas, lb.	....	0 13
Seeded, 15-oz. pkts.	0 15	0 15½
Do., 11-oz. pkts.	....	0 14½
Seeded, 15-oz pkts.	....	0 16
Do., 8 oz. pkt.	0 10	0 10½
Do., 11 oz.	....	0 11½
Thompson's seedless, 25s	....	0 14
Valencia, Spanish	....	0 18½
Smyrna Sultanas	....	0 23½
Muscat, 25 lb. box	....	0 19
Table Raisins—		
7 Crown, 20 ls, per box	....	7 65
4 Crown, box	....	5 75
5 Crown, box	....	6 15
3 Crown, 50 lb. box	....	4 95
Evaporated apples, standards	0 15	....
Do., Choice	0 17	0 18
Figs—		
Layer, 4 Crown, 10 lb. boxes	....	3 00
Layer, 5 Crown, 10 lb. boxes	....	3 75
Layer, 5 Crown, 6-lb. boxes	....	4 25
Esmerelda figs, boxes, 22 lbs., per lb.		0 10½
Mat, per lb.	....	0 07½
Lepe, Fancy, 22 lb. box	....	0 09¾
Peaches—		
Choice	....	0 20
Choice, extra	....	0 22½
Standard	....	0 18½
Peeled	....	0 21
Apricots—		
Standard	**....**	**0 30**

PACKAGE CEREALS UNCHANGED

Toronto.

PACKAGE GOODS.—Package cereals are moving in good volume with the market firm in tone but no change in quotations.

PACKAGE GOODS—

Rolled Oats, 20s, round case	**....**	**4 80**
Do., 18s, case	**....**	**2 00**
Do., 20s. square case	**....**	**5 00**
Do. Aluminium Prem., 20s	....	6 00
Corn Flakes, 36s, case	2 70	3 45
Porridge Wheat, 36s, reg., case	**....**	**6 90**
Do., 20s, family, case	**....**	**6 90**
Package Peas, per doz.	**....**	**0 90**
Cornstarch, No. 1, lb. carton	....	0 09½
Do., No. 2, lb. cartons	....	0 08
Laundry Starch	....	0 07½
Do., in 1-lb. cartons	....	0 08¾
Do., in 6-lb. wood boxes	....	0 11¾
Do., in 6-lb. tin cannisters	....	0 12
Potato flour, 1-lb.	....	0 12½
Fine Oatmeal, 20s	**....**	**5 75**
Cornmeal, 24s	2 30	2 70
Farina, 24s	....	3 25
Barley, 24s	**....**	**2 75**
Self-rising Pancake Flour, 24s.	2 70	3 70
Buckwheat Flour, 24s	....	2 70
F. S. Hominy, gran. case	**....**	**3 00**
Do., pearl, case	**....**	**3 00**
Scotch pearl barley case	**....**	**2 70**
Macaroni 30-16 oz. per case	**3 15**	**3 40**
Do., 30-8 oz. per case	**2 00**	**2 20**

FIRMER FEELING IN NUTS

Toronto.

NUTS.—Nothing new has developed in the market for nuts. Prices are steady at the moment but some lower prices are likely after the first of the year on shipments purchased at the lower point sometime ago. Primary markets for both walnuts have developed a firmness.

NUTS—

Almonds, Tarragonas, lb.	0 18	0 20
Walnuts, Grenobles, lb.	0 22½	....
Do., Marbot	0 19	0 19½
Do., California	0 35	0 38
Do., Manchurian,	....	0 18
Filberts, lb.	0 14	0 15
Cocoanuts, Jamaica, sack	....	5 50
Do., unsweetened, strip, lb.	....	0 20
Do., sweetened, lb.	....	0 20
Do., shred	....	0 18
Peanuts, roasted, lb.	0 20	0 21
Do., green	0 16½	....
Brazil Nuts, large, lb.	0 14	0 16
Pecans	....	0 32
Shelled —		
Almonds, lb.	0 36	0 42
Filberts, lb.	0 32	0 35
Walnuts, Bordeaux, lb.	0 49	0 55
Do., Manchurian, lb.	0 42	0 45
Jordan Almonds	0 63	0 68
Brazils, lb.	....	0 55
Peanuts, in bags, unroasted	0 14	0 15
Pecans, lb.	....	1 10

HONEY MARKET QUIET

Toronto.

HONEY.—The honey market during the week was rather quiet, no doubt feeling the effect of the holiday season and buyers apparently paying more attention to other lines. Quotations, however, are unchanged and as there appears to be considerable stock still in producers' hands there is no likelihood for a stronger tone developing.

HONEY—

5-pound tins, per lb.	.013	0 13½
10-pound tins, per lb.	0 12½	0 13
60-pound tins, per lb.	0 12	0 12½
Comb, per doz.	3 00	4 00

SCARCITY OF TAPIOCA

Toronto.

RICES.—There is little change in the rice situation, prices are steady and fairly firm. Tapioca is scarce on spot and prices are higher at 10c per lb.

RICE—		
Honduras, broken, per lb.	**0 06**	**0 08**
Do., fancy	**0 09¾**	**0 10½**
Blue Rose, fancy	0 07	0 07½
Siam, per lb.	**0 06**	**0 06½**
Japans, per lb.	**0 07**	**0 07½**
Do., broken	**....**	**0 06**
Chinese, XX	**....**	**....**
Do., Simiu	**0 10**	**0 11**
Do., Mujin, No. 1	**0 09**	**0 10**
Do., Pakling	**0 07½**	**0 09**
Rangoon	**07**	**0 07½**
Tapioca, per lb.	....	0 10
White sago		0 10

SPICES FIRMER IN TONE

Toronto.

SPICES.—Although there are no actual price changes in spices the tone is much firmer on practically all varieties. This firmness is attributed to the firmer markets abroad and the advance in sterling exchange.

SPICES—

Cassia	0 22	0 25
Cinnamon	**0 35**	**0 40**
Cloves	**0 60**	**0 60**
Cayenne	**0 35**	**0 37**
Ginger, Cochin	....	0 25
Do., Jamaica		0 60
Mustard, pure	**....**	**0 45**
Pastry	**....**	**0 25**
Pickling spice	0 17	0 20
Mace	0 55	0 65
Peppers, black	....	0 20
Do., white	0 22	0 30
Paprika, lb.	**....**	**0 45**
Chillies, lb.	0 55	0 58
Nutmegs, selects, 80s	....	0 40
Do., ground	....	0 30
Mustard seed, whole	**....**	**0 25**
Celery seed, whole		0 40
Coriander seed	....	0 25
Carraway seed	....	0 35
Curry Powder	**....**	**0 35**
Cream of Tartar—		
French, pure	**0 25**	**0 40**
4-oz. packages, doz.	**....**	**1 75**
2 oz. packages, doz.	....	0 90

STRENGTH IN TEAS CONTINUES

Toronto.

TEAS.—There is no indication of any slacking in the strength which has been displayed in teas during the past few months. But on the other hand, there are indications for the strength continuing with a possibility for further advances when the markets abroad reopen after the holidays. The local spot situation is indeed very strong and supplies are none too large. In wholesale circles, some parcels have changed hands at a figure on the same basis as those quoted to the retail trade, which plainly indicates that quotations to the retail trade are still below replacement and naturally the trade can expect higher prices to prevail.

TEAS—

Pekoe Souchongs	0 46	0 48
Pekoes	0 49	0 51
Broken Pekoes	0 53	0 71
Broken Orange Pekoes	0 53	0 83
Japan and Chinas—		
Early pickings, Japan	....	0 65
Do., seconds	0 50	0 55
Hyson thirds	0 32	0 40
Do., points	0 45	0 57
Do., sifted	0 55	0 65

GOOD TRADE IN FRUITS

Toronto.

FRUITS.—The movement in fruits during the past week was quite up to expectations and as the consumer demand was also good renewed buying is expected this week for the New Year's trade. There is no scarcity of seasonable lines and quotations show little change as compared with a week ago.

FRUITS—

Oranges, Florida, box	....	6 75
Do., Cal. Navels, 100s, 126s 150s	....	6 50
Do., Cal. Navels, 176s, 200s, 216s	....	6 50
Tangerines, per box	4 00	5 00
Lemons, Messinas, 300s, per box	5 50	6 00
Bananas, per lb.	....	0 08½
Grapefruits	5 50	6 00
Grapes, Spanish Malaga, per keg	8 50	10 00
Do., Cal. Emperors, per keg	....	6 50
Apples in bbls.—		
Kings, 1s	....	6 00
Kings, 2s	....	5 50
Greenings, 1s	....	6 25
Greenings, 2s	....	5 50
Russets, 1s	....	6 50
Russets, 2s	....	5 50
Spies, 1s	....	7 50
Spies, 2s	....	6 00
Apples, B. C. No. 1s per box	2 50	3 50
Pears, Cal. per box, ea	....	5 50
Cranberries, bbl.	....	19 50
Do., ½ barrels	....	10 00
Pomegranates, ½ box	....	3 50

RAW SUGARS FIRMER

Toronto.

SUGAR.—There is nothing of special interest in the refined sugar situation other than the market is fairly quiet and we understand there is little pressure to sell sugar. The raw market developed a firmer tone after the recent weakness and prices for prompt shipment are nominal at 3¾c c. & f. New York, while some Cubans in port sold to operators at 4c c. & f. Cubans for first half of January shipment were sold at 3-5/8c and for latter part January at 3½c c. & f. New York.

SUGAR—

Acadia Sugar Refinery, ex. gran	8 34
Dom. Sugar Refinery, ex. gran	8 28
Canada Refinery, gran.	8 34
Atlantic Refinery, gran.	8 34

Differentials: Graduated, advance over basis 50-lb. sacks, 25c.; barrels, 5c.; gunnies, 5-20 20c.; gunnies, 10-10s, 30c.; cartons, 20-5s, 40c. carton.

SYRUPS HAVE FIRM TONE

Toronto.

SYRUPS.—Quotations on syrups and molasses are unchanged but a firm feeling prevails. A good seasonable demand exists.

NO CHANGE IN FLOUR

Toronto.

FLOUR.—There is no change in the flour situation. Prices are steady at $7.20 per barrel for first patents.

FLOUR—

First Patents, in cotton bags, bbl.	7 20
Second Patents, in jute bags, bbl.	6 60

GOOD DEMAND FOR MILLFEEDS

Toronto.

MILLFEEDS.—The demand for millfeeds continues active but so far the shortage which was so noticeable last year has not as yet developed, although some mills report that they keep pretty closely cleaned up of supplies.

MILLFEEDS—

Bran, per ton	24 25
Shorts, per ton	26 25
Choice Middlings, per ton	31 25

POTATO MARKET QUIET

Toronto.

VEGETABLES.—The potato market is quiet and there is little business transpiring of a speculative character. There is no immediate prospect for the market improving. Potatoes, f. o. b. track, Toronto, are running from 55c to 65c per bag, while dealers' quotations to the retail trade range from 70c to 90c according to the grade. Other vegetables are steady in price.

VEGETABLES—

Potatoes, Ontario, grade A	0 80	0 90
Do., grade B, bag	0 70	0 80
Onions, per bag, 100 lbs.	1 40	1 50
Do., Spanish, large cases	....	4 50
Do., Spanish, half cases	....	2 50
Beets, bag	....	0 65
Carrots, bag	....	0 65
Lettuce, Cal. Iceberg, per crate, 3 to 4 doz.	....	6 00
Cabbage, per doz.	0 40	0 50
Celery, Calif., case	....	8 00
Sweet potatoes, hampers, ea.	....	2 00
Turnips, per bag	....	0 50
Cucumbers, hothouse, doz.	4 00	4 50
Tomatoes, hothouse, lb.	0 30	0 40
Cauliflower, crate	....	7 00
New Carrots, per doz. bunches	....	0 90
New Beets, per doz. bunches	....	0 75
Belgian Endive, per lb.	....	0 50
Radishes, per doz. bunches	....	0 75
Green Peppers, per doz.	....	1 00
Mushrooms, per basket	....	2 50
Green onions, per doz.	....	0 90
Egg Plant, each	....	0 35

MANITOBA MARKETS

WINNIPEG, Dec. 27.—The grocery trade is in a more healthy condition than it has enjoyed for some time. The holiday trade has been exceptionally good and both wholesalers and retailers report that they are practically cleaned up on many lines. Collections are showing a slight improvement. The tea markets continue to advance under a stimulus of a short crop and heavy demand. The coffee market is marking time. Canned goods are moving in fair volume. Cereals are strong and a temporary shortage on barley is noted. Evaporated apples are ruling easier and sales locally have been stimulated. Southern rice is firm with Oriental easier. Sugar is showing an easier tone and after the first of the year a gradual decline is expected. Fruits and vegetables are enjoying seasonable sales.

COFFEE CONTINUES FIRM

Winnipeg.

COFFEE.—There is practically nothing of interest to report in the coffee situation. Markets are marking time and indications are that the last crop of Santos is getting into small compass. Local prices are steady under a fair demand.

COFFEE—

Rio, roasted, best grade, per lb.	0 19¾	20-7/9
Mexican, roasted, best grade, lb.	0 44	0 49
Jamaica, roasted, per lb.	0 25	0 30
Figs, Smyrna, per lb.	....	0 14½
Bogotas, roasted, best grade, lb.	0 40	0 43
Mocha (types), best grade, lb.	0 51	0 53
Bourbon, best grade, per lb.	0 30	0 35
Santos, best grade, per lb.	0 27½	0 30
Maracaibo, roasted, best grade, lb	0 38	0 44

CANNED GOODS IN FAIR DEMAND

Winnipeg.

CANNED GOODS.—There is a fair demand for all lines of canned goods. Wholesalers and retailers report that old stocks are practically cleaned up, and after the turn of the year preparations are being made to stimulate the sales of these lines. Buying for future is based on immediate requirements, and an improvement is expected.

FLOUR MARKET STEADY

Winnipeg.

FLOUR.—Quotations on flour are unchanged with the tone of the market ruling steady. Dealers report that the demand is improving with buyers purchasing in larger quantities.

FLOUR—

98 lb. sacks	3 40
Two 49 lb. sacks	3 45
Four 24 lb. sacks	3 52½

TEAS RULING STRONG

Winnipeg.

TEAS.—The tea market continues in a strong position. Local tea dealers state that their opinion is that tea for some months to come will continue at the higher level. With new teas arriving quotations vary as high as 10c per lb. more than was paid two or three months ago.

INDIA AND CEYLON—

Pekoe Souchongs, first quality	0 40	0 42
Do., second quality	0 38	0 40
Pekoe, first quality	0 45	0 48
Do., second quality	0 43	0 45
Broken Pekoe, first quality	0 45	0 50
Broken orange Pekoe, 1st quality	0 50	0 60
Japan, first quality	0 40	0 60
JAVAS—		
Pekoe Souchongs	0 40	0 42

CEREALS CONTINUE STRONG

Winnipeg.

CEREALS.—The temporary shortage on barley still exists. Rolled oats continue firm. Beans are advancing. There is a limited quantity of B. C. offered as well as fair quantities of Oriental. The tone in package cereals is firm and the only change of note has been the reduction in price on cream of wheat. Present quotations for three dozen to the case is $6.90.

PACKAGE CEREALS—		
Rolled Oats, 20s, Rd. Ct. ...	3 85	4 00
Do., 36s, case, square pkts...	....	4 00
Do., 18s, case..	....	1 70
Corn Flakes, 36s, case	3 15	3 60
Cornmeal, 2 doz. case, per case		2 85
Puffed wheat, 4 doz. case, per case	....	4 40
Puffed Rice, 3 doz. case, per case.....		5 70
Cream of Wheat, 3 doz. case per case..		6 90
Grape Nuts, 2 doz. case, per case		3 80
Package Peas, 3 doz. case		3 00
BULK CEREALS—		
Rolled Oats, 80s, per bag.....		2 85
Do., 40s, per bag		1 50
Do., 20s, per bag		0 83
Do., 10-8s, per bale	3 50	3 80
Oatmeal, 98s, gran. or stand bag		3 60
Wheat granules, 98s, per bag		4 70
Do., 16-6s, per bale		5 90
Peas, split, yellow, 98s, per bag.....		6 00
Do., split yellow, 49s, per bag.....		3 15
Do., split yellow, 49s, per bag.....		3 80
Beans, fancy, hand picked, 100 lb. bag per bushel		3 40
Barley, pot, 98s, per bag		3 15
Do., pot, 49s per bag		1 60
Do., pot, 24s, per bag		0 84
Barley, pearl, 98s, per bag		4 35
Do., pearl, 24s, per bag		1 15
Do., 49s, per bag		1 20
Do., 24s, per bag		0 63
Do, 10-lbs. per bag.....		2 90
Cornmeal, 98s per bag		2 30

EVAPORATED APPLES EASIER

Winnipeg.

DRIED FRUITS.—Evaporated apples on primary markets are ruling easier, and this will be reflected on the local market shortly. Packers state that only sufficient quantities of evaporated apples were packed this season to meet the necessary requirements. Locally there is a good demand at the low quotations. Other lines of dried fruits however show practically no change.

JAMS MOVING SLOWLY

Winnipeg.

JAMS.—Jams continue to move in small quantities. Manufacturers state that they are carrying only small stocks and if this is the case when the normal demand is felt prices will be well maintained.

JAMS—		
Black Currant, 4s, per tin ...	0 60	0 90
Strawberry, 4s, per tin	0 80	0 90
Raspberry, 4s, per tin	0 80	0 90
Apricots, 4s, per tin	0 70	0 80
Cherry, 4s, per tin	0 70	0 80

NO CHANGE IN RICE

Winnipeg.

RICE.—Position on rices on spot show little change. The Southern market is reported active and firm but Orientals are slightly easier. In view of the easiness of the Siam market is is doubtful if the strength shown by Southern markets will continue. There is an active demand locally for Southern varieties.

RICE—	
No. 1 Japan, 100-lb. sacks, lb.....	0 03¼
Do, 50-lb. sacks, lb.	0 03½
Siam, 100-lb. bags, lb.	0 06
Do, 50 lbs. bags, lb.	0 06¼
Sago, sack lots, 130 to 150 lbs. per lb.	0 09
Sago in less quantities, lb.....	0 09½

NO CHANGE IN NUTS

Winnipeg.

NUTS.—There is practically no change in the nut situation. There has been a good demand during the holiday season and spot stocks are cleaned up. Reports from primary markets show an easier tone to walnuts and almonds and with new arrivals after the first of the year lower prices are expected.

NUTS, SHELLED—	
Almonds, per lb.	0 44
Spanish Peanuts, No. 1, lb.	0 13½
Pecans, per lb.	1 00
Walnuts, per lb.	0 60
Brazils, per lb.	0 55
NUTS IN SHELL—	
Peanuts, roasted, Jumbo, lb.	0 20
Walnuts, per lb.	0 23
Almonds, per lb.	0 25
Brazils, per lb.	0 15
Pecans, per lb.....	0 25
Filberts, per lb.	02 2

APPLES IN DEMAND

Winnipeg.

FRUITS.—Fruit dealers report that sales of fruits are showing an improvement. Apples are in good demand with B. C. Delicious quoted at $3 per case. Navel oranges are quoted at $7 to $7.50 per case. Cranberries are firm at $9 per half barrel.

FRUITS—		
Wagners, per case		2 00
Do. per crate	1 50	1 60
Grapes, Emperors, per case.....		3 50
Do., Emperor, per keg		7 50
Do., Grapes, Malaga, per keg		15 00
Pears, per case	3 50	4 25
Oranges, per case	7 00	7 50
Lemons, per case	12 50	13 00
Grapefruit, per case	7 00	7 50
Bananas, per lb.		0 11
Cranberries, per box		9 00

VEGETABLES UNCHANGED

Winnipeg.

VEGETABLES. — Trading in vegetables is fairly active and quotations are holding steady. Head lettuce is quoted at $6.50 per case and $2 per dozen. Cauliflower is in fair demand at $4 per case. There has been a steady demand for B. C. celery. Brussels sprouts are quoted at 35c per lb.

VEGETABLES—	
Cauliflower, per crate	3 50
Cabbage, per cwt	1 50
Beets, per cwt.	1 00
Turnips, per cwt.	1 00
Carrots, per cwt.	1 00
Leaf lettuce, per doz.	0 40
Leaf lettuce, per case	6 00

EASIER FEELING TO SUGAR

Winnipeg.

SUGAR.—At the present time there is no change in the local sugar market. Wholesalers state that they expect gradual declines after the first of the year on the arrival of new crop raws.

SUGAR—	
Extra gran., bags, 100 lbs.	9 10
Do., gunnies, 5-10 lbs.	9 30
Do, cartons, 20-5 lbs.	9 60
Do., gunnies, 10-40 lbs.	9 40
Yellow, No. 1 Lt., bags, 100 lbs.	8 60
Do., golden bags, 100 lbs.	8 50
Powdered sugar, bbls.	9 50
Do, boxes, 50 lbs	9 70
Do., boxes, 25 lbs.....	9 90
Icing, barrels	9 60
Do., boxes, 50 lbs.	9 80
Do., boxes, 25 lbs.....	10 00
Soft lumps, boxes, 100 lbs.	9 90
Do., boxes, 50 lbs.	10 00
Do., cases, 20 5-lb. cartons.....	10 95
Do., cases, 5-lb. cartons	10 70
Small lump boxes, 100 bs.	9 80
Do., boxes, 50 lbs.	9 90
Do., cartons, 50 2-lb.	11 20
Do., boxes, 25 lbs.	9 80
Hard lump boxes, 100 lbs.	9 80
Do., boxes, 50 lbs.	10 00
Do., boxes, 25 lbs....	10 20

SYRUP PRICES STEADY

Winnipeg.

SYRUPS.—Cane and corn syrups show no change in price. There is a good demand and indications point towards a steady price.

FIRMER TONE TO PEPPERS

Winnipeg.

SPICES.—All lines of spices are firm on the increased demand. Peppers have firmed up considerably and there is an active movement in practically all lines.

ROBBERS TAKE 600 IBS. OF BUTTER FROM DELHI CREAMERY

Robbers visited a number of business places the other night at Delhi, Ont. At Delhi creamery 600 pounds of butter were taken, a quantity similar to that stolen one year ago. The Delhi Manufacturing Company was visited and a number of pairs of mitts taken. The office of Quance Bros., flour millers, was entered, but nothing is reported missing except a fountain pen, which was left on a desk. At the Delhi garage an attempt was evidently made to obtain gasoline, but nothing is missing.

A Comparison of Prices

THE FOLLOWING prices used in estimating the value of the total crops in Ontario on December 1 for the years 1918-22, have been supplied by the Dominion Bureau of Statistics:

AVERAGE PRICE PER BUSHEL

Crop	1918	1919	1920	1921	1922
Wheat	$2.06	$1.97	$1.93	$1.05	$1.00
Oats	.78	.91	.63	.45	.40
Barley	1.06	1.32	1.00	.65	.60
Rye	2.10	2.00	1.80	.85	.78
Peas	2.24	2.31	2.20	1.50	1.40
Beans	4.66	3.79	3.10	2.50	2.60
Buckwheat	1.40	1.36	1.07	.75	.70
Mixed grains	1.09	1.35	.81	.50	.60
Flax	3.41	3.48	2.43	1.58	1.50
Husking corn	1.72	1.24	1.11	.75	.78
Potatoes	1.26	1.37	.97	1.00	.54

MARKETS BY WIRE

Alberta Markets
FROM CALGARY, BY WIRE

Calgary, Alta., Dec. 26.—There are few changes in the markets, this week. The majority of wholesalers are preparing for stock taking. Quaker pork and beans are reduced in price. Wheat flakes in packages, wrapping paper and some lines of marmalade are higher in price.

Tomatoes, 2½s	3 35	3 50
Sugar, pure cane gran., cwt.	....	9 39
Cheese, No. 1 Ont., large	....	0 26
Butter, Creamery, lb.	0 37	0 42
Do., dairy, lb.	0 21	0 25
Lard, pure, 3s	....	11 70
Eggs, storage, case	7 25	11 00
Beans, Kotenashi, per cwt.	....	5 50
Rolled oats, 80s	....	2 85
Flour, bbl.	....	6 70
Rice, Siam	5 90	6 50
Japan, No. 1	7 15	7 50
Tapioca	7 50	8 00
Sago	7 50	8 00
Evaporated apples, 25s, lb.	....	0 15½
Do., 50s, lb.	....	0 14½
Dates, Hallowee, lb.	....	0 11½
Do., Dromedary, case	....	6 65
Currants, cleaned, lb.	0 19	0 21

British Columbia Markets
FROM VANCOUVER BY WIRE

Vancouver, B. C., Dec. 26.—Christmas business has been good but there is a big carryover in turkeys, consequently prices have dropped and are offered as low as 25c. per lb. Fruits with the exception of Japanese oranges, were closely cleaned up. The egg situation is weaker with the average price around 53c. per doz. Large quantities of green stuff is arriving from the south and meeting with a good demand.

New Brunswick Markets
FROM ST. JOHN, BY WIRE

St. John, N. B., Dec. 26.—Clear pork is down slightly now quoted at $32 per barrel. Lard is reduced ½c. per lb. making pails 17½c. and tubs 17c. per lb. Oranges are quoted from $5 to $6 per case while grapefruit is offered at $6.50. Butter is steady at 41c. per lb. for creamery prints.

Eggs	....	0 38
Rice, Siam, per cwt.	....	6 60
Tapioca, per 100 lbs.	....	9 50
Sugar, gran., cwt.	....	8 25
Do., No. 1, yellow	....	7 75
Molasses, gal.	....	0 65
Tomatoes, cans, doz.	....	1 70
Raisins, Valencia layers	0 24	0 30
Currants, cleaned	....	0 22
Prunes, 90-100, 25 lb. boxes	....	0 13
Lemon peel	....	0 30
Orange peel	....	0 31
Citron peel	....	0 60
Walnuts	....	0 23
Almonds	....	0 22
Brazils	....	0 20
Peanuts	....	0 18
Filberts	....	0 16
Cocoanuts, bag	....	6 00
Potatoes, per barrel	....	2 00
Onions, 100 lbs.	....	2 00
Pork, clear barrels	....	32 00
Oranges, per case	5 00	6 00
Bananas, per lb.	....	0 12
Lemons, case	....	7 00
Grapefruit, case	....	6 50
Pigs' feet, per 20-lb. pail	....	2 20
Hams, shoulder, per lb.	....	0 22
Bacon, side per lb.	....	0 33
Bacon roll, per lb.	....	0 42
Lard, pure, in pails, lb.	....	0 17½
Lard, pure, in tubs, lb.	....	0 14
Oleomargarine, lb.	....	0 22
Shortening, in pails, lb.	....	0 14½
Shortening, in tubs, lb.	....	0 14
Butter, creamery, prints, lb.	....	0 41
Eggs, fresh, per doz.	....	0 45
Do., No. 1, per doz.	....	0 42
Butter, creamery, solids, lb.	....	0 38
Cornmeal, gran., bags	....	3 00
Rolled oats, bag	....	3 60

Nova Scotia Markets
FROM HALIFAX BY WIRE

Halifax, N. S., Dec. 26.—A famine in some grades of creamery butter is reported by retail merchants. Flour shows an advance but other commodities are generally steady and unchanged.

Oranges, case	4 00	7 50
Lemons, case	....	12 00
Hams, 25 to 35 lbs.	....	0 23
Do., 12 to 18 lbs.	....	0 26
Do., 18 to 25 lbs.	....	0 25
Cheese	....	0 27
Eggs, fresh, doz.	....	0 65
Do., storage, doz.	....	0 40
Butter, creamery prints	....	0 44
Do., Creamery solids	....	0 42
Raspberries, Ont., 2s, doz.	....	4 40
Peaches, standard 2s, doz.	....	2 75
Corn, 2s, doz.	....	1 50
Peas, 2s, doz.	....	1 75
Potatoes, 90 lb. bag	....	1 25
Flour, Hard wheat, per bbl.	....	8 80
Do., Blended, per bbl.	....	7 80
Onions, Canadian, 100 lbs.	....	2 25
Cornmeal, bags	....	2 10
Rolled oats, per bag	....	3 90
Rice Siam, per 100 lbs.	....	8 50
Tapioca, 100 lbs.	....	9 00
Sugar, standard gran.	....	8 25
Do., No. 1 yellow	....	7 75
Do., 12 to 18 lbs.	....	0 22
Breakfast Bacon	....	0 34
Roll Bacon	....	0 22
American clear pork, bbl.	....	34 00

REVIEW OF GROCERY TRADE

(Continued from page 12)

the end of the year pretty much on the same level as at the beginning.

Potato Market Sees Low Prices

The position in potatoes is one of particular interest, and the sentiment in the market was much different this fall than for many years past. Speaking generally the market has been extremely quiet and the quantity moving from producers' hands has been based entirely upon consumer demand. Prices too were very low, the average this season so far being 54c. per bag as compared with $1 last year and against $1.20, the average for the three preceding years. Apparently the principal reason for the low prices prevailing this fall is the lack of buying of a speculative character. Dealers have evidently kept in mind the heavy losses of last spring and are quite content to let the farmer hold the stock and take a chance on the market improving later on.

Another factor in the situation is the large crop in the United States which is nearly a million more bushels of potatoes this year than a year ago, and nearly half a million bushels greater than the average crop during the past five years. This large crop together with the high tariff will tend to prevent heavy shipments of potatoes to the country to the south of us and will no doubt be factors in determining future prices of potatoes and market conditions.

The total crop of potatoes for all Canada this year is estimated at 2,990,250 tons produced from 683,594 acres as compared with 3,220,380 tons from 701,912 acres last year. The average yield this year is 4 1-3 tons as against 4½ tons in 1921.

WRONG SLANT ON PROFIT COMPUTATION

(Continued from page 16)

stores where money was made in satisfactory ratio.

True, also, in 1921, the wholesale grocers of the continent, as a body, lost 46/100 per cent. They did this though they, too, figure margins and profits correctly. So correct computation did not save them. Therefore, it must be poor stuff. Not necessarily. The answer is that correct computation is only one element necessary to success. Let us compare it to the human heart which carries on only 20 per cent. of the work of the body. Jobbers would have lost more had they figured incorrectly, and again, by figuring as they did, they not only did not lose more but they were able to know—know, not guess—exactly what they did lose.

How "Per Annum" if Not on Sales

"Reasonable interest" can be earned on the "per annum" or any other basis only by insuring a return on each sale. What, how much, in what circumstances a real profit accrues, are questions so intricate that no swivel chair ruling will get us far—unless, as in some cases, the swivel denotes graduation from behind-the-counter ranks. And, by the way, what is "reasonable," and who shall set the limits, and does our friend not know that the hope of liberal earnings is what stimulates men to go into business, remain in it and develop acceptable service?

The computation of Margins on the Selling Price and differentiating scrupulously between Margin and Profit.



Canadian Produce Association in Annual Convention at Toronto, January 8 and 9

Programme Includes Papers and Discussion on Many Subjects of Interest to the Trade—R. S. Whyte of the Whyte Packing Co. Will Preside

TORONTO, Dec. 27.—The annual convention of the Canadian Produce Association is being held here on Monday and Tuesday, January 8 and 9, in the King Edward Hotel. It is expected that a very large number of members of the association will be in attendance, and the committee is making every effort to bring about a very successful gathering not alone from the standpoint of instruction but affording an opportunity for the members to meet in a social way. A splendid programme of entertainment is being provided, and the ladies who will attend are being particularly well looked after, a number of interesting affairs being arranged for them. The president, R. S. Whyte, of the Whyte Packing Co., will preside.

The programme for the two days is as follows:

Monday, January 8

9.30 a. m.—Meeting of Executive Committee.

10.00 a. m. — Meeting of Standing Committees.

10.30 a. m.—

Opening Session

Address of Welcome— D. A. Cameron, president Toronto Board of Trade: President's Address; Reading of minutes; Report of secretary-treasurer; Reports of standing committees; Nominating, transportation, arbitration, legislation, resolutions.

"Advancement of usefulness of our Association," H. R. Gray, Gunn Langlois & Co., Ltd., Montreal.

"Broadening Out of Purposes of our Association," C. M. Thacker, White-Thacker, Limited, Montreal.

Afternoon Session

Butter and Cheese— Paper on Dairy Conditions in Alberta, by Prof. C. Marker, Dairy Commissioner, Edmonton, Alberta, to be read by Mr. R. J. McLean. "The Progress of the Standardization of Canadian Butter, Packages, Packing, Markings, etc.," Aug. Trudel, Trudel, Ayer, Ltd., Montreal.

"Outlook for Production of Butter in Canada," Jos. Calder, Saskatchewan Creameries, Ltd., Moose Jaw, Sask.

"Progress re Grading Butter in Ontario," John Scott, provincial butter grader, Toronto, Ont.

Discussion led by—V. A. Hooper, Victoria Cry., Toronto.

Cheese—"Cheese Export," Mr. A. C. Wieland, Co-operative Wholesale Society, Limited, Montreal.

"Local Trade in Cheese," Mr. Steinhoff, Toronto.

Evening Session

7 p. m.—Ball Room, King Edward Hotel.

Tuesday, January 9th
Morning Session

"What effect has Compulsory Grading and Inspection had on Quality and Prices of Canadian Eggs," James T. Madden, Toronto.

"Conditions of the Egg Market in Great Britain," H. S. Johnston, Flavelles Limited, Lindsay, Ont.

Afternoon Session

Poultry—"Conditions of Live and Dressed Poultry Market and its Outlook for Future," A. E. Silverwood, Silverwoods, Limited, London, Ont.

Discussions follow led by E. M. Raney, Swift Canadian Co., Ltd., Toronto, H. C. Kersten, Crescent Creamery, Ltd., Winnipeg, Man.

General discussion on Association matters led by the president.

Resolutions, election of officers, next place of meeting.

God Save the King.

Convention Committee

Banquet and Entertainment—J. I. Nicholson, chairman; H. B. Clemes; V. A. Hooper; H. T. Chisholm; Geo. Kent; M. P. Mallon.

Finance and Publicity—John J. Fee, chairman; J. M. McFeeter; W. T. McDonnell; I. W. Steinhoff; R. J. McLean; J. M. Ham.

Hotel and Reception—R. B. Bond, chairman; E. M. Raney; F. M. Watt; J. A. McLean; W. S. Cameron; H. G. Moore.

Ladies' Entertainment — Lorne Marshall, chairman; R. B. Hunter; Bert Everett; W. Musgrove; E. C. Burke, plus the secretary.

This Conference Favors Federal Grading of Eggs

Winnipeg, Dec. 27.—Representatives of the four western provinces interested in the production and marketing of eggs, decided in conference in Winnipeg, the other day, in favor of federal grading of eggs. The resolution passed was drafted by Dr. J. H. Grisdale, deputy minister of agriculture, Ottawa, and moved and seconded by A. P. McLean, Canadian Packing Company, Winnipeg, and W. A. Wilson, general manager, Saskatchewan Co-operative Creameries. It was as follows:

"Inasmuch as under the present system of handling eggs from producer to consumer, much loss is incurred by all parties concerned, due to inequitable payment to producer as based on quality and decreased consumption as a result of the poor product sold.

"Therefore be it resolved, that this meeting do declare itself in favor of some system of grading and handling eggs by grade, from producer to consumer, as a means of correcting this unsatisfactory condition of affairs.

"Be it further resolved that this meeting is of the opinion that the proper procedure to follow with a view to the early and effective solution of this question is the nomination of a committee, to include representatives from the producer, the wholesaler, the retailer, the provincial and federal departments of agriculture, to consider ways and means of bringing this end about."

It was decided this committee should consist of two representatives of the federal department of agriculture and one representative from each provincial department of agriculture with four representatives of the producers, wholesalers and retailers. A. P. McLean was appointed convener of the committee, which will meet about January 15 in Winnipeg and will report its findings regarding the most suitable regulations, direct to the department of agriculture at Ottawa.

Produce, Provision and Fish Markets

QUEBEC MARKETS

MONTREAL, Dec. 27.—The feature of the produce and provision market is the weaker tendency in live hogs and the consequent reduction in prices. The demand for dressed pork is only fair and for the beginning of the year an easy trend is evident. The demand for smoked meats is limited but during the Christmas season a slight increase in the call for smoked hams was evident. Prices on smoked meats are steady but show the influence of the easier hog market. Lard and shortening are unchanged. The egg market is strong but without any change in price. Prices on new laid eggs are high and vary considerably. Local dealers do not favor a higher egg market and although prices are much lower than a year ago dealers feel that the peak of prices has been reached and that a firm market will hold at the present basis. Butter is strong with a good export market. Some Australian butter is now on its way to Canada but the quality is not known and, therefore, its effect cannot be judged yet. It may, however, cut off part of Canada's export trade to the United States. The cheese market is firm with a good movement for local and country account. The steady cold weather has facilitated the handling of fish and increased the demand. Prices are easy on frozen and salt fish.

EXPORT MARKET FOR BUTTER

Montreal.

BUTTER.—Canadian butter is finding a splendid demand in the United States and with this drain on supplies the local market is steadily gaining strength with indications for an advance. There is some Australian butter now on the way to Canada but the quality is not yet known and its effect upon the market is uncertain.

BUTTER—

Creamery prints, finest	0 40	0 41
Creamery solids	0 39	0 40
Dairy solids	0 32	0 33
Dairy prints		0 34

CHEESE MARKET FIRM

Montreal.

CHEESE.—The cheese market maintains its firm position and although at present there is no indication of a change in price the market is strong with a good demand for the domestic trade.

CHEESE—

Old colored, twins	0 25
Old white	0 25
Stilton, per lb.	0 30
Quebec	0 25
Stilton, per lb.	0 30
Fancy old cheese	0 28
Late cheese	0 23

EGG MARKET FIRM

Montreal.

EGGS.—The egg market has held firm during the past week with a steady demand and accumulating strength. Local dealers are of the opinion that early next week prices will break for a further advance since all influences tend in that direction.

EGGS—

New Laid	0 70	0 85
Fall Fresh	0 51	0 55
Selects		0 42
No. 1		0 38

COOKED MEATS UNCHANGED

Montreal.

COOKED MEATS. — There is no change in the cooked meat market. The demand is limited and prices are on a steady basis.

COOKED MEATS—

Hams, coked		0 40
Sandwich		0 47
Square hams		0 42
Bologna	0 10	0 21
Smoked shoulders		0 22
Corned Beef 1's, per doz.		3 25
Per doz. 2's		5 75

EASIER PRICES ON HOGS

Montreal.

FRESH MEATS.—An unsettled feeling prevails in the local live hog market and prices are irregular. Selected light weight hogs show a reduction of 25 cents per cwt. and local prices range from $10.85 to $11 per cwt., weighed off cars. There is a slight improvement in the demand for fresh pork, but on the whole the market shows a weakness which would indicate another reduction unless supplies of live hogs are withheld.

FRESH MEATS—

Hogs, Selected, (weighed off cars)	10 85	11 00
Fresh killed	15 75	16 50
Legs of pork, (foot on)	0 17	0 18
Loins (trimmed)		0 26
Trimmed shoulders		0 16
Untrimmed	0 18	0 19
Pork sausage (pure)	0 18	0 19

Fresh Beef—	(Cows)	(Steers)
Hind Quarters	0 10 0 15	0 12 0 18
Front Quarters	0 04½ 0 06	0 06 0 08
Loins	0 18	0 21
Chucks	0 06	0 08

WEAKNESS IN SMOKED MEATS

Montreal.

SMOKED MEATS.—There is no change in the smoked meat market. Prices have an easy trend on account of the lower values on hogs and the quiet state of the export market. There is a slight improvement in the demand for ham, but on the whole the smoked meat market is weak.

SHORTENING MARKET STEADY

Montreal.

SHORTENING. — The market for shortening is steady with a fair demand and follows closely the trend of the lard market.

LARD PRICES UNCHANGED

Montreal.

LARD.—A fair demand exists for lard for the local and country trade and there is a steady undertone. There is no indication of a change in price.

FROZEN AND SALT FISH EASIER

Montreal.

FISH.—The continued cold weather has not only increased the demand for frozen and salted fish and the number of dealers handling it but by facilitating the handling it has eased prices in many lines. Fish dealers are looking for a good fish month during January with prices steady.

FRESH FISH—		
Herring		0 07
Market cod, fresh		0 05
Steak cod		0 08
Halibut, chicken	0 15	0 16
Medium, first quality	0 16	0 18
Medium, second quality	0 14	0 15
Do., second quality	0 15	0 17
Lake Trout		0 16
Flounders		0 09
Cohoe salmon		0 22
Gaspe Salmon		0 25
Dressed Pike		0 12
FROZEN FISH—		
Halibut	0 19	0 20
Haddock	0 05½	0 06
Chicken halibut	0 16	0 17
Qualla Salmon	0 10	0 11
Dressed B. C Salmon	0 21	0 22
Gaspe Salmon		0 25
Lake Trout		0 14
White Fish	0 14	0 15
SALTED FISH—		
Labrador Herring, per barrel		10 00
Labrador Salt Salmon, per barrel		19 00
White Nape Green cod, large		7 50
White Nape Green cod, medium		6 50
White Nape Green cod, small		5 50
Salt Mackerie 20 lbs., pails		4 50
OYSTERS—		
Standards, No. 1, can		2 50
No. 3, can		7 25

POULTRY MARKET FIRM

Montreal.

POULTRY.—There is a firm market for dressed poultry after the Christmas trade and in this province there is a particularly good demand for the New Year holiday. After the fairly easy prices on turkeys for Christmas and the good demand the market is steady and produce dealers are well pleased with the poultry trade this year.

ROASTING CHICKENS—

	Per lb.
3 to 3½ lbs., per lb.	0 22 0 24
4 per lb.	0 2 0 27
4½ up per lb.	0 27 0 32
FOWL—	
3 to 3½ pounds, per lb.	0 18 0 22
3½ to 4 per lb.	0 22 0 25
4½ up	0 28
Broilers, per lb.	0 30 0 32
Turkeys, per lb.	0 4 5 0 47
Geese, per lb.	0 25 0 26

ONTARIO MARKETS

TORONTO, Dec. 27.—Production of eggs in the country is showing an increase but the demand for this class of eggs is heavy which tends to hold the market firm although prices are a shade lower than a week ago. The situation in butter is strong with a slight advance in quotations. Cheese also holds firm under influence of small holdings in Canada and a good export inquiry. Live hogs are in an easier position while lard and shortening are unchanged. Smoked meats show little change but the tone of the situation is a shade easier. Fish prices are well maintained, with good supplies. Poultry supplies are plentiful in a firm market at the moment, but dealers are not anxious to take on further supplies. The demand for all kinds of poultry has been heavy and a good clean up is expected.

BUTTER PRICES HIGHER

Toronto.

BUTTER.—The strength in the market for butter is slightly more pronounced and in consequence prices are advanced one cent. The best grades of creamery prints are bringing 42c to 44c and second grades 39c to 41c per lb. The strength in butter is due largely to the demand for export, particularly to the United States where stocks are lower than last year as well as for the last five year average.

BUTTER—		
Creamery prints, No. 1	0 42	0 44
Creamery prints, No. 2	0 39	0 41

CHEESE HOLDS FIRM

Toronto.

CHEESE.—The market for cheese continues in a firm position under influence of small holdings in Canada and a good export inquiry. Prices, however, held fairly steady during the week.

CHEESE—		
Large, new	0 25	....
Do., Old	0 26	0 27
Stilton, new	0 26	0 27

Twins, 1c higher than large cheese and triplets 1½c higher than large.

NEW EGGS LESS STRONG

Toronto.

EGGS.—The egg market for storage supplies shows little change but new laids are arriving a little more plentifully and in consequence prices are a shade easier. The highest price now quoted by wholesale houses is 70c per doz. as against 75c a week ago.

EGGS—		
No. 1s	0 37	0 38
Select	0 43	0 44
Selects in cartons	0 46	0 48
New-laid, doz.	0 70	....

LIVE STOCK MARKET QUIET

Toronto

FRESH MEATS. — The markets throughout the week for cattle and hogs were fairly quiet and offerings were not heavy. Cattle prices showed little change from those of last week. But in hogs, due to light receipts, prices advanced 50c per cwt. making the fed and watered basis $11. Most sales at this price went to outside sources as the packers' ideas were around $10 at which figure they continue to offer for the balance of the week. Dressed meats are unchanged.

FRESH MEATS—		
Hogs—		
Live, fed and watered, cwt.,	....	11 00
Live, f.o.b.	....	10 00
Live, off cars	....	10 25
Dressed, light, per cwt.	15 50	16 00
Do., heavy, per cwt.	13 00	15 00
Fresh Pork—		
Legs of pork, up to 35 lbs.	....	**0 29**
Loins	....	0 31
Fresh hams, lb.	....	0 21
Tenderloins, lb.	....	0 50
Picnics, lb.	....	0 15½
Montreal shoulders	....	0 20
Boston butts, lb.	....	0 21
New York shoulders	....	0 17
Fresh Beef—from Steers and Heifers—		
Hind quarters, good quality, lb.	0 14	0 16
Hind quarters, med., quality, lb	0 10	0 14
Ribs, lb.	0 14	0 18
Chucks, lb.	0 06	0 08
Loins, whole, lb.	0 20	0 26
Hips, lb.	0 10	0 12
Cow beef quotations about 2 cents per lb. below above quotations.		
Calves, lb., top quality	0 13	**0 15**
Sheep, good quality, lb.	0 12	0 15
Do., medium	0 08	0 12

COOKED MEATS UNCHANGED

Toronto

COOKED MEATS.—Quotations on cooked meats are unchanged. The situation is fairly steady under a seasonable demand.

COOKED MEATS—		
Boiled ham, lb.	....	0 38
Do., square pressed	....	0 40
Boiled shoulders	0 37	0 38
Choice Jellied ox tongue lb.	....	0 60
Jellied pork tongue	....	0 33

Above prices subject to daily fluctuations of the market.

BACK BACON DROPS SLIGHTLY

Toronto.

PROVISIONS.—The demand for the holiday trade in smoked bacon and hams has been especially large this year which had a tendency to hold prices steady. But in view of the drop in live hogs the tone of the market is a shade easier and there is a possibility for some price changes after the turn of the new year. Boneles backs are slightly lower at 43c to 45c per lb. and peamealed backs are quoted at 38c to 40c per lb.

PROVISIONS—		
Hams—		
Small 6 to 12 lbs.	0 24	0 27
Medium, 12 to 20 lbs.	0 24	0 26
Large, 25 to 35 lbs. lb.	....	0 20
Heavy, 35 lbs., and upward	....	0 18
Backs—		
Boneless, per lb.	0 43	0 45
Rolled, per lb.	0 53	0 55
Peameal	0 38	0 40
Bacon—		
Breakfast, ordinary, per lb.	0 32	0 34
Do., special trim	....	0 36
Cottage rolls in casing	....	0 35
Cottage rolls	0 25	0 30
Roll, per lb.	0 27	0 29
Wiltshire (smoked boneless), lb.	....	0 28
Do., three-quarter cut	....	0 30
Do., middle	....	0 31
Dry Salt Meats—		
Barrel Pork—		
Long clear bacon, av. 50 to 70 lbs.	....	0 22
Do., av. 80-90 lbs.	....	0 20
Clear bellies, 15-30 lbs.	....	0 23
Fat backs, 10-12 lbs.	....	0 20
Out of pickle prices range about 2 cents per pound below corresponding cuts above.		
Mess pork	....	37 00
Short cut backs, 200 lbs.	....	**41 00**
Pickled Rolls—		
Lightweight	....	41 00
Heavy	....	37 00

Above prices subject to daily fluctuations of the market.

SHORTENING STEADY

Toronto.

SHORTENING.—There are no changes in shortening. Prices are steady with a good demand noted.

SHORTENING—		
1-lb. prints	0 16	0 16½
Tierces, 400 lbs.	**0 18¼**	**0 18¾**

Tubs are ½c higher than tierces and pails one cent higher than tierces.

LARD UNCHANGED

Toronto.

LARD.—Quotations are steady at 18c to 18½ for one pound prints and 16c to 16½ per lb. on the tierce basis.

LARD—		
1-lb. prints	0 18	0 18½
Tierces, 400 lbs.	0 16	0 16½

Tubs are ½c higher than tierces and pails one cent higher than tierces.

MARGARINE QUIET

Toronto.

MARGARINE.—The volume of margarine moving is not large but the movement is fairly steady. Quotations are unchanged at 20c to 21c for No. 1 quality and 16c for No. 2.

MARGARINE—		
Margarine, No. 1	0 20	0 21
Do., No. 2	....	0 16

FISH PRICES FIRM

Toronto

FISH.—There are no new developments in the fish market. Prices are steady with a good demand noted.

FRESH SEA AND LAKE FISH—		
Cod steak, lb.	0 09	0 10
Do., market, lb.	0 07	0 08
Haddock, lb.	0 08	0 09
Flounders, lb.	....	0 10
Herring, large, lb.,	....	0 08
FROZEN FISH—		
Halibut, Medium	0 19	0 20
Do., chicken	0 19	0 20
Salmon, Red Spring	0 22	0 23
Do., Alaska Qualla	....	0 11
Do., Qualla	0 10	....
Do., Cohoe, lb.	....	0 18
Whitefish, lb.	....	0 12
Trout, lb.	....	0 15
OYSTERS—		
No. 1, pkg.	3 25	3 40
No. 3, pkg	9 25	9 90
No. 5, pkg.	15 00	16 00
Glass Jars, per doz.	....	4 50
Shell oysters, per bbl. 1,000	....	17 50
Sea Herring	....	0 07
White Fish	0 12	0 14
SMOKED AND SALT FISH—		
Fillets, lb.	**0 14**	**0 16**
Kippers, box	....	2 75

POULTRY PLENTIFUL

Toronto.

POULTRY.—Supplies of poultry have been plentiful but the demand was brisk during the week. Prices were steady but dealers were not anxious to take on further supplies.

POULTRY—	Live	Dressed
Prices paid by dealers—		
Turkeys	0 30	0 44
Chickens, spring, over 2 lbs.	0 14	0 18
Chickens, 4 lbs., and over	0 20	0 24
Roosters	0 10	0 15
Fowl, 4 to 5 lbs.	**0 16**	**0 20**
Fowl over 5 lbs.	0 20	0 23
Fowl, under 4 lbs.	0 08	0 14
Guinea hens, pair	1 25	1 50
Geese	....	0 22
Prices to retail trade—		
Turkeys, dressed	0 48	0 50
Chickens, spring	0 30	0 30
Ducklings	....	0 35
Fowl, 4 to 5 lbs.	....	**0 30**
Geese	....	0 30

MANITOBA MARKETS

WINNIPEG, Dec. 27.—The provision and produce markets continue with a steady to firm tone and there are practically few changes. Butter and eggs hold firm with cheese showing an easier tendency. Cooked meats are ruling steady under a limited demand. There is a steady demand for ham and bacon and prices are unchanged. Large quantities of turkeys have arrived and they are moving freely into consumption at lower figures. There is a steady demand for fish. Hogs have shown a firmer tone and a slight advance has been reported.

STEADY TONE TO BUTTER

Winnipeg.

BUTTER.—The butter market is firm under a good demand. Finest prints in cartons are quoted at 40c to 42c per lb. with second grade ranging from 38c to 40c.

EASIER TONE TO CHEESE

Winnipeg.

CHEESE.—There is an easier tone to the cheese situation which has been reflected in the decline on local prices. New make large cheese is quoted at 24c with twins at 24½c and triplets at 25c.

CHEESE—	
Stilton cheese, large, lb.	0 27½
Ont., large, lb.	0 24
Ont., twins, lb.	0 24½
Ont., triplets, lb.	0 25

EGG MARKET STEADY

Winnipeg.

EGGS. — There is practically no change in the egg situation. New laids are very scarce. Select eggs in cartons range from 38c to 42c per doz. and Number 1 candled eggs at 34c. There is a steady demand.

LARD HOLDS STEADY

Winnipeg.

LARD.—The lard market shows no change under a fair demand for immediate requirements. Shortening is steady both in price and demand.

LARD—	
Pure Lards, No. 1 Quality, per lb. (in tierces, 400 lbs.)	0 16½
Do., wooden pails, 20-lb. pails	4 00
Shortening, tierces of 400 lbs.	0 14½
Do., per pail, 20 lbs.	3 30

NO CHANGE IN COOKED MEATS

Winnipeg.

COOKED MEATS. — There is no change in the prices of cooked meats. At this season of the year the demand is limited and prices are holding steady.

COOKED MEATS—	
Hams, best quality, skinned, 8-14 lbs.	0 40
Do., 13-18 lbs.	0 38
Roast ham, lb.	0 40
Roast shoulders, lb.	0 33
Jellied ox tongues, lb.	0 50
Jellied pork tongues, lb.	0 34
Head cheese in 6 lb. tins, lb.	0 18

SMOKED MEATS STEADY

Winnipeg.

PROVISIONS.—There has been a steady demand for smoked hams and in sympathy with the advance in the hog market prices are ruling steady. Best quality hams ranging from 8 to 16 pounds are quoted at 26c with boneless at 30c. Bacon shows practically no change. Back bacon of best grade is quoted at 42c and breakfast bacon at 43c.

SMOKED MEATS—	
8 to 16 lbs., per lb	0 26
16 to 20 lbs, per lb.	0 26
Boneless, 8-14 lbs., per lb.	0 30
Skinned, 18 to 22 lbs., per lb.	0 30
Bacon, to 10 lbs., per lb.	0 42
Cottage rolls, boneless	0 22
Bellies, 8 to 10 lb. per lb.	0 32

POULTRY MARKET STEADY

Winnipeg.

POULTRY.—The market for poultry is in a firm position and supplies are arriving freely. There has been a good demand for turkeys at lower quotations.

POULTRY—	
Broilers, ½ to 2 lbs., per lb.	0 26
Chickens, 2½ to 3½ lbs., per lb.	0 24 0 26
Do., 3½ lbs., and up, per lb.	0 30
Fowl, per lb.	0 20 0 23
Roosters, per lb.	0 16
Turkeys, young, per lb.	0 32 0 37

FISH MARKET ACTIVE

Winnipeg.

FISH.—There is a plentiful supply of seasonable fish on the market with prices ruling steady and unchanged. Oysters are moving in good volume and also smoked fish shows an improvement.

FISH—	
Black cod, lb.	0 12
Brills	0 10
Halibut, cases 300 lbs., chicken	0 17
Halibut, broken cases, chicken	0 18
Salmon, Cohoe, in full boxes, 300 lbs.	0 15½
Salmon, Cohoe, in broken cases	0 16
Salmon, Red Spring, in full boxes	0 20
Soles	0 10
Whitefish, dressed, case lots	0 11
Whitefish, dressed, broken cases	0 11½
Smoked Fish—	
Bloaters, Eastern National large tagged, per case	3 25
Kippers, East, Nat., 40 count, per count	3 00
Fillets, 15-lb. boxes, per lb.	0 14
Salt Fish—	
Labrador Herring, 100 lb. bbls., per	

HOGS MOVE UPWARD

Winnipeg.

FRESH MEATS.— There is a steadier tone to the hog market and a slight advance has been reported. Select bacon hogs are quoted at $10.17½. Legs of pork have shown an advance of 1c per lb.

FRESH MEATS—		
Select bacon	10	17½
Thick smooth	9	25
Heavies	8	25
Extra Heavies	7	25
Shop hogs	8	75
Lights and feeders	8 50	8 75
Roughs	5 00	6 00
Sows, No. 1	7	25
Sows, No. 2	6	25
Stags	4	00
Fresh Pork—		
Legs of pork, lb.	0 15	0 18
Spare ribs		0 15
Loins of pork, lb.	0 22	0 25
Shoulders	0 13	0 15
Fresh beef—from steers and heifers—		
Hind quarters	0 08½	0 15
Front quarters	0 05	0 07
Whole carcass, good grade, lb.	0 07	0 10
Lambs—		
Choice		0 25

Trade Inquiries

Canadian manufacturers and packers interested in the export trade of any of the following will be sent names of the foreign enquirers on request. Send the number of the enquiry to Canadian Grocer, 153 University Ave., Toronto.

819. **Wheat flour.**—A firm in Copenhagen wish to represent a first-class Canadian milling company not already represented in Denmark, for wheat and flour.

820. **Flour, potatoes and cabbage.**—A firm in Copenhagen desire quotations on flour, potatoes and cabbage.

821. **Honey, flour and pharmaceutical products.**—A firm in Genoa, Italy, doing business on receipt of documents, desire quotations on honey, flour and pharmaceutical products.

822. **Flour and cereals.**—A Belfast produce broker is desirous of getting into touch with reliable Canadian exporters of Canadian oats, oatmeal, and flour and barley.

823. **White sugar.** —A firm in Milan, Italy, effecting payments against documents in Milan, desire quotations on white sugar.

824. **Sugar.**—A firm of producing importers in Yorkshire are in the market for Canadian refined granulated sugar, and would like to receive quotations from firms in the Dominion.

825. **Sugar and pepper.**—A firm in Naples, Italy, doing business on a cash basis or opening of credit, are desirous of receiving quotations on sugar and pepper.

826. **Beer.**—A large trading corporation centered in Singapore, Straits Settlements, and Bangkok, Siam, are open to consider the exploitation of a Canadian beer. This beer must be similar to the German brands on the market such as "Key" brand and "Beck's," which have a large sale in the tropics, and must be put up in black bottles.

827. **Cheese.**—A Belfast agent is desirous of representing Canadian exporters of cheese in his district.

828. **Food products.**—A Cape Town commission agency firm are inquiring for a Canadian agency of food products in tins, canned fish, etc.

829. **Food products, canned, pickled and dried fish.**—A firm in Genoa, Italy, desire quotations on food products, canned, pickled and dried fish.



SAL SODA

"THE BEST WAY TO SELL SAL SODA"

NO WRAPPING - NO WEIGHING
SAVES TIME FOR THE GROCER

Arm & Hammer Brand Sal Soda is packed in handy 2½-lb. cartons—36 packages to the case. Convenient for you. Best for your customers.

Specify Arm and Hammer Brand when ordering

Church & Dwight, Limited
Montreal

57

Testing and Tasting

Heinz Food Products are as good as skill and knowledge can make them.

In the Heinz experimental kitchen a chef dedicates his ability to the task of improving the 57 Varieties. Continuous research and experiment serve ever to advance their quality. Any new product considered for manufacture is thoroughly tried by experiment and by tasting committees. It must pass severe tests before it is considered worthy of being added to the list of Heinz Products, and not until we are sure that it is the best in its line is it put on the market.

This quality will serve you by making the 57 Varieties increasingly popular with your patrons.

H. J. Heinz Company
57 Varieties

Stock These Lines for 1923

French Castille Soap

La Grappe d'Or 72%
in Bars, Squares and Cakes

Delory's French Sardines

in Pure Olive Oil
¼'s ½'s
Whole and Boneless

Genuine Bar-le-Duc Jelly

Red and White Currant
Individual and Full Size Pots

Henri Jonas & Co.
Montreal
Established 1870

For Subscribers

INFORMATION WANTED

CANADIAN GROCER,
143-153 University Avenue,
Toronto.

Date .....

Please give me information on the following:—Name .....

Address .....

.....

.....

.....

It Stands By Itself In Canada

In Crain's Market Data Book and Directory of class, trade and technical publications just issued, are given names of all grocery publications in Canada and the United States with particulars re field covered, subscription and advertising rates, and **circulation.**

Forty-three United States publications are listed and of this number only two have their circulations audited by the independent Audit Bureau of Circulations.

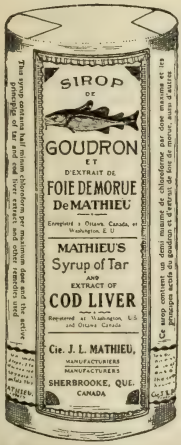
In Canada four are listed and CANADIAN GROCER stands alone in the matter of an A. B. C. audit. Not one of the remaining three has even a sworn circulation and one of them does not quote any circulation whatever.

Manufacturers will find it will pay them to investigate thoroughly not only the exact circulation of a business medium among **possible buyers** of their goods, but the **buying power** of the **paid** subscribers to that medium.

CANADIAN GROCER

MONTREAL TORONTO WINNIPEG

Mathieu's



SYRUP OF TAR AND COD LIVER EXTRACT

FOR COUGHS—COLDS—BRONCHITIS

EVERY GROCER SHOULD STOCK THIS FAMOUS REMEDY

Sells at a Popular Price With a Nice Profit

Well Advertised

Order from your Wholesaler

J. L. MATHIEU COMPANY

SHERBROOKE, QUE.

CANNON'S GELATINES

Have you tested the product of the new plant?
They are justly acclaimed

THE WORLD'S PREMIER GELATINE

Samples gladly sent on request.

CANNON CANADIAN CO. LTD.

Toronto **Montreal**

ACME PELLETS

In 5lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes



In 5 lb. decorated glass-front tins.

Also put up in 5 lb. paper boxes

Everything in Licorice for the Grocer's requirements, including Lozenges in 5 lb. paper boxes, Powdered Licorice Extract and Paste.

Y & S Stick Licorice
in individual 10c. cartons; 30 cartons to box.

Price List on Request.

NATIONAL LICORICE COMPANY

MONTREAL

—WE SELL THE WHOLESALE TRADE ONLY—

That the New Year may bring you a full measure of Prosperity and Happiness is our sincerest wish. We start another year's business with bright prospects. Our travelers start out again early in January. We bespeak for them your business such as we have enjoyed in the past.

White & Co., Ltd.

WHOLESALE FRUITS AND VEGETABLES AND FISH DEALERS

TORONTO

M6565

Georgian Bay District Apples

We have a large stock of all varieties and grades at right prices.

Correspondence solicited.

LEMON BROS.

OWEN SOUND, ONT.

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Rates and Information on Request



BUYERS' MARKET GUIDE
Latest Editorial Market News



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SALT
Carload lots and less, phone long distance at our expense. M. 2437

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QUALITY VINEGAR
White, Cottell & Co., Camberwell, London, Eng. Agents
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J. T. Cox, Commission Agency, 504, Lombard Bldg., Winnipeg, Man.
OPPENHEIMER BROS., LTD., Vancouver, B. C.
BAIRD & CO., Merchants, St. John's Nfld.

OUR MOTTO
BROOMS
OF SUPERIOR QUALITY
At a Reasonable Price
Inquiries Solicited
JOHN ADAM & SON
Collingwood, Ont.

R. H. TOMALIN
94 St. Lawrence Market
TORONTO, ONTARIO
—DEALER IN—
Butter, Eggs and Poultry.
We will buy or sell. Write us for prices.

HONEY
We Offer:
Best grade of Clover Honey in 5 and 10 lb. pails and 60 and 70 lb. cans. Price 13c. F.o.b. Priceville or Holstein.
Grey County Apiaries.—HOLSTEIN, Ont.

When Answering Advertisements Mention Canadian Grocer

THE SOUTHERN RICE SITUATION

Practically all of the rice in Texas has been harvested with but little damage from recent rains. The average yield per acre will run close to 48 bushels in Arkansas, 47 bushels in Texas, and 36 bushels in Louisiana. Blue Rose variety makes up approximately 60 per cent of the acreage in Arkansas and 71 per cent in Louisiana. Early Prolific is the second variety of importance in both States. Louisiana ranks first in rice production, with California second and Arkansas third.

30 DOZEN CASE FILLERS
ONE DOZEN CARTON FILLERS
¼-INCH CUSHION FILLERS
CORRUGATED FLATS
The TRENT MFG. CO., LTD.
TRENTON, ONT.

SUTTON AND CLARKE
Limited
Wholesale Grocers, Toronto
Offer
California Sultanas
25 lb. boxes
12¼c. lb.
F.O.B. Toronto Warehouse
Phone Orders and Enquiries to Main 1763 — Adelaide 4937
Watch This Space Each Week for Specials

Order from your Jobber today
"SOCLEAN"
the dustless sweeping compound
SOCLEAN, LIMITED
Manufacturers TORONTO, Ont.
Montreal Agents:— W. L. MacGillivray
7 Bonsecours St., Montreal, Que.
Ottawa Agents:—W. R. Barnard, 374 Bank Street.

C. A. MANN COMPANY
Strictly New Laid Eggs, Choice Creamery Butter, Fancy Dressed Poultry.
Special Attention to Grocers' Orders.
Satisfaction Assured.
Phone 1577
LONDON, ONTARIO

Ship us your
Eggs and Poultry
We Pay Highest Market Prices
Kavanagh Provision Co., Ltd.
372 Bleury St., Montreal

Tell the Advertiser
where you saw
his Ad.

This Space is Yours for $2.20 on Yearly Order



Rates for Classified Advertising

Advertisements under this heading 3c per word for first insertion; 2c for each subsequent insertion.

Where answers come to Box number in our care to be forwarded, 5 cents extra per insertion must be added to cover postage, etc.

Contractions count as one word, but five figures (as $1,000), are allowed as one word.

Rates (payable in advance). When panels are desired a charge of $2.50 is made for a panel 1 inch deep by 2⅛ inches wide.

FOR SALE

FOR SALE—FUEL OIL STORAGE TANK—10,000 Gals. Capacity. This is a new tank. We have not yet taken delivery of it, and offer it at a very attractive price. The tank will be sold within the coming week, so phone or wire if interested. Apply Box 500, Canadian Grocer, University Ave., Toronto.

EVERY MERCHANT WHO SEEKS MAXIMUM efficiency should ask himself whether a Gipe-Hazard Cash Carrier, as a time and labor saver is worth more than the high-priced labor which it liberates. Are you willing to learn more about our carriers? If so, send fo our new Catalogue J. Gipe-Hazard Store Service Co., Limited, Sumach St., Toronto.

PETTITS CLOVER HONEY — 1922 CROP — Extra fine quality. Five and ten pound pails—lithographed, special design, very attractive package. Brand well known throughout Canada. Sixty pound crates. The Pettit Apiaries, Georgetown, Ont.

OPPORTUNITIES FOR INVESTMENT

IN THE TOWN OF LEASIDE ARE OPENINGS for grocers, butchers and various other lines of business. The tremendous industrial development taking place there assures a rush for locators in very near future. For information apply to Mr. Pinner, Joseph H. Smith & Co., Ltd., 9 Richmond St. East, Toronto, Ont.

POSITIONS WANTED

ONTARIO CLERK DESIRES POSITION IN French General Store. Am in Saskatchewan at present time. Speak both languages. Not afraid of work. Age 24. State salary. Apply Box 300, Canadian Grocer, 153 University Ave., Toronto, Ont.

Say you saw it in
CANADIAN GROCER
it will help to identify you

PASS IT ON

Do you pass your copy of Canadian Grocer on to your clerks and to your new friends in the trade?

Canadian Grocer will take them through the stores of dozens of successful merchants every week.

Markets, sales, advertising windows, the successful methods of hundreds of merchants reported for them.

Can you think of a more broadening influence and a more educative medium in which to get them interested?

The more your clerks know about the grocery business the more value they will be to you.

Pass Canadian Grocer on and if they want to subscribe, the price is $4.00 a year—(less than eight cents a week). Address

Canadian Grocer
153 University Avenue
TORONTO, CAN.

CLASSIFIED ADVERTISING

Do you need a clerk?
Do you need a salesman?
Do you need a bookkeeper?
Do you want a position?
Do you want to buy a business?
Do you want to sell a business?

Do you want to change your present position?

Any of these needs can be supplied if you go about it the right way. The cost is so small—only 3 cents per word for the first insertion—2 cents per word for each subsequent insertion—5 cents extra per insertion for replies to be placed under box number.

Displayed with 1 line border
$2.50 for one inch deep x 2¾ inches wide per insertion.

STRICTLY PAYABLE IN ADVANCE.

CANADIAN GROCER - 143 University Ave., TORONTO.

Why The Grocer Must Be A Selector

One retailer interviewed recently carried only 2 brands of jam. Yet there are about 40 on the market.

Another sells one of 2 brands of corn syrup.

A third has selected 1 brand of soda biscuits out of 8 or 10 available.

A fourth was offered an entirely new product—a ready-mixed cake flour. He stocked it and introduced it to practically all his customers.

Careful retailers who keep their stocks properly proportioned, cannot possibly tie up money in every brand of every line offered. For an adequate assortment, they must narrow down their purchases to one, two or three brands, seldom more.

To do this they have to study carefully the various brands offered and SELECT those they believe will give best satisfaction to their customers and consequently to themselves.

That your brands may be among the **Selections** of as many good dealers as possible, make sure you tell the merchant about them regularly in the business paper he reads for his business information.

CANADIAN GROCER

MONTREAL TORONTO WINNIPEG



Why should your customers trade with you?

Rarely do you have a chance to tell your customers why it is to their advantage to trade with you.

This is but one of the reasons why you need the Toledo Sign—so that everyone entering your store may know that you stand for a square deal on both sides of the counter.

Why not send us your name and address so we can give you some of the other reasons? This entails no obligation, and you will be interested.

CANADIAN TOLEDO SCALE CO., LIMITED
Head Office and Factory: Windsor, Ont.
Sales Offices and Service Stations throughout the Dominion.

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NO SPRINGS—HONEST WEIGHT